



**Celebrating Excellence
in Public Procurement**

Categories

Questions

1. Please describe the social benefit approach that your organisation has implemented through the procurement process.
2. What aspects of the initiative or approach have been particularly innovative, creative or groundbreaking (while remaining within the bounds of procurement legislation)?
3. What level of engagement has been achieved with parties both within and outwith the nominating organisation to ensure that the initiative was thoroughly scoped and designed with social outcomes in mind?
4. What specific challenges have been faced in the procurement approach taken, and how were these overcome?
5. What were the expected outcomes of the procurement initiative, and what success has been achieved to date? Please provide evidence of specific targets set, feedback received and performance or other measurable benefits achieved.
6. Has your organisation spread the benefit of its initiative to other organisations or stakeholders, and with what effect? What lessons have been learnt because of the exercise?

1 Social Value

Contract Value:

Size of Procurement Team:

Open to public, private and third sector organisations (private sector via buyer endorsement).

The GO Social Value Award recognises the crucial role that public procurement across the UK can play in delivering better social outcomes through the procurement function.

It highlights those organisations which have embedded social and community benefit in their procurement activity and has a strong theme and evidence of benefit relating to people – for example, the creation of apprenticeships, training, full time employment, facilities or support for disadvantaged groups or communities, whilst aligning closely to Social Value policy and drivers. The focus is on end user outcomes and benefits.

Timescale

A GO Awards submission in this category must cover activity during the period April 2017 to April 2019. The contract or initiative related to the submission must have commenced during this period to be eligible.

Evidence Keywords

Social Value, social outcomes, community benefit, Procurement Reform Act, buy social, employment, apprenticeships, training, disadvantaged groups, supported business, supported employment programmes, sheltered workshops, third sector, voluntary organisations, charitable organisations.



Celebrating Excellence in Public Procurement

Categories

Questions

1. Please describe the service that your organisation has provided (including how long it has been provided for), to which public or third sector organisation(s) and whether this is your organisation's first such service provision.
2. What level of engagement has been elicited with the contracting organisation, third sector organisations, the voluntary sector, end users and any other interested groups in the design and delivery of the service?
3. What aspects of the service provided have been particularly innovative, unique, creative and groundbreaking?
4. How has the entry exceeded the expectations of both the buyer and end users – delivering value over and above the core requirement – and what evidence supports this? What additional benefits in respect of employment, social-economic benefit or other legacy have been realised as a result of your organisation's involvement?
5. What aspects of the service provided have been the most challenging to overcome, and how has this been achieved?
6. What were the expected outcomes of the service provided, and what success has been achieved to date? Please provide evidence of specific targets set, feedback received and performance or other measurable benefits achieved.

2 Best Service

Micro and Small Businesses and Third Sector Organisations

Contract Value:
Size of Delivery Team:

Open to micro and small businesses (employing fewer than 50 employees or their full time equivalent and with an annual turnover or balance sheet no greater than £10 million) or third sector organisations endorsed by a public or third sector client, or by a private sector client acting as a prime contractor.

The effective delivery of public services is dependent on a robust, vibrant and innovative supply chain. The GO Best Service Award for Micro and Small Businesses and Third Sector Organisations recognises the critical part that they play in ensuring end user expectations are met, or, even better, exceeded – while paying heed to issues such as efficiency and sustainability. The focus is on innovation in product and service delivery, engagement with end users and the positive impact of the service provided, rather than the size of the organisations delivering it.

Entries must have the support of the public or third sector body on whose behalf the organisation has delivered the service. Additional credit will be given to entries that provide evidence from end users of how the service has impacted upon them.

Timescale

A GO Awards submission in this category must cover activity during the period April 2017 to April 2019. The contract or initiative related to the submission must have commenced during this period to be eligible.

Evidence Keywords

End user benefit, exceeding expectations, quality, compliance, best value, stakeholder involvement, end user engagement, procurement capability, innovation in product and service delivery, micro, third sector, voluntary, charitable, micro SME, small business.



**Celebrating Excellence
in Public Procurement**

Categories

Questions

1. Please describe the service that your organisation has provided (including how long it has been provided for), to which public or third sector organisation(s) and whether this is your organisation's first such service provision.
2. What level of engagement has been elicited with the contracting organisation, small business, partner organisations, the third sector, voluntary sector, end users and any other interested groups in the design and delivery of the service?
3. What aspects of the service provided have been particularly innovative, unique, creative and groundbreaking?
4. How has the entry exceeded the expectations of both the buyer and end users – delivering value over and above the core requirement – and what evidence supports this? What additional benefits in respect of SME engagement, employment, social-economic benefit or other legacy have been realised as a result of your organisation's involvement?
5. What aspects of the service provided have been the most challenging to overcome, and how has this been achieved?
6. What were the expected outcomes of the service provided, and what success has been achieved to date? Please provide evidence of specific targets set, feedback received and performance or other measurable benefits achieved.

3 Best Service Medium and Large Organisations

Contract Value:
Size of Delivery Team:

Open to medium and large businesses (employing 50 or more employees or their full time equivalent and with an annual turnover or balance sheet greater than £10 million) endorsed by a public or third sector client, or by a private sector client acting as a prime contractor.

The effective delivery of public services is dependent on a robust, vibrant and innovative supply chain. The GO Best Service Award for Medium and Large Organisations recognises the role that some of the UK's best-known and most successful businesses play in delivering high-quality public services, often running such services fully on behalf of the public sector.

Irrespective of size, the focus is on the innovation in product and service delivery, engagement with end users, partnering or joint bidding with small business or the third sector and the positive impact of the service provided.

Entries must have the support of the public or third sector body on whose behalf the organisation has delivered the service. Additional credit will be given to entries that provide evidence from end users of how the service has impacted upon them.

Timescale

A GO Awards submission in this category must cover activity during the period April 2017 to April 2019. The contract or initiative related to the submission must have commenced during this period to be eligible.

Evidence Keywords

End user benefit, exceeding expectations, quality, compliance, best value, stakeholder involvement, end user engagement, partnership, joint venture, joint bidding, procurement capability, SME, small business, third sector, innovation in product and service delivery.



**Celebrating Excellence
in Public Procurement**

4 Best Environmental Impact

Contract Value:
Size of Procurement Team:

Open to public, private and third sector organisations (private sector via buyer endorsement).

Categories

The GO Best Environmental Impact Award focuses on procurement activity that has a strong theme and evidence of benefit relating to the environment – for example, the reduction of carbon emissions, recycling, waste management, improvement in living environments etc.

It highlights those organisations that have considered the issue of environmental impact across their procurement and supply chain activities to enable better outcomes and benefits to be delivered.

Timescale

A GO Awards submission in this category must cover activity during the period April 2017 to April 2019. The contract or initiative related to the submission must have commenced during this period to be eligible.

Evidence Keywords

Environmental impact, environmental requirements, recycling, life cycle costing, corporate social responsibility, regeneration, measurable benefits, ethical sustainable, sustainability, ecological, carbon emissions, carbon reduction, waste management.

Questions

1. Please describe the benefits your organisation's approach to reducing environmental impact was intended to deliver through the procurement process, and the measurable benefits it has created.
2. What aspects of the initiative or approach have been particularly innovative, creative or groundbreaking (while remaining within the bounds of procurement legislation)?
3. What level of engagement has been achieved with parties within and outwith the nominating organisation to ensure that the initiative has been thoroughly scoped and designed with reducing the environmental impact of this procurement in mind?
4. What specific challenges have been faced in the procurement approach taken, and how were these overcome?
5. What were the expected outcomes of the procurement initiative, and what success has been achieved to date? Please provide evidence of specific targets set, feedback received and performance or other measurable benefits achieved.
6. Has your organisation spread the benefit of its initiative to other organisations or stakeholders, and with what effect? What lessons have been learnt as a result of the exercise?



**Celebrating Excellence
in Public Procurement**

Categories

Questions

1. Please describe the infrastructure project that your organisation has helped to deliver, the timelines involved and the reason behind the project.
2. What aspects of the project were particularly groundbreaking or cutting-edge and how did this impact on the delivery of the project?
3. What aspects of the project were the most challenging to overcome, and how has this been achieved?
4. What were the expected outcomes of the project and what success has been achieved to date? Please provide evidence of specific targets, key milestones, feedback received and performance indicators, service levels or other measurable benefits achieved.
5. How did the value and benefit of the project extend across the supply chain – including micro, SME and third sector businesses?
6. Did you use any form of Community Benefit to deliver social outcomes, such as creating employment for long-term unemployed or apprenticeships for school leavers? If so, please describe and evidence the outcomes achieved.

5 Infrastructure or Capital Project of the Year

Contract Value (min £5m):
Size of Procurement Team:

Open to public and utility sector organisations or private sector contractors (with the proviso that their entry is supported by the appropriate contracting authority for the infrastructure project).

This category has been introduced to recognise the significant achievements of those within the procurement sector across the UK in delivering cutting-edge, highly successful infrastructure and capital projects.

From buildings to roads, transportation and communication, energy, water and sewerage, countless infrastructure projects are undertaken each year by both the public sector and the utility sector.

This Award is to honour these high-value and high-profile procurement projects, whether public sector or utility sector, which deliver successful outcomes to the betterment of communities in and across the UK.

Entries can come from any organisation within the supply chain for the delivery of successful, cost-effective infrastructure projects in compliance with the appropriate contract regulations.

Timescale

A GO Awards submission in this category must cover activity during the period April 2017 to April 2019. The contract or initiative related to the submission must have commenced during this period to be eligible.

Evidence Keywords

Innovation, initiative, best practice, capital projects, capital works, effectiveness, efficiency, groundbreaking, cutting-edge, infrastructure, building, construction, power, energy, water, sewerage, sewers, roads, bridges, communications, transportation, supply chain, connectivity.



**Celebrating Excellence
in Public Procurement**

6 Procurement Innovation of the Year – Taking the procurement function forward

Contract Value:
Size of Procurement Team:

**Open to public and third sector
organisations.**

Categories

Questions

1. Please describe the business problem or challenge that the procurement innovation was required to resolve.
2. What procedure did you use to undertake the innovative procurement, what issues did you anticipate encountering in this approach and how did you overcome these issues to deliver a truly innovative outcome?
3. What level of market engagement did you implement to encourage an innovative solution to help you deliver the contract, what issues did the market itself highlight and how successful was this process in delivering the right providers to participate in the procurement process?
4. What aspects of implementing the innovative solution were the most challenging to overcome, and how has this been achieved?
5. What were the expected outcomes of the innovation and what success has been achieved to date? How have you managed to measure the success of the innovative solution? Please provide evidence of specific targets set, feedback received and performance or other measurable benefits achieved.
6. How has your organisation spread the benefit of this initiative or approach to other organisations or stakeholders, and with what effect? Has the innovation or initiative been adopted by any other organisations?

In the demanding world of public procurement, the need for new solutions, fresh thinking and brilliantly executed ideas has never been more important. The UK has already established a reputation for innovative procurement, and this category seeks to further highlight success in this area.

The GO Procurement Innovation of the Year Award brings creativity and imagination to the fore, celebrating procurement approaches that have made a genuine difference to the delivery of public services, by developing the procurement function in an innovative manner.

Submissions will need to demonstrate they are genuinely innovative and the focus will be on procurements that have been based on innovation-led procurement procedures such as competitive procedure with negotiation, competitive dialogue or innovation partnership process.

Timescale

A GO Awards submission in this category must cover activity during the period April 2017 to April 2019. The contract or initiative related to the submission must have commenced during this period to be eligible.

Evidence Keywords

End user benefit, exceeding expectations, groundbreaking, quality, compliance, best value, stakeholder involvement, innovation, procurement, competitive dialogue, competitive procedure with negotiation, innovation partnership, digital transformation, health, social care, local government, central government, police, fire, housing, third sector.



**Celebrating Excellence
in Public Procurement**

Categories

Questions

1. Please describe the business problem or challenge that led the organisation in the direction of market development.
2. What level of engagement/analysis was undertaken? Who was included in the engagement/analysis, such as suppliers, stakeholders, end users or industry experts and what influence did that have on shaping the procurement scope?
3. What issues did the market itself highlight and how successful was this process in delivering the right providers to participate in the procurement process?
4. What aspects of implementing market development were the most challenging to overcome, and how has this been achieved?
5. What were the expected outcomes of the engagement/analysis and what success has been achieved to date? How have you managed to measure the success of the engagement/analysis? Please provide evidence of anticipated outcomes, feedback received and any measurable benefits achieved.
6. How has your organisation spread the benefit of this approach to other organisations or stakeholders, and with what effect? Has the process been adopted by any other organisation?

7 Market Development

Contract Value:
Size of Procurement Team:

Open to public and third sector organisations.

The GO Market Development Award specifically focuses on the success achieved by an organisation in undertaking market development in areas such as market testing, market management, supplier engagement and market analysis.

It recognises buyers that broaden their understanding of the marketplace as part of their procurement activity, thereby becoming smart and informed customers.

Entries should define, in terms of commercial awareness, how the authority aligned its market engagement to capture data and insight in order to size and scope markets, identify potential new suppliers or reduce risk and/or shaped a market sector to ensure sufficient capacity, capability and competition to provide them with a VFM sustainable solution.

Timescale

A GO Awards submission in this category must cover activity during the period April 2017 to April 2019. The contract or initiative related to the submission must have commenced during this period to be eligible.

Evidence Keywords

Market engagement, supplier engagement, market analysis, supplier analysis, commercial awareness, commercial acumen, lean procurement, market testing, stakeholder involvement, end user engagement.



**Celebrating Excellence
in Public Procurement**

8 Procurement Project of the Year

(below £20m value)

Contract Value:
Size of Procurement Team:

Open to public sector bodies.

Categories

Questions

1. Please describe the project and the outcomes that were sought at the commencement of the procurement process. Have these been achieved?
2. What changes to the normal procurement process were initiated to ensure that the organisation could deliver an outstanding and successful project?
3. What end user benefits and outcomes were anticipated, what barriers to achieving these were encountered and how were these barriers overcome?
4. In respect of efficiency, what savings, in monetary or deliverable terms, were achieved and going forward what is the expectation of future savings? Please provide evidence of specific targets set, feedback received and performance or other measurable benefits achieved.
5. How has this project impacted on the future procurement strategy of the organisation and how has this been adopted across the authority?
6. What steps has the organisation taken to share the outcomes with the wider public sector and how has this been received?

The GO Procurement Project of the Year Award is intended to recognise outstanding and successful procurement delivery within the public sector marketplace.

This Award is designed to recognise the success of smaller contracting authorities in delivering projects below £20 million in value. Key to success in this category is the structure of the procedure, the deliverables achieved, the user outcomes and benefits delivered as well as savings banked and efficiencies achieved.

Projects can encompass goods, works or services or any mix of these, but the key requirement will be to show that the outcomes achieved went beyond anything previously delivered through procurement by the organisation applying.

Timescale

A GO Awards submission in this category must cover activity during the period April 2017 to April 2019. The contract or initiative related to the submission must have commenced during this period to be eligible.

Evidence Keywords

Savings, efficiency, lean procurement, innovation, cost savings, change, deliverables, procurement strategy, value for money, structure of the procedure, user outcomes, benefits, savings banked, effectiveness, outcomes achieved.



**Celebrating Excellence
in Public Procurement**

Categories

Questions

1. Please describe the project and the outcomes that were sought at the commencement of the procurement process. Have these been achieved?
2. What changes to the normal procurement process were initiated to ensure that the organisation could deliver an outstanding and successful project?
3. What end user benefits and outcomes were anticipated, what barriers to achieving these were encountered and how were these barriers overcome?
4. In respect of efficiency, what savings, in monetary or deliverable terms, were achieved and going forward what is the expectation of future savings? Please provide evidence of specific targets set, feedback received and performance or other measurable benefits achieved.
5. How has this project impacted on the future procurement strategy of the organisation and how has this been adopted across the authority?
6. What steps has the organisation taken to share the outcomes with the wider public sector and how has this been received?

Procurement Project of the Year

(above £20m value)

Contract Value:

Size of Procurement Team:

Open to public sector bodies.

The GO Procurement Project of the Year Award is intended to recognise outstanding and successful procurement delivery within the public sector marketplace.

This Award is designed to recognise the success of contracting authorities in delivering projects more than £20 million in value. Key to success in this category is the structure of the procedure, the deliverables achieved, the user outcomes and benefits delivered as well as savings banked and efficiencies achieved.

Projects can encompass goods, works or services or any mix of these, but the key requirement will be to show that the outcomes achieved went beyond anything previously delivered through procurement by the organisation applying.

Timescale

A GO Awards submission in this category must cover activity during the period April 2017 to April 2019. The contract or initiative related to the submission must have commenced during this period to be eligible.

Evidence Keywords

Savings, efficiency, lean procurement, innovation, user outcomes, benefits, cost savings, change, deliverables, procurement strategy, value for money, structure of the procedure, savings banked, effectiveness, outcomes achieved.



**Celebrating Excellence
in Public Procurement**

10 Supplier Relationship Management

Contract Value:
Size of Procurement Team:

Open to public, private and third sector organisations (private sector via buyer endorsement).

Categories

The GO Supplier Relationship Management Award focuses on buyers and/or organisations within the supply chain with the aim of identifying those which manage their suppliers in the most effective, productive and collaborative way, ensuring positive outcomes for all involved.

The Award is designed to highlight examples of best practice and outstanding outcomes, where buyers have worked to ensure that their management and expenditure has helped to ensure the delivery of additional benefits throughout the supply chain, with a focus on ethical considerations such as Modern Slavery and Social Value.

Timescale

A GO Awards submission in this category must cover activity during the period April 2017 to April 2019. The contract or initiative related to the submission must have commenced during this period to be eligible.

Evidence Keywords

Supply chain, supplier management, supplier engagement, relationship, end user benefit, exceeding expectations, quality, compliance, best value, collaboration, partnership, contract management, benefits, ethical, modern slavery, social value, collaborative.

Questions

1. Please describe the contract exercise that your organisation has undertaken, including the development of your supplier relationship management process, whether other organisations were involved, the initial expectations and how the process was implemented.
2. What aspects of undertaking supplier relationship management have been particularly innovative, creative or groundbreaking, and what ethical aspects was it intended to deliver?
3. What were the challenges in implementing this process and how did you overcome them? How did the supplier market react to this undertaking?
4. What level of interaction was undertaken to encourage suppliers to work with your organisation to deliver ethical outcomes, such as Social Value, Modern Slavery or emission reductions, and were initial expectations achieved?
5. What were the expected outcomes of this initiative, and what success has been achieved to date? Please provide evidence of specific targets set, feedback received (particularly from those directly involved in the initiative) and performance or other measurable benefits achieved.
6. Has your organisation promoted and shared the benefits gained from this initiative? What level of engagement has been achieved with stakeholders, including local communities and the supply chain?



**Celebrating Excellence
in Public Procurement**

11

Procurement Leadership of the Year

Contract Value:

Size of Procurement Team:

**Open to public and third sector
organisations.**

Categories

Questions

1. Please describe the procurement strategy that your organisation has introduced and the team or teams involved in its creation.
2. What aspects of the strategy have been particularly imaginative, unique, creative or groundbreaking, and how does it demonstrate a real advance on your previous processes?
3. What aspects of the strategy were the most challenging to implement, what issues required to be overcome, and how has this been achieved?
4. What were the expected outcomes of the strategy, and what success has been achieved to date? Please provide evidence of the methodologies involved and the specific targets set.
5. How has the procurement strategy been adopted across your organisation and what examples of engagement from outside the immediate procurement function have been seen?
6. How has your organisation spread the benefit of this new approach to other organisations or stakeholders, and what effect, if any, has this had on the wider market?

The profile of public procurement is on the rise, and with it comes the demand for even higher levels of performance, effectiveness, innovation, efficiency and leadership.

The GO Procurement Leadership of the Year Award recognises those organisations that have fully embraced this challenge, and which are placing procurement at the front and centre of their strategy for the delivery of outstanding public services.

This category isn't solely focused on the tangible benefits that can be derived from an outstanding procurement strategy. The role of procurement within the organisation, in developing change across the business or in guiding strategic decisions and delivering savings and efficiencies through procurement policy, is a key element in this Award.

This Award also recognises organisations that have woven procurement into the fabric of their everyday existence – with buy-in and proactive support from across all levels.

Timescale

A GO Awards submission in this category must reflect activity by the team or organisation involved during the period April 2017 to April 2019.

Evidence Keywords

Continuous improvement, step change, driving and sharing best practice, adoption of innovation, leading practice, commercial awareness/acumen, collaboration, lean procurement, contract management, efficiency, business benefit, outcomes, commercial benefit, strategy change, procurement policy.



12 Procurement Team of the Year

Contract Value:
Size of Procurement Team:

**Celebrating Excellence
in Public Procurement**

Categories

Open to public and third sector organisations within local and central government, health and social care, housing, education and all other sectors. A public or third sector team can also include a private sector organisation which has contributed to the initiative.

Questions

1. Please provide an overview of the team – including details of the team size, key roles and any specific attributes that you believe are unusual or unique, including details of any apprenticeships or emerging talent within the team.
2. Please describe the team's approach to its role within the organisation, or a specific initiative or project that the team has delivered which you believe is worthy of recognition.
3. Please provide evidence of how the team's approach can be viewed as creative, innovative and effective and what benefits have been accrued as a result.
4. How has the team demonstrated levels of performance, capability and commitment that go beyond that expected? Please provide examples of what teamworking and collaboration has achieved.
5. What specific challenges has the procurement team had to overcome, and how has it achieved this?
6. What are the expected outcomes from the team as part of the overall procurement strategy, and what success has been achieved to date? Please provide evidence of specific targets set and performance or other measurable benefits achieved.

Teamworking is pivotal to the success of public procurement, and the GO Procurement Team of the Year Award recognises the power and potential of a focused and unified approach to procurement. Teams can be virtual as well as single site teams but they must comprise individuals working towards the same objective or goal. Above all, this Award recognises leadership, communication, innovation, collaboration, employee development and a collective team ethic and approach to deliver excellence in public services.

Recognition is given based on the accomplishments of the team in relation to its size and the complexity of its procurement activities.

Timescale

A GO Awards submission in this category must reflect activity by the team or organisation involved during the period April 2017 to April 2019.

Evidence Keywords

Collaboration, team approach, communication, innovation, cross-sector/discipline working, exceptional, measurable results, stakeholder involvement, employee development, end user benefit, leadership, emerging talent, local government, central government, education, police, fire, emergency, health and social care, housing, NHS, career pathways.