



ENERGY & UTILITIES
SKILLS PARTNERSHIP

Procurement Skills Accord

A timely solution



The Vision



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The Ask of
Industry

To create a level playing field in procurement, recognising investment in skills and reward suppliers in doing so to support a sustainably skilled sector workforce.



Our Collaborative Understanding



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- Procurement needs to recognise and reward organisations who invest in sustainable skills
- Our infrastructure projects are reliant on having the right technical skills at the right time
- A skilled and sustainable workforce is vital to address industry risks such as an aging workforce and adjacent sector attraction
- Collaboration and sharing best practice is key to ensuring consistency across our sectors



Converting Challenge into Opportunity



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PSA initiated with industry to **embed skills development in procurement processes**, in turn **increasing investment in supply chain skills** and **creating a sustainably skilled sector workforce**.

Our 'Success Criteria'



Skills development becomes an integral consideration in procurement



Suppliers are recognised for investing in their workforce



Participation is consistent across our sectors to drive the vision



The PSA addressing your needs



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Providing key metrics on skills development to enable supply chain collaboration

- Gather insight on how suppliers support a sustainably skilled workforce
- Understand common challenges and collaborate to develop solutions

Driving investment in skills development through procurement

- Mitigate against project failure and additional costs by embedding skills development in procurement processes
- Drive time and cost efficiencies in procurement by recognising those who invest in skills

Raising the standard of technical capability and capacity development to build sustainability

- Reduce risk of project failure by strengthening supply chain competency and capability
- Align your values with supply chain to work towards a common goal of sustainable skills

Why the Procurement Skills Accord?



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- Participation has grown year on year*
- Skills development and workforce resilience are now included within Achilles UVDB
- Technical training is on the up – 3-year average of 12.4%**
- Skills is being increasingly considered in procurement activity – 66% of signatories have skills embedded in procurement
- Increasing collaboration between clients and suppliers

Signatory Comments:

“The process benefits our organisation in terms of continually improving skills within our business which benefits ourselves and the wider industry”

“The PSA is aligned to our business vision of being an employer of choice where we specifically state the aim to hold an appropriately skilled workforce for both today and the long-term”

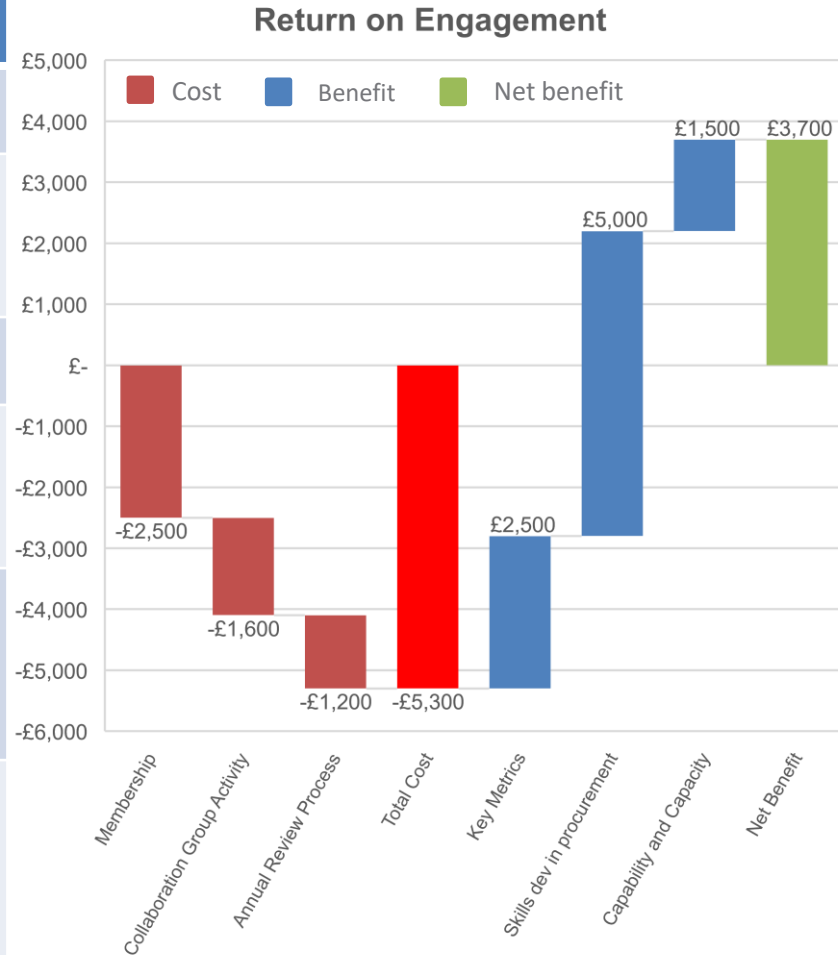
*Signatory numbers have increased each year since 2016, excluding year 2020-21 due to the Coronavirus pandemic.

**3-year period between 2017 – 2020.

What you can expect in return - Partners



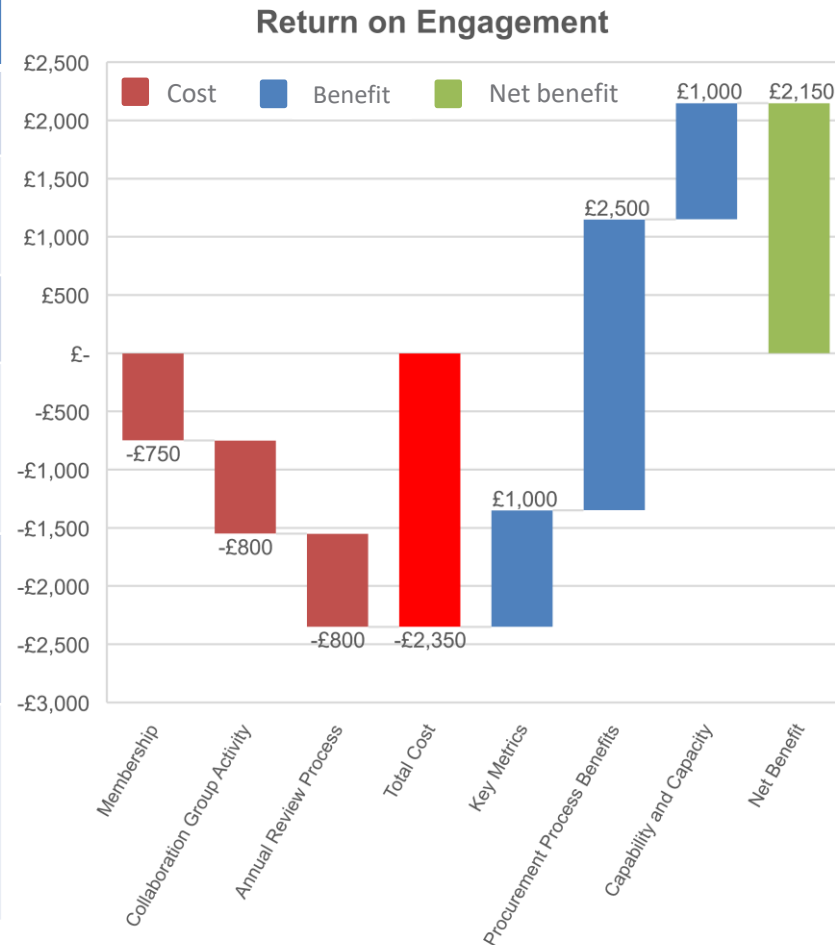
Item	Description	Cost/ Benefit
Subscription	An annual fee of £2.5k for 12 months subscription	Direct Cost: £2,500
Collaboration Group Activity	Attendance at various network groups (£200/ meeting)	Indirect Cost: £800
	<i>Steering Group Members only – quarterly meeting attendance (£200/meeting)</i>	Indirect Cost: £800
Annual Review Process	Resource to complete the Annual Review (approx.3 days)	Indirect Cost: £1,200
Providing key metrics on skills development to enable supply chain collaboration	Time and cost efficiencies recognised through supplier reporting and insight.	Cost saving: £2,500
Driving investment in skills development through procurement	Reducing risk of project failure/delays through embedding skills development in procurement processes.	Significant risk reduction: £TBC
	Time and cost efficiencies recognised in procurement, by recognising those who invest in skills.	Cost saving: £5,000
Raising the standard of technical capability and capacity development to build sustainability	Reducing risk of supply chain capability and capacity, thus supporting project delivery and avoiding additional costs.	Risk reduction: £1,500



What you can expect in return - Suppliers



Item	Description	Cost/ Benefit
Subscription	An annual fee of £750 for 12 months subscription	Direct Cost: £750
Collaboration Group Activity	Attendance at various network groups (£200/ meeting)	Indirect Cost: £800
Annual Review Process	Resource to complete the Annual Review (approx.2 days)	Indirect Cost: £800
Providing key metrics on skills development to enable supply chain collaboration	Time and cost efficiencies recognised through demonstrating workforce resilience.	Cost saving: £1,000
Driving investment in skills development through procurement	Realise the benefit of Clients recognising your skills development processes and how you address skills gaps and shortages when tendering.	Cost saving: £2,500
Raising the standard of technical capability and capacity development to build sustainability	Reducing risk of capability and capacity, thus supporting project delivery and avoiding additional costs and penalties.	Estimated value of risk reduction: £1,000



Next Steps



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Address any further clarification questions

Submit 2021/22 PSA Registration Form

Provide PO/ Payment for annual
subscription

Agree to Terms & Conditions

Assign internal
resource to
implement PSA

Network group/
collaboration
activity

Year-end
reporting



Contact Details



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If you would like further information, or wish to speak with someone at Energy & Utility Skills, please get in touch:

Rebecca Clay

Procurement Skills Accord Project Lead

0121 713 8250

rebecca.clay@euskills.co.uk

skillsaccord@euskills.co.uk

Robert Murphy

Workforce Planning Consultant/Annual Review

Lead

0121 713 8245 / 07834 751 608

rob.murphy@euskills.co.uk

Useful Links:

Signatory Sharepoint Site

<https://euskillsltd.sharepoint.com/sites/ProcurementSkillsAccord-SignatoryArea>

Energy & Utilities Skills Partnership

<https://www.euskills.co.uk/about/energy-utilities-skills-partnership/>

Procurement Skills Accord Details

<https://www.euskills.co.uk/about/energy-utilities-skills-partnership/skills-accord/>