

**PROCUREMENT GATEWAY 3 -
CONTRACT AWARD REPORT - PART I**



Street & Truck Mounted Sweepers

**Procurement Reference No.
25083**

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I. INTRODUCTION

This contract award report is in relation to the procurement process undertaken and recommendation related to the award of Contract for the outright capital purchase of the following:

10 off – Street Sweepers

3 off – Truck Mounted Sweepers

The procurement process was undertaken as a further competition via the Halton Housing Fleet Procurement Framework OJEU ref 2020/S 110-268523, via the following Lots:

Lot 4 – Pedestrian and Compact Sweepers up to 12.5t

Lot 7 – Medium and Heavy Vehicle Conversions

Contracts will be executed under Plymouth City Council Goods Terms & Conditions (PS0027.v3) and will run for the duration of the project.

2. BACKGROUND

The requirement below forms part of the projected 6-year (2020 -2026) fleet replacement programme, over 3 phases that was approved by the Leader of the Council during December 2019.

These vehicles are prioritised for replacement due to their age and increased cost to maintain. Provided to support Street Services which delivers street cleaning and maintenance of the roads/parks and public areas across the City. These services are all highly visible and touch the daily lives of every resident and visitors.

These vehicles are required to create a fit for purpose fleet for Street Scene and Waste Services and will replace vehicles that are currently owned by PCC that have reached end of life.

3. PROCUREMENT PROCESS

Following a procurement options appraisal, it was determined that undertaking a further competition through a Predetermined EU & UK compliant Framework Agreement was the most suitable route to market to procure this requirement, with the following national framework considered the most suitable:

Halton Housing Fleet Procurement Framework, Lot 4 – Pedestrian and Compact Sweepers up to 12.5t and Lot 7 – Medium and Heavy Vehicle Conversions

This framework is a nationally procured framework that was established in accordance with EU procurement regulations; it provides a simple and competitive route to the acquisition of a wide range of fleet assets with a rebate structure that is both transparent and ultra-low thus offering the best possible value for money. This ranges from cars to refuse collection vehicles, from minibuses to road and precinct sweepers, from panel vans to coaches. All the suppliers on this framework have been selected for their experience and ability to provide customers with the aforementioned vehicle types.

The framework is intended to meet the diverse requirements of local authorities and other eligible organisations that operate such vehicles.

As part of the framework agreement, there is the option to either direct award, or run a further competition between the framework suppliers within the relevant framework lot.

A Further Competition exercise was undertaken, with all suppliers named on the relevant lot of the framework invited to tender.

The Council split its requirement into lots:

Lot One – 25083/a – Street Sweepers

Lot Two – 25083/b – Truck Mounted Sweepers

Tenderers had the option to bid for one or more Lot(s), but were required complete the relevant ITT Return Document, required schedules and appendices for each Lot.

4. TENDER EVALUATION CRITERIA

The following information concerning the evaluation criteria and scoring methodology was included in the ITT instructions. This applied for each Lot.

A suitability assessment (known as the Mandatory Requirements stage) and an award stage.

Mandatory Requirements

Pass/Fail Questions

All Mandatory Requirement questions were evaluated on a PASS/FAIL basis. Each question clearly indicated what response constitutes as PASS and what response constitutes as FAIL. In the event of a Tenderer being awarded a ‘fail’ on any of the criteria, the remainder of their Tender would not be evaluated and they would be eliminated from the process. Tenderers would be disqualified if they did not submit these completed questions.

Schedule I – Mandatory Requirements

- MR1: Warranty Performance – Chassis & Cab
- MR2: Warranty Performance – Body & Associated Equipment
- MR3: Compliance to Specification

Award Evaluation Criteria and Methodology

Tenderers satisfactorily meeting the Mandatory Requirements evaluation had their Tender responses evaluated by the Council to determine the most economically advantageous Tender based on the price and quality criteria that were linked to the subject matter of the contract.

This section assessed how the Tenderer proposed to deliver the requirements as detailed in the specification.

The Council intends to award any Contract based on the most economically advantageous offer.

The Council would not be bound to accept the lowest price of any Tender submitted.

All responses were assessed against the Evaluation Criteria set out below:

High-Level Award Criteria

The high-level award criteria for the project was as follows:

Criteria	Weighting
Price	55%
Quality	45%
TOTAL	100%

A Tender may not have been accepted if it significantly failed to satisfy any specific criterion, even if it scored relatively well against all other criteria.

In the event that evaluating officers, acting reasonably, considered that a Tender is fundamentally unacceptable on any issue, then regardless of the Tender’s other merits or its overall score, and regardless of the weighting scheme, that Tender may have been rejected.

Price – 55% Weighting

Applied to all Lots.

Evaluation made against comparison of pricing schedules.

PRI Total Tender Sum

The Tenderer’s Total Tender Sum will be evaluated using the scoring system below:

$$\left(\frac{\text{Lowest Total Tender Sum}}{\text{Tenderer's Total Tender Sum}} \right) \times \text{Weighting} = \text{Weighted score}$$

The Tenderer with the lowest price was awarded the full score available for each criteria stated, with the remaining Tenderers gaining pro-rata scores in relation to how much higher their prices were when compared to the lowest price.

Quality – 45% Weighting

Applied to all Lots.

Tenderers were asked to provide a number of method statements within the ITT Return Document, which were intended to explain how they would meet specific requirements.

Each method statement was scored on a scale of 0 to 5 points, in accordance with the following scheme:

Response	Score	Definition
Excellent	5	Response is completely relevant and excellent overall. The response is comprehensive, unambiguous and demonstrates a thorough understanding of the requirement/outcomes and provides details of how the requirement/outcomes will be met in full.
Very good	4	Response is particularly relevant. The response is precisely detailed to demonstrate a very good understanding of the requirements and provides details on how these will be fulfilled.
Good	3	Response is relevant and good. The response is sufficiently detailed to demonstrate a good understanding and provides details on how the requirements/outcomes will be fulfilled.
Satisfactory	2	Response is relevant and acceptable. The response addresses a broad understanding of the requirements/outcomes but lacks details on how the requirement/outcomes will be fulfilled in certain areas.
Poor	1	Response is partially relevant and poor. The response addresses some elements of the requirements/outcomes but contains insufficient/limited detail and explanation to demonstrate how the requirements/outcomes will be fulfilled.
Unacceptable	0	No or inadequate response. Fails to demonstrate an ability to meet the requirement/deliver the required outcomes.

Tenderers had to achieve an average moderated score of 2 or more for each scored item. Any scored criteria item receiving an average of less than 2 would result in the Tender being rejected and Tenderer being disqualified from the process.

Tenderers scores for each method statement were multiplied by the relevant weighting to result in a 'weighted score' for that method statement. The weighted scores were then totalled, with the total expressed as an overall score out of 45.

Method Statements		Weighting		
		Tier 1	Tier 2	Tier 3
Quality		45%		
Warranty			20%	
MS1	Details of Warranty Terms & Conditions			10%
MS2	Details of Agent(s) to be used			10%
Delivery			15%	
MS3	Delivery Lead-times			10%
MS4	Delivery and Vehicle Progress			5%
After Sales Support			10%	
MS5	Details of the arrangements for the Provision of After Sales and Technical Support			4%
MS6	Recommended Service intervals and any restrictions			2%
MS7	Handover and Training			2%
MS8	Imprest Stock			2%

Moderation

The Council decided to take a 'consensus' scoring evaluation approach to this procurement. This meant that, following the independent evaluation of submissions, where there was a difference in individual evaluator scoring for one or more individual questions, a moderation session took place to arrive at an agreed, consensus score. In the event that the evaluators couldn't agree on a final score, the score awarded by the majority would be the consensus score.

5. SUMMARY OF EVALUATION

The Invitation to Tender was published electronically via, The Supplying the South West Portal – the Council's chosen procurement portal on 2nd June 2023 with a Tender submission date of 1200hrs, 26th June 2023.

The Tender opportunity was issued to all 9 organisations of whom were named on each of the respective Lots within the Framework. Of the 9 organisations invited to Tender, 4 submitted Tenders, with 5 not providing a Tender response with no explanation as to why they did not.

The received Tender submissions, were evaluated in accordance with the overall evaluation strategy set out above, and were independently evaluated by Council Officers, all of whom had the appropriate skills and experience, in order to ensure transparency and robustness in the process.

In order to ensure fairness of the process the evaluation Quality, and Price were split, with Price information being held back from the Quality evaluators.

The resulting Quality and Price scores are contained in the confidential paper.

6. FINANCIAL IMPLICATIONS

Financial provision has been made for this contract within the project budget. Details of the contractual pricing are contained in the confidential paper.

7. RECOMMENDATIONS

It is recommended that a contract(s) for the outright purchase of Street Sweepers & Truck Mounted Sweepers be awarded to the highest scoring Tenderer, for each of the following Lots;

Lot One – 25083/a – Street Sweepers – Aebi Schmidt - £894,963 Total

Lot Two – 25083/b – Truck Mounted Sweepers – Aebi Schmidt - £550,724 Total


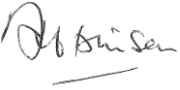
Details of the successful Tenderer(s) have been set out in the confidential paper.

This award will be provisional and subject to the receipt from Aebi Schmidt of the satisfactory self-certification documents.

In the event Aebi Schmidt cannot provide the necessary documentation, the Council reserves the right to award the contract(s) to the second highest scoring Tenderer for each Lot.

8. APPROVAL

Authorisation of Contract Award Report

Author (Responsible Officer / Project Lead)			
Name:	Martin Hoar		
Job Title:	Fleet Services Manager		
Additional Comments (Optional):			
Signature:		Date:	18/10/23
Head of Service / Service Director [Signature provides authorisation to this award report and award of Contract]			
Name:	Philip Robinson		
Job Title:	Service Director for Street Services		
Additional Comments (Optional):			
Signature:		Date:	18/10/2023