



GREENER EALING TENDER REPORT

As per the Public Contract Regulations 2015, Regulation 84 (1), every contract or framework agreement covered by this Part, and every time a dynamic purchasing system is established, contracting authorities shall draw up a written report which shall include at least the following:

CONTRACT: HWRC Plant for Greener Ealing Ltd

SERVICE DIRECTOR: Lucy Taylor

1. The decision to invite and evaluate tenders via a Framework was made on the 20th April 2021 by London Borough of Ealing on behalf of Greener Ealing Ltd.
2. The contract is for an initial 48 month contract period and potential additional 48 month extension.
3. The pre-tender estimate of the annual value of the contract was £134,196 per annum for Purchase, Hire and Lease of Specialist Vehicles and Associated Services. The actual price per annum for the initial 48 month term is £139,860.
4. The Public Contracts Regulations 2015 apply to the contract.
5. The contract was procured via the YPO Framework 000960 – Lot 18.
6. The tender was opened to all supplier on Lot 18.
7. Tenders were evaluated on the basis of what was the most economically advantageous from the point of view of Greener Ealing Ltd.
8. The criteria upon which tenders were evaluated were:

Criteria	Percentage Weightings
Price	60%
Quality	40%

9. The methodology used to score tenders was:

Stage 1: Price Criteria

The bidders had to complete the Excel spreadsheet to clearly set out the total hire costs across the Contract life as well as a detailed breakdown for each item of equipment. The bidder with the lowest total cost across all machine types will be allocated a proportion of the 60% weighting using the following formula

$$(\text{Lowest Bid} / \text{Bid received}) * 60\%$$

Stage 2: Quality Criteria

The quality section of the tender will be scored in response to the details bidders provided within the method statement responses to each question. The methodology given in the table below will be used for the evaluation unless otherwise stated. Scoring for questions will be out of a maximum of 5 points.

Question Responses	Marks
Score	Explanation
5	Excellent response with requirements being met and exceeded in some areas. Showing a comprehensive understanding and the ability to deliver to a high standard. Evidence relating to the proposed requirements shows high quality.
4	Good response with requirements being met understanding all requirements and the ability to deliver to a high standard. Evidence in relation to the proposed requirements shows good quality.
3	Acceptable answer with requirements being met in part but not fully. A reasonable understanding to have the ability to deliver the requirements. Evidence to show that the requirements are suitable for the purpose but have not met the standard expected.
2	Poor response where some requirements are being met but there are some large exceptions. Concerns that the requirements proposed would not be suitable for use.
1	Target requirements only met on a few occasions. Low standard response. Major concerns that the requirements proposed would be suitable for use.
0	Answer not met the requirements at all. No evidence that the requirements would be suitable.

Quality will be evaluated by scoring each Method Statement question response out of the Quality Criteria score, dividing by the maximum score available (5) and multiplying by the weighting for each question. Weighted question scores will be added together to generate a total score for Quality.

10. Invitations to tender were issued on the 20th April 2021. The latest date for return of tenders was 7th May 2021 at 12:00.

11. The following tenders were received:

Tenderer
John Hanlon & Company Ltd

12. The only tender received was from John Hanlon & Company Ltd

13. The prices submitted by the compliant tenderer were as shown below; John Hanlon offered a price for diesel power plant as well as electric plant, as well as comparing this with GEL's existing short-term hire arrangements.

	New Diesel Power			Electric 2050			Existing Short Term Hire		
	Price per month	Price for 48 month initial term	Price for 48 month extension	Price per month	Price for 48 month initial term	Price for 48 month extension	Price per month	Price for 48 month initial term	Price for 48 month extension
Material Handling									
Plant Hire	£3,800	£182,400	£187,963	£5,250	£252,000	£259,686	£3,941	£189,168	£194,938
(Optional) Front Dozer Blade		£ -	£ -	£-500	£-24,000	£-24,000	£ -	£ -	£0
		£182,400	£187,963		£228,000	£235,686		£189,168	£194,938
Transfer Station Waste Loader									
Plant Hire	£3,415	£163,920	£168,920	£3,415	£163,920	£168,920	£3,941	£189,168	£194,938
		£163,920	£168,920		£163,920	£168,920		£189,168	£194,938
HWRC Waste Specification Loader									
Plant Hire	£2,990	£143,520	£147,897	£2,990	£143,520	£147,897	£3,213	£154,224	£158,928
(Optional) Container Moving Attachment	£88	£4,224	£4,224	£ -	£ -	£ -	£88	£4,224	£4,224
		£147,744	£152,121		£143,520	£147,897		£158,448	£163,152
CONTRACT PRICE		£494,064	£509,004		£535,440	£552,503		£536,784	£553,027

14. The tender evaluation panel was:

Name	Job Title	Criteria Evaluated
Michel Aherne	Head of Compliance	Quality and Price
John Arnold	Contracts & Performance Manager	Quality and Price

The tender evaluation panel agreed that the tender from John Hanlon met the specification and that the preferred pricing option was to hire electric plant, as this aligns with the borough's sustainability and environmental objectives.

15. A summary of the commercial (pricing) model for this contract and how this influences supplier performance is as follows:

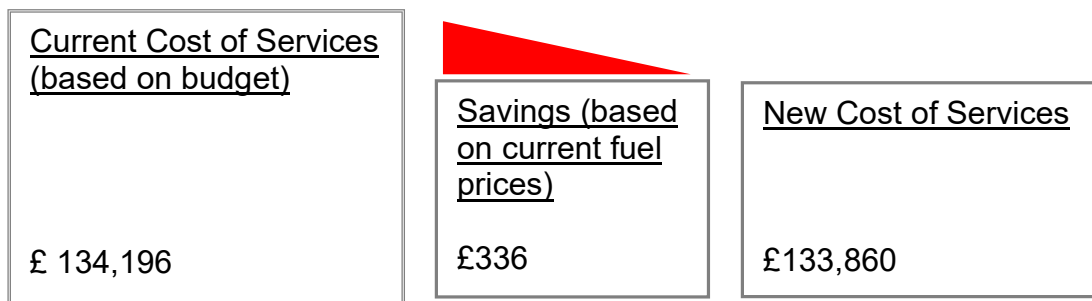
The supplier offers a fixed-price fee for the cost of contract managing Greener Ealing Ltd's requirements for the initial 48 months with 3.05% uplift if contract extended after 48 months.

16. The Key Performance Indicators and associated remedies for this contract are as follows:

KPI Title	KPI Description	KPI Monitoring
Equipment Availability	Minimum requirement of 95% availability, Monday to Sunday, 07:00 – 17:00	Up time availability as KPI above 95%

Reporting	Utilisation telemetry and tracking reporting – reports to be submitted weekly – 100% target	Weekly reports broken into per day per machine returned to the appointed managers Weekly 100%
Breakdown	Minimum response time of 2 hours (from reporting to site attendance) – 100% target	Our standard KPI is 3 hours allowing for national attendance; with this location we would specifically measure and set the KPI to 2 hours
PPM	Adherence to scheduled preventative maintenance events based on machine hours – 100% target	Contract manager review meetings 100% KPI as above. Client will appoint their contact and any reporting procedures which we will adapt
Replacement machine	To be provided within 24 hours of first report of failure (limited to non-operator error and non-damage faults) – 100% target	Replacement machine on fault failure within 24 hours 100%
Short Term Hire Facility	Ability to hire similar machine within 48 hours if required due to operator error or damage – 100% target.	Replacement machine on any incident or requirement at contract rates 100%

17. The Value for Money (VfM) of the contract is summarised as follows:



Although the saving is small; the move to electric plant will have a net environmental benefit as well as lower running costs.

19. The contract and supplier will be managed in the following manner throughout its duration:

The management team of GEL will use Head of Compliance to manage` this contract.


19. The contract management key milestones are as follows:

- Contract to be awarded: June 2021

20. The tender evaluation panel recommends that the contract for Purchase, Hire and Lease of Specialist Vehicles and Associated Services be awarded to John Hanlon & Company Ltd who submitted

a compliant tender and offer electric plant hire for a more competitive price than GEL are currently paying for non- electric plant hire.

20. The final tender, when compared to the benefits highlighted in the original and approved Commercial Strategy for this procurement are **N/A**.
21. The successful tenderer will not be sub-contracting any activity.
22. The supplier will be paid within 28 days and discount of n/a has been agreed for making this payment.
23. Negotiated procurement procedures were not used.
24. The reason for using a negotiated procedure without prior publication, as per the circumstances laid down in regulation 32 which justify the use of those procedures, were **N/A**
25. The reasons why the contracting authority decided not to award a contract, or framework agreement, or to establish a dynamic purchasing system were – **N/A**.
26. The reasons why the contracting authority decided not to break this contract into lots were **N/A**.
27. The reasons why mean of communication other than electronic means have been used for the submission of tenders; were **N/A**.
28. The following conflicts of interest were identified, and the subsequent measures taken were **N/A**.
29. The reasons for the rejection of tenders found to be abnormally low, late or non-compliant (and in the case of electronic auctions irregular, unacceptable or unsuitable) were **N/A**.
30. Where there has been prior involvement of candidates or tenderers the measures taken to ensure that competition was not distorted were **N/A**.
31. The reasons for having a minimum yearly turnover of twice the estimated contract value were **N/A**.
32. **The service director confirms that the tender procedure adopted complied with the Council’s Contract Procedure Rules and the Public Contracts Regulations 2015.**

Service Director Name:	Lucy Taylor
Signature:	
Date:	5/7/21

