



Email: Julie.welsh@scotland-excel.org.uk

Tel: 0141 618 7450

Date: 8th February 2019

Dr Grace Vickers
Chief Executive
Midlothian Council

Dear Grace

I am writing to give you some initial feedback from the Midlothian Council Procurement and Commercial Improvement Programme (PCIP) assessment which took place on 11th December 2018.

I'd like to start by expressing our sincere thanks to Iain and the team for their hospitality on the day. The team were extremely well prepared and thoroughly professional throughout the process.

Your Council accepted the opportunity to undertake a "Focussed Assessment" which concentrated on a narrower scope of questions to recognise specific areas of improvement identified since the 2016/17 PCIP.

I am delighted to confirm your score was 66% this year. This places Midlothian Council in the banding (F2) with regards to procurement performance according to the Scottish Government bandings, depicted in the table below. This demonstrates an improvement from 61% in 2016/17.

Performance Band	% Score
F1	>70%
F2	66<>69%
F3	61<>65%
F4	56<>60%
F5	51<>55%
F6	46<>50%
F7	41<>45%
F8	36<>40%
F9	31<>35%
F10	26<>30%
F11	20<>25%
F12/Non-Conformance	>19%



Renfrewshire House
Cotton Street, Paisley PA1 1AR
Tel: 0300 300 1200
Email: contactus@scotland-excel.org.uk
Web: www.scotland-excel.org.uk

We were encouraged that Iain and the team were able to demonstrate a number of improvements in the organisation's performance from the previous assessment. Moving forward, it is apparent that the team has a clear understanding of what is required to allow them to continue on an upward curve of development, whilst maintaining current high performance.

The PCIP identified a number of areas where Midlothian Council is performing strongly, such as:

- Procurement Influence
- Learning and Skills: Capability and Skills
- Risk Management

We also identified a small number of areas where there may be some room for further improvement, such as:

- Lessons Learned
- Contract and Supplier Management (Assessment was not submitted in this area but it may be considered as a future opportunity for improvement)
- Procurement Process Automation (Assessment was not submitted in this area but it may be considered as a future opportunity for improvement)

As we are all aware Local Authorities continue to face significant challenges in delivering services and one of these challenges is to maintain the support and continued investment in strategic procurement. Scotland Excel are committed to providing every assistance we can to help you in this regard. Once the PCIPs have been completed across the sector we will undertake analysis and disseminate the findings in order to highlight key areas where we feel that together we can drive future improvement.

Yours sincerely

A handwritten signature in black ink that reads "Julie Welsh". The signature is written in a cursive, flowing style.

Julie Welsh Director
Scotland Excel