



Forestry and
Land Scotland
Coilltearachd agus
Fearann Alba

Annual Procurement Report 2024-2025

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Introduction

Forestry and Land Scotland is the largest land manager in Scotland, responsible for: managing Scotland's national forests and land in a way that supports and enables economically sustainable forestry; conserves and enhances the environment; and delivers benefits for people and nature.

Our mission is

“looking after Scotland's forests and land, for the benefit of all, now and for the future”.

Our vision is

“forests and land that Scotland can be proud of”.

These forest, woodland and land assets, as well as being central to tackling the climate and nature emergencies, are supporting green jobs, businesses and livelihoods in our rural communities, and provide outdoor green spaces for communities and visitors to enjoy and benefit from.

In order to deliver its responsibilities, Forestry and Land Scotland (FLS) needs a wide variety of contracts for activities ranging from large-scale planting and timber felling to roads maintenance, and a range of contracts that support our workforce and infrastructure, such as software, fleet and training services.

This report reflects on our procurement activity during the financial year 01 April 2024 to 31 March 2025. It provides an overview of contracts awarded, expenditure, compliance with our policies and progress against the commitments set out in the FLS Procurement Strategy 2024-26. It is produced in line with our statutory obligations under the [Procurement Reform \(Scotland\) Act 2014](#).

Forestry and Land Scotland's public reporting obligations under the Procurement Reform (Scotland) Act 2014 are included in this report and detail the scope of Regulated procurement activity in accordance with the Strategy, set out as follows:

- A summary of Regulated procurements that have been completed during the reporting period,
- A review of whether those procurements complied with the FLS Procurement Strategy 2024-2026, including the extent to which any Regulated tenders did not comply, and a statement detailing how FLS will ensure that future Regulated tenders will comply,
- A summary of any Community Benefit requirements imposed as part of a Regulated tender that were fulfilled during the reporting period,
- A summary of any steps taken to facilitate the involvement of Supported Businesses in Regulated tenders during the reporting period, and,
- A summary of Regulated tenders expected to commence in the next two financial years.

Our procurement activity supports FLS's contribution to the Scottish Government's National Outcomes, set out within Scotland's National Performance Framework. Although procurement is inherent in the delivery of all of our Corporate Outcomes¹, this report sits under FLS Corporate Outcome 5: A High Performing Organisation.

¹ Full details of our Corporate Outcomes can be found in our [Corporate Plan](#).

1. Procurement Activity and Expenditure in 2024/25

1.1 Summary of Regulated Procurement Activity:

A Regulated procurement is defined by the Procurement Reform (Scotland) Act 2014 as either any public contract for goods or services of £50,000 (excl VAT) or greater, or any public works contract of £2,000,000 (excl VAT) or greater.

For the purpose of this report, a Regulated procurement is complete when the Contract Award Notice is published on the [Public Contracts Scotland \(PCS\) website](#). A register of our current and expired contracts is publicly available on PCS.

£119m Total
Estimated Value
of Contracts

46* Regulated
Procurements
conducted

***Nine of these contracts** were awarded from **existing FLS Framework Agreements**

See Annex 2 for summary details of the above contracts awarded.

1.3 Expenditure

The total Forestry and Land Scotland spend on goods, services and works for the year was approximately £119 million.

over 54%
spend with
SMEs

Over the reporting period, over 54 of our contract spend was paid to Small/Medium Enterprises. This does not include payments to SME subcontractors.

2. Performance and Compliance

Regulated procurement in FLS is undertaken within a legal and procedural framework which ensures that each procurement is compliant and aligns with our Procurement Strategy. This framework is set out through:

- Procurement legislation,
- the Scottish Government's Public Finance Manual,
- the Scottish Government's Procurement Journey (adopted by FLS),
- our own Delegated Limits of Authority Policy,
- our Procurement Compliance and Policy Statements, along with
- our internal procurement policies and processes for Regulated procurement activity.

This section sets out delivery against the strategic aims of the FLS Procurement Strategy, progress in relation to the Procurement Strategy performance indicators and compliance of procurements with that strategy.

To view our approach to ensuring compliance with our Regulated Procurement activity, please review our compliance statement on our website [Procurement Compliance and Policy Statements](#).

2.1 Delivery Against Procurement Strategy Aims

In order to deliver against our aims and objectives we are delivering a Procurement and Contract Management Improvement project. This is designed to ensure that we fully deliver the Procurement Strategy aims and objectives in conjunction with stakeholder engagement, input and feedback.

Workstream 1: Procurement Planning

- Co-design and pilot a streamlined User Intelligence Group (UIG) and tender strategy process.
- Develop all category strategies through cross-functional teams, internal needs assessments, and market analysis.
- Align procurement planning with operational needs and reduce time to market for tenders.

Workstream 2: Supplier Engagement

- Simplify tender documentation and improve accessibility for micro and SME suppliers.
- Pilot supplier-friendly procurement routes such as Dynamic Purchasing Systems (DPS) and regional frameworks.
- Scope and assess supplier development opportunities in priority areas like planting, harvesting, and civil engineering.
- Deliver supplier support materials and engagement events to improve market readiness and perception of FLS.

Workstream 3: Contract Delivery

- Clarify roles between site-level oversight and formal contract management.
- Revise SOPs and develop practical toolkits for staff involved in contract delivery.
- Deliver tailored training and mentoring focused on contract literacy and interpersonal skills.
- Pilot peer support mechanisms and track escalation incidents to improve local issue resolution.

Workstream 4: Communicating with Impact

- Deliver customer-focused communication training and monthly CPD sessions for procurement staff.
- Map user journeys and redesign procurement templates and messaging tools.
- Pilot revised communication materials and establish feedback loops to continuously improve clarity and relevance.

These objectives complement the action leads and targets within Annex 1 and we have provided an update on progress against each of them, and therefor on progress against key Procurement Strategy actions, all of which are embedded within the Project workstreams and form part of the implementation of a new Finance and Purchasing system called Aspen.

We have delivered against the five aims of our Procurement Strategy as follows:

Aim 1 – Business Outcomes – Our procurement activities are aligned to corporate objectives and priorities with clear and relevant Key Performance Indicators (KPIs). They are planned, organised and executed timeously to deliver value for money. Sustainability is embedded and innovation is embraced

- Our procurement pipeline continues to reflect FLS’s category management structure, based on spend segmentation. This year we awarded a number of contracts to support core land management activities such as ground preparation. In some cases, we had to negotiate contracts where we received no tenders or a lack of suitable tenders, leading to poorer value-for-money. However, we will continue to seek feedback from suppliers with the aim of simplifying our tenders wherever we can and improving our processes in the year ahead, aiming to achieve better success in future tenders.
- Within the relevant tenders, we included criteria related to sustainability, including climate change mitigation measures, climate change adaptation measures and promoting biodiversity.
- We are reporting against KPIs and balanced scorecard

Aim 2 – Relationships & Culture – Our procurement relationships across FLS functions and with the supply chain and stakeholders are respectful, collaborative, mutually beneficial and support FLS’ long-term business sustainability

- We have built up strong working relationships and are developing an internal and external communications plan. Category strategy work continues with engagement from key stakeholders internally and externally.
- We continued to use collaborative frameworks created by other organisations, including [Scottish Procurement](#) and [Scotland Excel](#), by awarding call-off contracts from these sources, where this was an appropriate route to market.
- We continued to contribute to both central and Highland “cluster” groups, sharing best practice with other Scottish Government departments, agencies and NDPBs as well as attending Heads of Procurement events.

Aim 3 – Governance & Process – We have an effective and resilient operating model where delegations and risks are managed at the correct level. Our processes and tools are efficient and deliver operational excellence.

- We created our first 'Procurement Board' consisting of four directors who take key decisions related to Procurement and Contract Management activities and outputs
- We have recruited and trained 12 new Delegated Purchasing Officers, who are now responsible for all Non-Regulated procurement activity
- We have implemented new Delegated Purchasing Officers across the business to reduce the volume of staff who have Delegated Authority to award Non-Regulated contracts
- We are reviewing our documents and processes with a view to streamlining documents and approaches to the awarding of contracts internally and reducing the burden on suppliers bidding for our contracts

Aim 4 – Professional & Technical – Procurement and commercial skills and capabilities are understood and linked to job profiles. Effective training and development is available. Everyone involved in the cycle is confident and competent for their part.

- We have continued to deliver face-to-face contract management training
- The Procurement Team participated in continuous professional development (CPD) training and activities to increase knowledge and skills in topics including TUPE and Project management
- A number of the Procurement Team commenced or continued their professional CIPS qualifications at level 4 and 5, achieving MCIPS and contributing further to the professionalism of our procurement function.

Aim 5 – Information & Technology – Use of technology is optimised to enable effective tendering, contracting, purchasing and payment. Systems facilitate data capture, monitoring and reporting. Delegations are automated and value is captured and measured

- We continued to develop and plan our future processes for improved automation on purchase-to-pay. Significant work was undertaken to understand the new system, and map our current data to it, and to understand what our future business processes will look like.
- We continued to explore how we could make better use of technology to streamline our data gathering and reporting needs, improving efficiency, by using new Office 365 functionality such as MS Forms and Lists.

2.2 FLS Procurement Performance Indicators

Progress has been (?) made against the FLS Procurement Strategy Performance Indicators during the reporting period. These figures exclude Regulated contracts awarded using FLS Framework agreements, and for which the call off process does not involve some of requirements below.

Performance Indicator	Target	RAG Status	Commentary
Cash and Non-cash savings	3% of the total annual third party spend delivered as cash / non-cash savings per annum		Over £4m of cash and non-cash savings were recorded*. This equates to 3.41% of the annual third party spend figure recorded in section 1.3 above, of £119,713,310.
Percentage of Regulated Procedures developed on time, where time taken to develop and approve the strategy and tender pack was < 3 months	90% delivered on time		We are currently working at 73% meeting this target. We are actively working to reduce timescales associated with the preparation and planning of exercises.
Percentage of Regulated Procedures delivered on time, where time taken to get from tender advert to contract award was < 5 months	90% delivered on time		We currently deliver 89.2% for this KPI. We are confident we can push this to meet our target in 25/26.
Percentage of Regulated tender exercises that incorporated verbal or face-to-face, pre-market engagement	90%		Currently working at 95% of all Regulated processes meeting this KPI.
Percentage of Key (Tier 1) Regulated Contracts that delivered to specification during the financial year	95%		We are currently working at 92% of contracts delivering to specification and aim to improve this in 25/26.
Number of contract lots not awarded following a competitive tender	2 Lots not awarded across all Regulated competitions in the year		6 lots not awarded. Feedback has been sought from any Lots not awarded and lessons learned will be used for future exercises.
Supplier satisfaction in relation to ease of doing business with FLS	Measurement criteria and benchmark established by end of Q2 in		2.6 The benchmark score calculated in Q2 was an average satisfaction score of 2. Average satisfaction from suppliers in FY24-25 was 2.6 - 30% above the benchmark. 13 responses

	Financial year 24/25, with 10% improvement in scores in each year thereafter		to the survey were received from suppliers during the year.
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2.3 Compliance

Section 17 of the Procurement Reform (Scotland) Act 2014 makes it mandatory for regulated procurements to be carried out in accordance with the organisation's procurement strategy. Section 18(2) states that a review must detail "the extent to which any regulated procurements did not comply, and a statement detailing how the organisation will ensure that future regulated procurements do comply".

We have met all requirements identified within Appendix 1 of our Procurement Strategy 2024-2026, with exceptions reported below.

In the reporting period, two Regulated Contracts were awarded directly to contractors due to requirements for urgency in one case and supplier failure in the other case. In these cases FLS's non-competitive action governance processes were adhered to. The lessons learned from these was to monitor and review future requirements and, if a need for similar types of contracts is likely to reoccur, consider creating framework agreements.

- Land Management Delivery plans – This was the award of a contract without prior publication of a call for competition. The justification for selected award procedure was extreme urgency brought about by events unforeseeable for the contracting authority and, in accordance with the strict conditions stated in the Directive, that the time limits for open procedure, restricted procedure or competitive procedure with negotiation could not be complied with.
- Purchase of commercial stone – We have used Reg 33(4)(c) for supplies quoted and purchased on a commodity market; we are dealing with a primary product as the rationale for this award. This was for Road upgrades which were required at the Kilmun and Ardentenny forest blocks to support the timely removal of windblown timber so as to retain commercial viability of the timber for FLS. A commercial stone order was urgently required for these emergency works to enable these road upgrades to be undertaken. No FLS stone was available at the site

3. Community Benefits Summary

3.1 Community Benefits secured in procurements conducted in the reporting period

We considered Community Benefits in our Regulated procurement tendering strategies and 14 of the 46 (30%) new Regulated tenders awarded required Community Benefits to be delivered. Of these four were for contractual agreements above the Procurement Reform (Scotland) Act's £4 million threshold.

Community Benefits were not included in regulated procurements where the value was below the £4 million threshold, and/or it was considered disproportionate to require suppliers to provide Community Benefits

Some of the tenders required mandatory community benefits set by FLS, others allowed suppliers to propose Community Benefits.

3.2 Community Benefits delivered in the reporting period

The following community benefits were delivered by FLS suppliers in the reporting period:

Activity	Number delivered FY24-25
Traineeships\Apprenticeships offered	5
Employment opportunities (direct or sub contract)	10.5

4. Supported Businesses Summary

A supported business's primary aim is the social and professional integration of disabled or disadvantaged persons. At least 30 per cent of the employees of those businesses should be disabled or disadvantaged.

Every Regulated tender strategy considered how we might encourage [Supported Businesses](#) to bid. We encourage consideration of Supported Businesses as part of our tender processes to allow us to consider ring-fencing contracts for Supported Businesses.

Our spend with Supported Businesses during financial year 24/25 is highlighted below:

Supported Business	About	Mechanism	Net Spend FY24-25
Keela	This is a contract for corporate clothing.	Keela was contracted by FLS following an open tender, however, the supplier is now classified as a Supported Business and is listed as such on the Scottish Government's DPS for supported businesses	£88,507

5. Future Regulated Procurements Summary

FLS intends to progress the regulated procurements detailed in Annex 3 over the following two financial years. Our Pipeline is subject to change from time to time to meet operational requirements.

Future regulated procurements have been identified via the following means:

- Current contracts on the FLS contract register that will expire and need to be extended or re-tendered over the next two years.
- New procurements identified via pipeline work plans with departments.

A number of the planned procurements may be conducted by utilising collaborative framework arrangements, in such cases the relevant collaborative framework procedures shall be followed.

6. Benefits

Benefits have been calculated in accordance with the Scottish Government [Procurement Benefits Reporting Guidance](#). This seeks to record and report cash and non-cash benefits in a consistent manner across the public sector.,

- **Cash** – the benefit generally relates to reduced cost to FLS as a result of the tender process and can, for example, enable additional work to be purchased, or budgets to be reduced
- **Non-cash** – benefits may be measured in cash terms, but do not free up financial resource within the organisation – e.g. the delivery of Community Benefits

Cash Savings
delivered:
£3,969,957

Non Cash Savings
delivered:
£107,744

**Total delivered
benefits: £4,077,701**

FLS Year on year analysis of reported savings:

Type of savings	2024/2025	2023/2024	2022/2023
Cash savings	£3,969,957	£1,988,992	£1,364,939
Non-cash savings	£107,744	£729,271	£1,002,624.76
Total savings figure	£4, 077,701	£2,718,263	£2,367,564.22

7. Annual Procurement Report Ownership and Contact Details

The Head of Procurement is responsible for establishing the strategic framework and direction of procurement at Forestry and Land Scotland.

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Annex 1 – Actions and target progress

Action	Lead	Target for Completion (Quarter and Financial Year)	Commentary
1. Progress a phased, prioritised programme approach to category strategy development and implementation	Procurement Category Teams Procurement Governance Working Group to establish governance	Q4 FY 25/26	We have completed the Civils Category Strategy. Buildings, People and Digital is in progress. A phased approach based on business need is being identified and implemented. We will need to review delivery dates to ensure they align with resource and the potential impact they may have on the business. We have taken the decision to split some of the proposed categories into specific category strategies for specific operations.
2. Undertake pro-active engagement with our staff and stakeholders to develop our category strategies	Procurement Category Teams Procurement Governance Working Group to establish governance	Q4 FY 25/26	This has begun for the Category Strategies. Those which are planned have begun engagement to identify resource and timescales with relevant stakeholders
3. Ensure business planning is in place and a business case is established before commencing a tender so that there are clear collective outcomes and objectives set out which are informed by lessons Learnt.	Procurement Policy Approval Committee to establish process	Q2 FY 24/25	We have created a 'Procurement request form' which is used to secure a pipeline slot for future procurement activity.
4. Through using market/contractor research and tailoring specifications to deliver FLS's priority outcomes, we will set	Business Case owners and User Intelligence Groups for Regulated Tenders	Q2 FY 24/25 and ongoing	On-going through engagement/refinement of process and approach to UIG creation and contract document delivery. This is done for every new Regulated

out the lot sizes, contract periods and quantities which will deliver sustainable financial outcomes and business resilience.			contract/framework requirement.
5. Set tendering & contract management plans and targets for each category, including those related to climate change mitigation measures, climate change adaptation measures, and promoting biodiversity, where appropriate, linked to corporate outcomes	Procurement Category Teams	Q4 FY 25/26	These outcomes will be identified through the Category Strategies as they are developed
6. Monitor the effectiveness of tenders and contracts against the KPIs and share these with senior leaders so that performance actions can be taken if necessary. Review and improve tracking of all contract performance including: spend, deliverables, risks, opportunities, benefits, and savings	Procurement Team and Contract Managers Procurement Policy Approval Committee to establish process	Q3 FY 24/25 and ongoing	Although still in its infancy, The Procurement Board reporting is in place along with balanced scorecard and KPI reporting.
7. Create and implement a communications plan that improves procurement communication to dispel myths amongst stakeholders and suppliers and improves	Communications Theme Working Group	Q2 FY 24/25 and ongoing	This is part of the project workstream to review internal and external communication strategies.

understanding and best use of procurement legislation and government policy			
8. Improve collaboration between Directorates in order that procurement can be an effective business enabler in delivering commercially advantageous contracts	Procurement & Land Management Leadership Teams	Q2 FY 24/25	This has been on-going and has seen good, positive working relationships being built across the business, in particular with Land Management colleagues through engagement, attendance at Leadership team meetings and regional visits across Scotland.
9. In collaboration with Directorate Leadership Teams, establish a plan of supplier development activities, targeting areas of the supply chain that present the biggest risks to achievement of corporate outcomes and preparing robust business strategies, plans and responsibilities to develop and improve these for the long-term sustainability of the business	Communications Theme Working Group	Q3 FY 24/25	This is part of the project workstream to understand supplier development requirements and implementation.
10. Continue to develop our business partnering model	Communications Theme Working Group	Q2 FY 24/25 and ongoing	A new Terms of Reference has been agreed and will be rolled out to the business.
11. Develop a governance model for strategic and business critical procurements, based on a value and risk matrix, taking the form of a Procurement Board. Introduce	Procurement Governance Working Group	Q3 FY 24/25	Completed – this is now in place and several meetings have been held

formal review at key stages to provide scrutiny to the procurement exercise, with sign-off from the board			
12. Review the Delegated Purchasing Authority (DPA) network and refine to a smaller specialist network that reflects volume of work and competence needs, and ensures separation of duty. Consult on changes and support staff through implementation of change	Aspen Project: Delegations Workstream	Q4 FY 24/25	Completed. These staff were recruited, trained and are now in place.
13. Clarify roles and responsibilities throughout the entire procurement cycle, identifying who is responsible, accountable, supporting, consulted and informed (RASCI)	Procurement Governance Working Group	Q3 FY 24/25	We have this in place for Non Regulated processes but will still need to review and define for higher value contract work.
14. Develop and implement Standard Operating Procedures (SOPs) for the end-to-end procurement processes that are compliant, proportionate and easy to follow	Procurement Policy Approval Committee	Q3 FY 24/25	We have this for low-value activity, and we have a draft SOP for high-value activity which still needs to be refined.
15. Review and update our procurement training offering for staff with Delegated Purchasing Authority and for those	Procurement Policy Team	Q1 FY 25/26	DPA training has been completed, but we are working on the review and creation of a new training offer for contract managers.

inputting to Regulated procurement tendering			
16. Supplement existing e-learning with face-to-face contextualised training on good contract management practices	Procurement Governance Working Group	Q2 FY 24/25	This forms part of the Procurement project and will review our current offering with a view to ensuring training is fit for purpose and will result in more effective and efficient contract management across the organisation.
17. Establish and provide key user training to users of our new Purchase to Pay system (Aspen) to support successful implementation and ongoing use	Aspen Project: Delegations Workstream	Q1 FY 24/25	The Aspen 'go live' date is the 05 November 2025. Training and business readiness work is currently on-going.
18. Embed clear objectives and responsibilities for procurement and contract management activities into staff performance reporting	Procurement Policy Team	Q4 FY 24/25	Procurement staff have these within their set objectives.
19. Implement new Purchase to Pay technology and processes to improve the efficiency of our existing manual processes – ensure processes are thoroughly tested, involving a diverse range of users in the process	Aspen Project	Q4 FY 24/25	The new system is due to 'go live' on the 05 November 2025.

Annex 2: Regulated Procurements Completed

TITLE	START DATE	END DATE	FRAMEWORK	Value	SUPPLIER NAME
Tree & Seed Haulage	10/03/2025	10/03/2028	No	£1,946,370.20	E Kaminski Transport
Award Notice for Framework Call off Contract 501_1000 - SPHN Larch Felling, Cologin	01/07/2024	01/09/2024	No	£85,120.00	Weir Forestry
Award Notice for Framework Call off Contract 513_1796 - Prod & Attr Surveys - East	04/07/2024	04/03/2025	No	£51,843.50	Forest Fact
Award Notice for Framework Call off Contract 519_0545 - Production and Attribute - West	27/06/2024	27/12/2024	No	£75,000.00	Forest Fact
Award Notice for Framework Call off Contract 620_0260 - Survey of Various Sites - East and Central Regions	10/06/2024	10/03/2025	No	£72,314.80	Andy Kennedy
Award Notice for Framework Call off Contract 620_0262 - Soil Surveys in South Region	24/06/2024	24/03/2025	No	£104,697.80	James Hutton Institute
Award Notice for Framework Call off Contract FLS-494 Interim Payroll Manager	07/08/2024	07/06/2025	No	£77,793.60	Venesky Brown Ltd
Award Notice for Framework Call-Off Contract - Arboriculture Work Camghouran	24/02/2025	24/09/2025	No	£55,040.00	Murray Forestry Ltd
Award Notice for Framework Call-Off Contract - FLS-233 - Chainsaw Work Non Native Lub Ruadh N Dalchork	14/08/2024	14/04/2025	No	£68,617.20	Duncan Wemyss Ltd
Award of FLS-0095-C Vehicle Telematics - Mini Competition under YPO DPS 750 Vehicle Telematics ...	13/05/2024	12/05/2028	No	£200,880.00	Inseego Ltd
Award of FLS-151-C Interim Professional Staff	29/04/2024	28/10/2024	No	£62,275.20	Venesky Brown Ltd
Car Parking Infrastructure	01/04/2025	01/04/2030	No	£1,292,697.30	Marston (Holdings) Limited
Cell Growing Machinery for Newton Nursery Redevelopment	24/06/2024	24/01/2028	No	£1,849,650.00	Björkemar Construction & Consulting (BCC AB)

CivTech 9.3 - How can we help Wildlife Rangers identify the exact location of every animal larger than 5 kilograms in a specified area in real time, in order to improve forest management and ecological restoration?	01/07/2024	01/07/2025	No	£343,720.00	Ben Harrower Consultancy
Corporate Signage, Structures, and Furniture	21/01/2025	21/01/2029	Yes	£915,000.00	Border Signs & Graphics
Deer and Other Wildlife Management	31/07/2024	30/06/2027	No	£3,090,074.34	Deer Dynamics Ltd; James L Scobie Deer Management Services
Delivery of Land Management Plans	31/03/2025	31/03/2026	No	£104,655.00	Bidwells
FLS-0071-FW Responsive Chainsaw Operations, Arboriculture Work & Dangerous Tree Surveys	02/12/2024	02/12/2028	Yes	£11,517,000.00	Ajsmithforestry;Alistair Fothergill Tree Care; Apex Tree Surgeons; Arran Footpaths & Forestry Ltd; Ayrshire Tree Surgeons Ltd; Carsons Tree Surgery; CNJ Services Ltd; Duncan Wemyss Ltd; Eric Boyd Forestry Ltd; Forres Tree Services Ltd; Fyfe forestry ltd; ICD Contracting Limited; jm tree works; John O'Conner Grounds Maintenance Ltd; Kevin Milne tree services; M&H Tree Services Ltd; Murdoch Wood Ltd; Murray Forestry Ltd; SJM Forestry; SM Forestry Ltd; Speyside Tree Services Ltd; Taylor Trees Limited; TD Tree & Land Services Ltd; Terras forestry company Limited; Weir Forestry; West Contract Services; Wakeley Tree Surgeon Ltd
FLS-0072-C Timber Haulage 2024	27/05/2024	27/04/2029	No	£32,700,000.00	James Jones & sons Ltd; Ferguson Transport & Shipping; A W Jenkinson Transport Ltd; JST Services (Scotland) Ltd; A.W.Jenkinson Transport Ltd
FLS-102-C Forestry Information Resource System (FIRS)	17/06/2024	17/12/2024	No	£190,000.00	Hitachi Solutions Europe
FLS-118-C Mechanised Harvesting Operations and Associated Services North & West Regions	02/12/2024	02/12/2028	No	£23,275,000.00	AMAC Forestry Ltd; Speyside Harvesting Ltd; Colin Brolly Forestry Ltd
FLS-1308 IFS Assyst ITSM Renewal 2025-2028	01/02/2025	01/02/2028	No	£206,262.03	Computacenter (UK) Ltd
FLS-142-C SPHN and Invasive Vegetation Control West	27/03/2024	27/03/2025	No	£228,810.00	jm tree works

Region					
FLS-154-C Invasive Vegetation Control - West Region	30/04/2024	30/04/2025	No	£295,000.00	BlueGreen Conservation
FLS-273 Citrix Renewal 24-27	30/08/2024	30/08/2027	No	£1,290,729.60	Computacenter (UK) Ltd
FLS-276 - Learning Management System Licenses Contract Renewal	01/10/2024	01/10/2027	No	£159,779.13	Computacenter (UK) Ltd
FLS-429 - Microsoft SCE Renewal	01/10/2024	01/10/2025	No	£282,385.60	Computacenter (UK) Ltd
FLS-542 Oracle Linux, Database and Forms and Reports Licensing for 24/25	01/10/2024	01/10/2025	No	£65,369.45	Computacenter (UK) Ltd
FLS-609 - Mobile Devices - A35 Upgrades	24/10/2024	24/03/2025	No	£95,600.00	Vodafone UK
Forest Management Services (Moray & Huntly)	18/11/2024	18/06/2025	No	£95,316.00	MCCONNACHIE LAND & FORESTRY SERVICES LTD
Loch Katrine - Woodland Creation	18/02/2025	18/02/2028	No	£1,874,799.30	DMFCA Ltd
Mechanised Ground Preparation Operations	22/04/2024	22/04/2029	No	£1,086,714.30	DAB Groundworks Ltd
Mechanised Ground Preparation Operations	05/06/2024	05/06/2029	No	£460,871.18	dunnydeerservices ltd
Mensuration, Establishment and Other Related Surveys Framework Agreement	20/05/2024	20/05/2028	Yes	£4,590,000.00	Alasdair Mackay (sole trader); APEM Ltd; Ben Harrower Consultancy; Dale s Surveying Ltd; David Mackay; Esk Valley Environmental Ltd; Forest Fact; Forestry Contractors Scotland; Highland Aerial Surveys Ltd; Kaya Consulting Limited; Mark B Page Chartered Forester; Phillips Forestry Services; PJMforestry; Richard Allitt Associates Ltd; S Mackenzie; Sword Forestry Ltd; Weir Forestry
Newton Nursery Agency Labour	22/11/2024	22/11/2028	No	£2,100,000.00	Hays Specialist Recruitment Ltd
Occupational Health Services	14/04/2025	14/10/2026	No	£262,500.00	Health Partners
Plant Supply (including Cell-Grown)	15/04/2024	15/04/2030	No	£70,255,130.00	Maelor Forest Nurseries Limited; Oakover Nurseries Ltd; Christies (Fochabers) Limited; Alba Trees plc; Trees Please Ltd; Christie-Elite Nurseries; Cheviot Trees Ltd; Black Isle Timber Harvesting Limited; Elsoms Trees Ltd; Tape4Trees Ltd
Planting (Bennachie)	25/11/2024	25/08/2026	No	£198,919.00	Greenfutures

Portacabins at Cairnbaan	09/09/2024	09/03/2025	No	£249,424.00	Portakabin (Scotland) Ltd
Purchase of Commercial Stone - Kilmun & Ardentinnny	31/03/2025	30/04/2025	No	£79,719.80	Breedon Trading Ltd
Seed Collection & Associated Services	03/02/2025	03/02/2029	Yes	£2,300,000.00	ARBCORE LTD; Catkin Ecology; Duncan Currie; Elsoms Trees Ltd; Forestart Ltd; Forestry Contractors Scotland; Forres Tree Services Ltd; Fyfe forestry ltd; HAKI Access Solutions Ltd; Highland Access ltd; M&H Tree Services Ltd; Murray Forestry Ltd; RH Tree Contractors; Scotia Seeds; Squirrely Tree Carr; Sword Forestry Ltd; W M Shorthouse Forestry Limited; SM Foresty Ltd
Supply of Tree Nursery & Glasshouse Growing Sundry Items	01/05/2025	01/04/2029	Yes	£1,660,000.00	Stevenage Packaging Limited; Everris Ltd; KLASMANN-DIELMANN IRELAND LIMITED; W&D Oliphant
Timber Harvesting and Extraction (West Region)	08/07/2024	08/03/2025	No	£600,000.00	Jim Wlmer & Sons Timber Harvesting Ltd
Tree Shelters and Associated Products	15/04/2024	15/04/2026	Yes	£1,636,305.07	Cheviot Trees Ltd
Trossachs Mechanised Ground Preparation Operations	03/12/2024	03/04/2025	No	£75,120.00	Bw forestry Ltd
UKWAS Auditing Service 2024-29	10/06/2024	10/06/2029	No	£147,180.00	Soil Association Certification Ltd

Annex 3: Future Regulated Procurements

Subject Matter	Estimated Contract Notice date/framework call off date	estimated value
Cleaning	Late 2025	To be confirmed
Planting DPS	DPS will reopen for applications in October 2025	£42,000,000
Forest Management & Invasive Species Control	Late 2025	£13,000,000
Ecological Surveys	Mid 2026	£3,200,000

Soils Surveys	Mid 2026	£3,000,000
Bridge Inspections	Late 2025	£1,100,000
HR & Payroll System	Late 2025	£300,000
Vehicle Tyres	Late 2025	£300,000
Network Services	Mid 2026	£240,000
Nutanix Licensing	Late 2025	£240,000
Mobile Phones	Late 2025	£220,000
Car Park Cash Collection	Late 2025	£200,000
IT Desktop	Late 2025	£60,000
Company Car /Vehicle Leasing	Late 2025 – subject to internal review	To be confirmed
Direct Production Machinery (Harvesters and Forwarders)	Early 2026	£8,250,000
Integrated Health and Safety System	Late 2025	£250,000
Collection and Disposal of Deer Waste from Larders	Late 2025	£325,000
Legal Services	Early 2025	£1,670,000
FM Operations – Planting/invasive species control etc - multi lot	Early 2026	
Fuel Cards	Mid 2026	£2,700,000

Cashless Parking Solution (Pay by Phone)	Early 2027	£276,925
Mechanised Harvesting Operations and Associated Services	Early 2027	To be confirmed
Soil Surveys	Early 2026	To be confirmed
HR System (iTrent)	Mid 2026	£293,510
Mobile Voice and Data Services	Late 2025	To be confirmed
Biomass system maintenance	Early 2026	£100,000
Interim Professional Staff	Ongoing requirements are sourced via Frameworks	To be confirmed
Interim IT Staff	Ongoing requirements are sourced via Frameworks	To be confirmed
Temp Admin, Catering & Manual (South)	Ongoing requirements are sourced via Frameworks	To be confirmed
Nutanix	Late 2025	£140,000
SPS_02020 Employee Assistance Programme & Welfare Service	Mid 2026	£47,000
Print and Associated Services	Mid 2026	£120,000
Office Supplies incl IT Consumables	Late 2026	£50,000
Invasive Vegetation Control North Region	Early 2026	£1,770,000
ATV Track Maintenance and Construction - Cowal	Mid 2027	£2,000,000
Supply of Oils and Lubricants	Mid 2027	£192,000
Asset Management System	Late 2026	£77,855
Specialist Peatland Restoration - Rewetting: multi lot	Late 2025/Early 2026	£3,573,750
Chainsaw Operations	Early 2027	To be confirmed
Sourcing and Booking of Meeting Rooms and Conference Venue Services	Early 2026	£162,000
Capital Vehicle Purchase	Late 2026	£6,000,000
Supply and Delivery of First Aid Materials	Early 2027	£90,000
Office Furniture - Smarter Working/Office Refurbishment	Late 2026	£350,000
Office Furniture - Ad Hoc Office Furniture	Late 2026	£85,000

Printing Estate (MFD's & Plotters)	Early 2026	£162,000
Low Loader Moves	Mid 2027	£416,000
Meraki VMX Licence	Mid 2026	520.44
Digital Marketing Services	Mid 2026	208511.13
Scottish Wide Area Network (SWAN)	Late 2026	£1,334,400
Water & Waste Water Billing Services	Late 2026	£90,000
Supply of Electricity Framework Agreement	Late 2025	£280,000
Tree Shelter and Associated Items	Mid 2025	£818,152
Telematics (Hardware)	Early 2027	£150,660
Building Security & Surveillance	Early 2026	£500,000
CivTech 9 - Challenge 9.3 - Drone Surveys	Early 2026	£343,720
Specialist Peatland Restoration - Rewetting: South East (Dumfriesshire & the Borders)	Early 2026	£888,900
Helicopter Services	Late 2025	£200,000
VEAM Data Platform	Early 2027	£59,860
Citrix Renewal 24-27	Early 2027	£1,290,729
Learning Management System Licenses Contract Renewal	Early 2027	£159,779
Tress growth help - possibly combined with planting	No contract at moment – pilot in 2025	