



How customers can benefit from working with us...

Achievement of cost reductions through economies of scale

Reduction in time and effort from procurement staff who can redirect their resources into other commodity areas and value-added activities

Assurance of sustainable working practices and contracts

Increase in internal expertise through generic and bespoke training programmes

Increase in support available through Scotland Excel in terms of best practice and expert procurement advice

Increase in opportunities for more collaboration through national events and forums

Accelerated progress towards achievement of McClelland's "superior performance" status

Improved engagement with and management of suppliers

Creation of collaborative opportunities to extend product ranges in response to consumer demand

Working together to deliver Best Value

visit our website at www.scotland-excel.org.uk