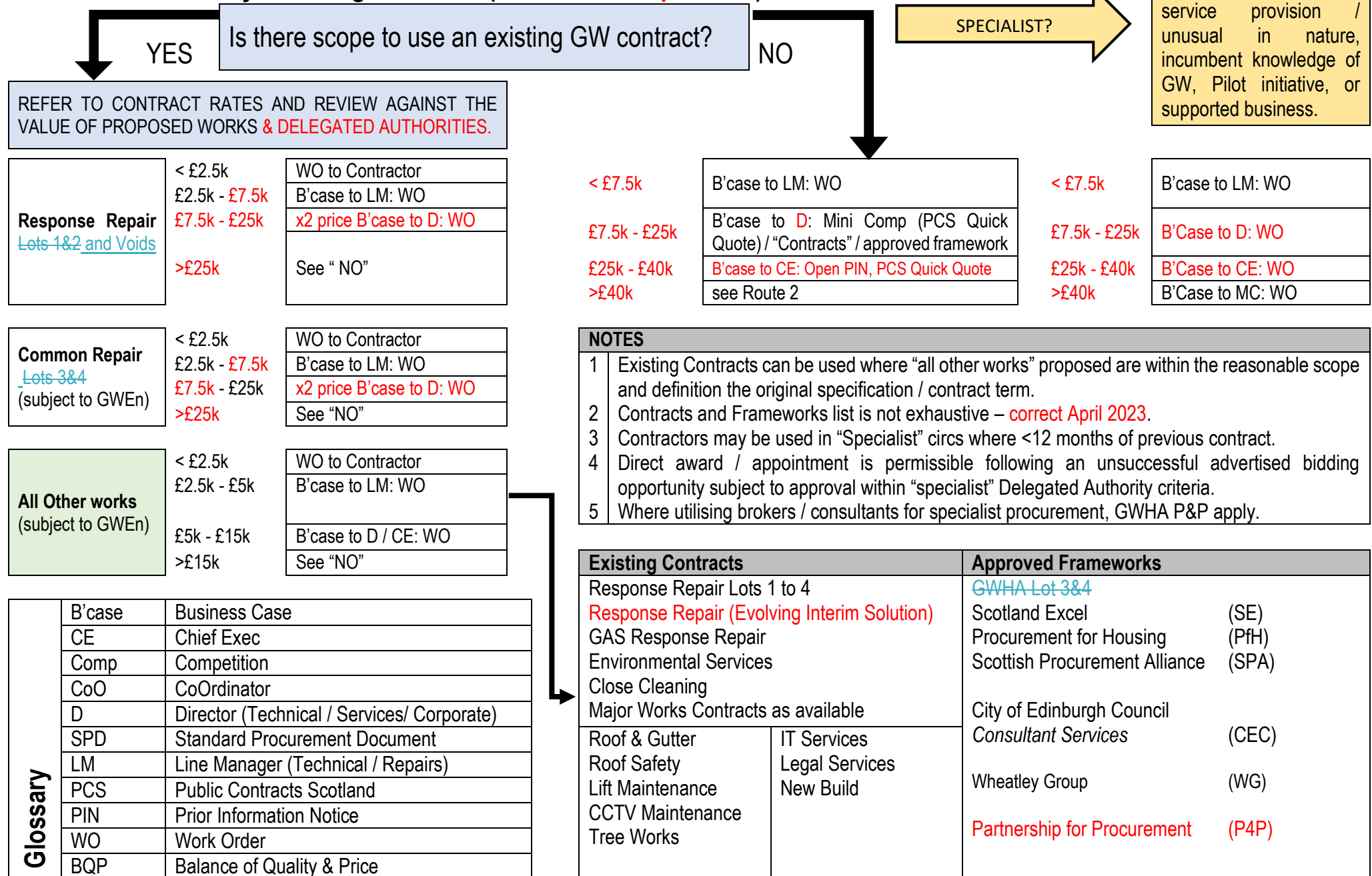
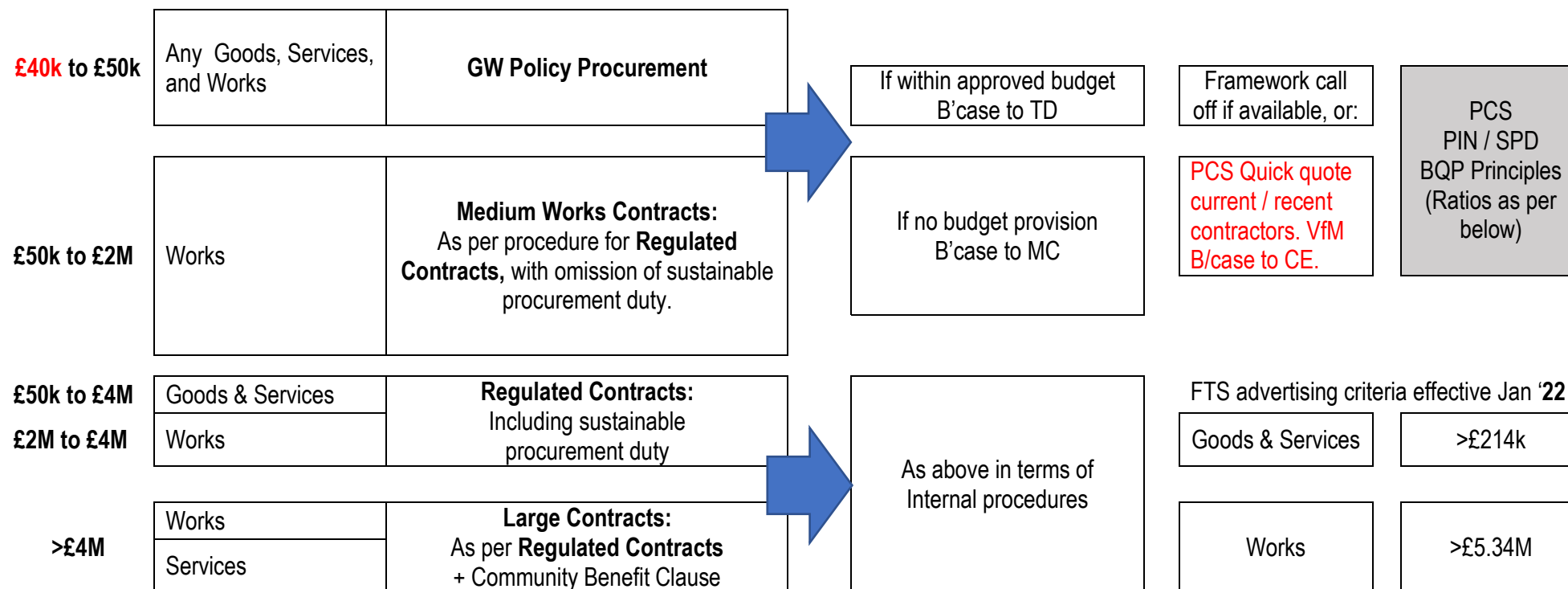


ROUTE 1 - GW Policy / Existing Contracts (effective 26th April 2023)



ROUTE 2 - GW Policy / Subject to Procurement Reform (Scotland) Act 2014



Notes	FTS (Find a Tender Service) replaced OJEU – Official Journal of European Union effective 1 st Jan 2021 upon UK leaving EU. FTS projects advertised through Public Contract Scotland online portal. £ Thresholds reviewed every 2 years, from Jan 2022. Inclusive of VAT.
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Commodity / Service Type	Description	Suggested Price / Quality Ratio
Routine	• Low Value/High Volume • Many Existing Alternatives	80:20
Leverage	• High spend area • Many Sources of Supply • Commercial involvement can influence price	60:40
Strategic	• Strategic to Operations. • Few Sources of Supply • Large Spend Area, • Specification may be complex	60:40; 50:50; 40:60
Bottleneck	• Few Sources of Supply and alternatives available • Complex specifications • If supply fails, impact on organisation could be significant	40:60; 10:90