



DEVON &
SOMERSET
FIRE & RESCUE SERVICE

Award Recommendation Report

Framework Agreement for UK Fire and Rescue Emergency Response Vehicles

Reference: DS183-15

S40(2)(a) FOIA 2000

Procurement Department

13/01/2017

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Section 1 – Executive Summary

The contents of this report are commercial in confidence which must be maintained to protect the commercial sensitivity of the Potential Providers information as well as protecting the Authority from legal challenge to the procurement process should this information be released into the public domain.

This Award Recommendation Report outlines the procurement process carried out, provides the approach and results of the evaluation and seeks approval to award a Framework Agreement for UK Fire and Rescue Emergency Response Vehicles (Pumping Appliances, Aerials and Special Vehicles).

The Framework Agreement consists of eleven lots in total, eight of which are multiple supplier and three single. The single supplier lots (5a, 5b and 10) are captured for the purpose of a Devon and Somerset Fire and Rescue Service (DSFRS) project to introduce Rapid Intervention Vehicles and Incident Support Units into their fleet of emergency response vehicles. The multiple supplier lots formed part of the procurement strategy as a result of a consultation process with both Fire and Rescue Services (FRSs) and suppliers in the market.

S40(2)(a) FOIA 2000 Fleet Category Manager (DSFRS Procurement) developed the strategy and led the procurement for the Framework Agreement. The Chief Fire Officers Association Transport Officers Group (TOG) and Home Office Fire and Rescue Advisors Unit on Standards, provided the technical input and support (including writing the requirements, assessment questions/criteria and carrying out the evaluation) for the multiple supplier lots. DSFRS stakeholders provided this input and support for the single supplier lots.

The Recommendation:

It is recommended that the following Potential Providers be awarded a place on the Framework Agreement:

Lot No.	Lot Description	Multiple or Single Supplier Lot	Potential Provider/s
1	Light Rescue Pumping Appliances	Multiple	1. Angloco 2. Emergency One 3. John Dennis Coachbuilders 4. Rosenbauer 5. W H Bence Coachworks
2	Medium Rescue Pumping Appliances	Multiple	
3	Super Rescue Pumping Appliances	Multiple	
4	Light, Medium and Super Rescue Pumping Appliances	Multiple	
5a	Rapid Intervention Vehicle (RIV) – 4x2 variant	Single	Emergency One
5b	Rapid Intervention Vehicle (RIV) – 4x4 variant	Single	Emergency One

6	Aerial Appliances	Multiple	1. Angloco 2. Emergency One 3. John Dennis Coachbuilders 4. Rosenbauer 5. W H Bence Coachworks
7	Light Special Vehicles	Multiple	1. Angloco 2. Emergency One 3. John Dennis Coachbuilders 4. Rosenbauer 5. S Macneillie 6. W H Bence Coachworks
8	Medium Special Vehicles	Multiple	1. Angloco 2. Emergency One 3. John Dennis Coachbuilders 4. Rosenbauer 5. S Macneillie 6. W H Bence Coachworks
9	Super Special Vehicles	Multiple	1. Angloco 2. Emergency One 3. John Dennis Coachbuilders 4. Rosenbauer 5. W H Bence Coachworks
10	Incident Support Unit (ISU)	Single	Emergency One

The evaluation process and results to support this recommendation are provided within section 4.4 of this report and is summarised as follows:

- **Multiple Supplier Lots:** All of the recommended Potential Providers have passed the required stages of the evaluation for this procurement and should therefore be awarded a place on the Framework Agreement.
- **Single Supplier Lots:** The recommended Potential Provider for these lots has passed the required stages of the evaluation for this procurement and has been identified as the highest scoring Potential Provider for lots 5a, 5b and 10.

Approval Overview:

Approval is requested for the award of all eleven lots of the Framework Agreement. There is no commitment associated with this award (commitment is only placed upon the award of a Call-Off Contract via the Framework Agreement).

Contracting Authorities will have their own internal approval procedures for the award of any Call-Off Contracts, including DSFRS for the single supplier lots. Call-Off Contracts cannot commence prior to the go live of the Framework Agreement.

CFOA TOG Approval:

CFOA TOG is requested to approve the award of the multiple supplier lots only. The multiple supplier lots are 1, 2, 3, 4, 6, 7, 8, and 9.

DSFRS Approval:

The DSFRS Tiered Response Project Board is requested to approve the award of the single supplier lots only. The single supplier lots are 5a (RIV 4x2), 5b (RIV 4x4) and 10 (ISU).

The DSFRS Procurement Representatives are requested to approve the award of the complete Framework Agreement (all lots).

Section 2 - General

2.1 Background Information

DSFRS volunteered to lead on a procurement project (on behalf of the Chief Fire Officers Association National Procurement Group (NPG)¹ and TOG for UK Fire and Rescue Emergency Response Vehicles (Pumping Appliances, Aerials and Special Vehicles)). The project incorporates DSFRS specific requirements for Rapid Intervention Vehicles (4x2 and 4x4) and Incident Support Units.

A national FRS consultation was undertaken in December 2015/January 2016 and a national procurement strategy² was developed and approved by both the CFOA NPG and TOG in March 2016. The strategy recommended the implementation of a Framework Agreement, based on the following lot structure:

Vehicle Type	Lot Number	Lot Description	Multiple or Single Supplier Lot
Pumping Appliances	1	Light Rescue Pumping Appliances (3 to 7.5 tonnes (Gross Vehicle Weight (GVW)))	Multiple
	2	Medium Rescue Pumping Appliances (over 7.5 and up to 15 tonnes (GVW))	Multiple
	3	Super Rescue Pumping Appliances (over 15 tonnes (GVW))	Multiple
	4	Light, Medium and Super Rescue Pumping Appliances (3 tonnes and over (GVW))	Multiple
	5a	Rapid Intervention Vehicle (RIV) – 4x2 variant (Light Rescue Pumping Appliance)	Single
	5b	Rapid Intervention Vehicle (RIV) – 4x4 variant (Light Rescue Pumping Appliance)	Single
Aerial Appliances	6	Aerial Appliances	Multiple
Special Vehicles	7	Light Special Vehicles (3 to 7.5 tonnes (GVW))	Multiple
	8	Medium Special Vehicles (over 7.5 and up to 15 tonnes (GVW))	Multiple
	9	Super Special Vehicles (over 15 tonnes (GVW))	Multiple
	10	Incident Support Unit (ISU) (Light Special Vehicle)	Single

The single supplier lots (5a, 5b and 10) are included for the purpose of a DSFRS project to introduce Rapid Intervention Vehicles and Incident Support Units into their fleet of emergency response vehicles. As with the multiple supplier lots, the single supplier lots are also available to all Contracting Authorities who are able to use the Framework Agreement. A direct award via these single supplier lots is the method for call-off i.e. a further competition is not required.

¹ CFOA NPG responsibilities have now been transferred to the CFOA Strategic Commercial Committee (SCC).

² Strategy paper embedded in document as Appendix A.

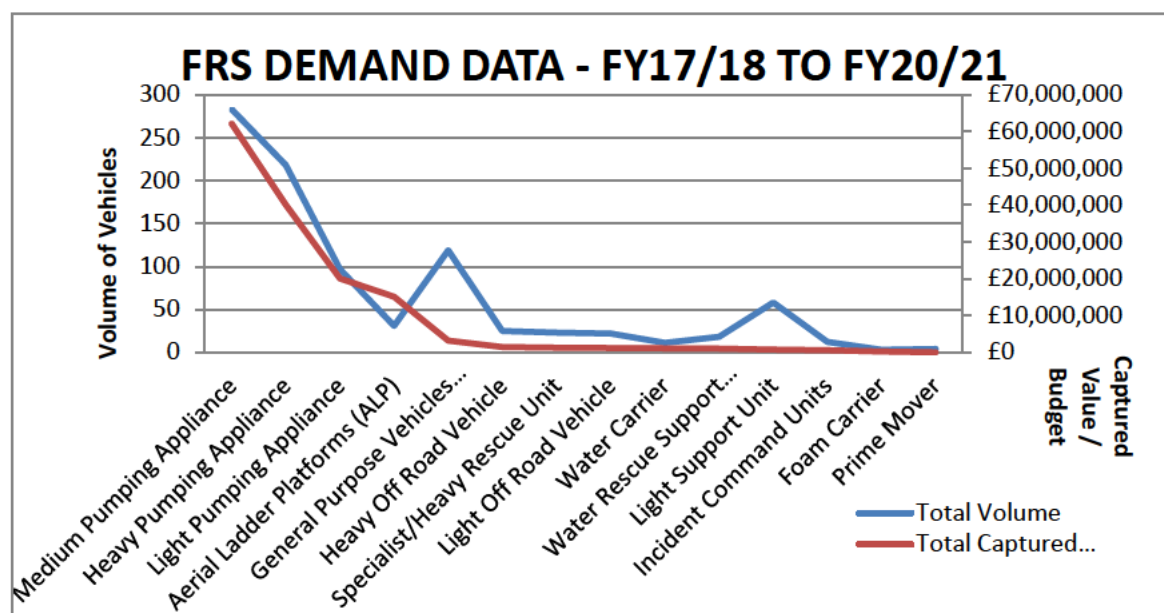
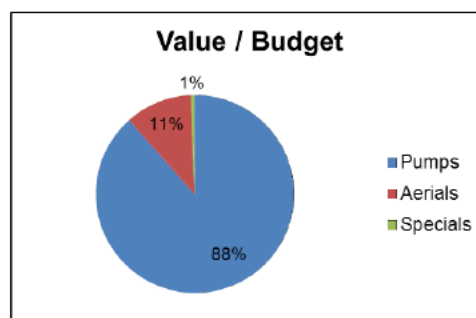
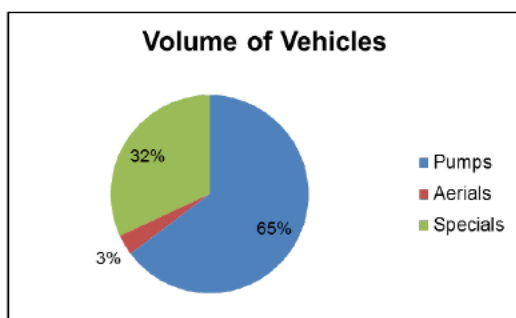
The multiple supplier lots allow Contracting Authorities the flexibility to carry out further competitions with the Framework Contractors against their defined requirements / specification and criteria.

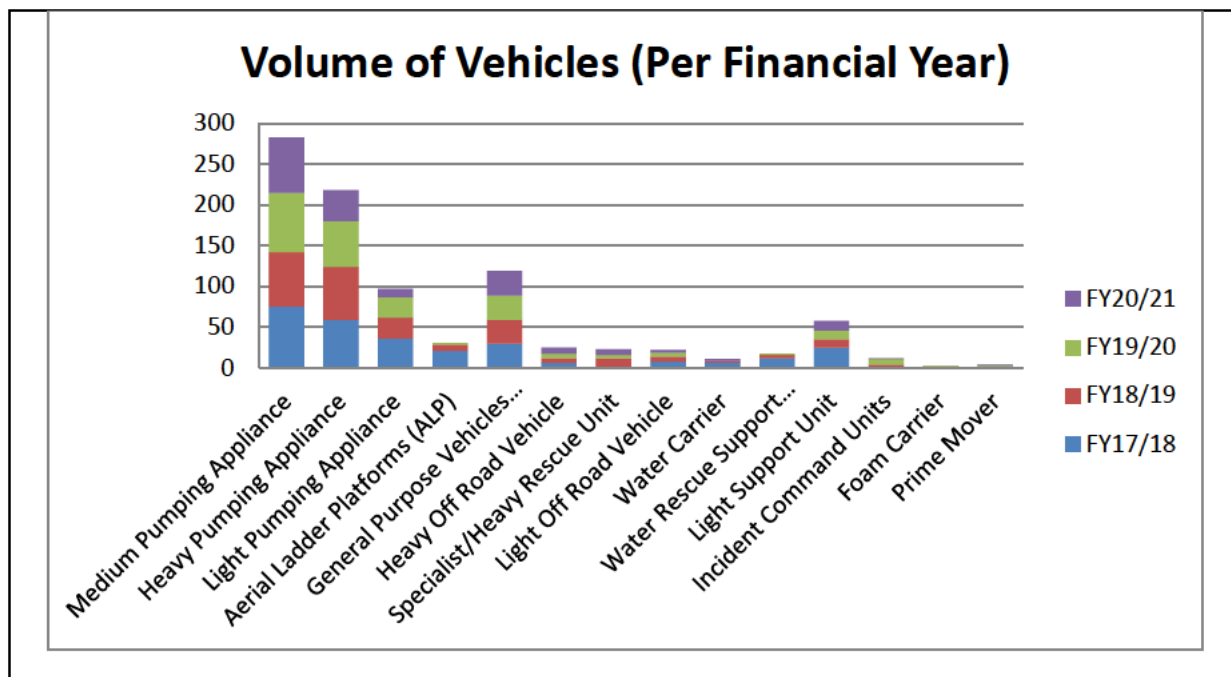
The requirements of the Framework Agreement have been written by representatives from the CFOA TOG (a national group of Fleet and Engineering representatives, acting as the professional voice for vehicles and associated equipment, on behalf of UK Fire and Rescue Services), the Home Office Chief Fire and Rescue Advisors Unit on Standards and DSFRS.

The Framework Agreement is available to all Fire and Rescue Services within the UK, the Defence Fire Risk Management Organisation and the Home Office plus suppliers or organisations who are the acting agent and responsible for/manage vehicle procurement on behalf of any of the above named organisations and lease/finance providers procuring vehicles which are utilised by any of the above organisations.

Based on the FRSs consultation responses, the following future volumes of planned vehicle purchases were identified:

Vehicle Type	Total Volume of Vehicles	Total Captured Value/ Budget
Pumping Appliances	598	£122,341,000
Aerial Appliances	31	£15,125,000
Special Vehicles	295	£810,000





2.2 Owner/Sponsor

The DSFRS Procurement Department is responsible for the award and ongoing management of this Framework Agreement.

Call-Off Contracts awarded via the Framework Agreement shall be the responsibility of the relevant Contracting Authority.

S40(2)(a) FOIA 2000 Fleet and Engineering Manager (the budget holder) is the owner/sponsor for DSFRS Call-Off Contracts awarded via the Framework Agreement.

2.3 Indicative Value of the Framework Agreement

As published within the Contract Notices (the Official Journal of the European Union (OJEU) and the Contracts Finder website) to alert the market of the opportunity to tender, the Framework Agreement has an indicative value range of £200,000,000 to £550,000,000.

This value includes DSFRS indicative demand against the three single supplier lots for Rapid Intervention Vehicles (4x2 and 4x4) and Incident Support Units.

2.4 Key Procurement Personnel

S40(2)(a) FOIA 2000 Head of Procurement at DSFRS was the CFOA NPG representative, now SCC representative and will act as point of escalation for the management of the Framework Agreement.

S40(2)(a) FOIA 2000 Fleet Category Manager at DSFRS, is the lead procurement officer for this Framework Agreement and will act as first point of contact for management of the Framework Agreement.

S40(2)(a) FOIA 2000 and S40(2)(a) FOIA 2000 CFOA Category Manager(s) will provide ongoing call-off support to individual FRSs to establish co-ordination of collaboration opportunities.

Section 3 – Objectives, Justification and Scope

3.1 Objectives / Justification for the Framework Agreement

CFOA TOG:

A government-owned organisation, Firebuy, was set up in 2006 to secure greater value for money through economies of scale and greater collaboration in procurement for the FRSs. This organisation closed in 2011 and a private sector organisation (The Consortium for Purchasing and Distribution Limited) took over the management of the framework agreements previously managed by Firebuy. This included three separate framework agreements for Pumping Appliances, Aerials and Specialist Vehicles (all of which have now expired and have not been replaced). This has resulted in numerous routes to market being set-up and used by FRSs.

The objectives and benefits for introducing a CFOA TOG endorsed framework agreement, specifically for the Fire Sector and available to all UK FRSs, are as follows:

- Consistency in procurement approach for suppliers and FRSs;
- One centrally managed framework to provide an efficient and effective route to market for all UK FRS Emergency Response Vehicles;
- An indicative demand pipeline for the next five years;
- Central framework management on behalf of the Fire Sector;
- Identify and promote aggregation and/or vehicle standardisation opportunities;
- Reduce the call-off process for suppliers and FRSs;
- Transparency of costs in vehicle management;
- Maximise competition amongst capable suppliers;
- Bespoke terms and conditions specifically for the Fire Sector;
- Due diligence of supplier capabilities.

DSFRS:

Following a pilot of different RIV configurations between April 2015 and April 2016, an Outline Business Case was produced and approved to introduce this vehicle type into the DSFRS fleet of emergency response vehicles.

As a result of implementing a fleet of 37 operational 8.5 Tonne Pumping Appliances (known as Light Rescue Pumping Appliances (LRP's) within DSFRS) and the planned introduction of 45 even smaller appliances (RIV's), there is a need to also introduce ISU's. ISUs will support LRP's and RIV's, by carrying additional resources (equipment and people) to incidents as required.

The Outline Business Case captures the following objectives and benefits:

Objectives	Main benefits
Improved performance against Emergency Response Standards (ERS)	Due to their enhanced manoeuvrability it is predicted that RIV's will arrive at incidents quicker than LRP's and MRP's and so ERS will be improved. Conversely, RIV's will be able to travel further than LRP's and MRP appliances in the same time span stretching ERS range and reaching more properties.
Improve Firefighter safety	<ul style="list-style-type: none"> Reduced levels of equipment on RIV's will mean that there will be more time available for training on the equipment that is actually carried and used; RIV's don't carry any equipment in the cab and so this has the potential to reduce injuries in the case of vehicle accidents.
Improve efficiency through better use of resources	By matching resources against risk it will be possible to reduce the amount of equipment required to be carried and also the overall size of the fleet (e.g. BA sets).
Achieve standardisation	<p>A standardised fleet with standardised equipment will:</p> <ul style="list-style-type: none"> Allow stores to reduce the number of items held; Allow the maintenance department to reduce their training requirements; Allow one set of operating procedures to be used; Enable effective attribute based mobilisation; Simplify end user training requirements, procurement and contract management arrangements.
Reduce impact of the environment	RIV's are more fuel efficient than LRP's and MRP's. In addition RIV's carbon emissions are significantly lower than LRP's and MRP's.
Reduce both capital and revenue expenditure	<p>RIV's will be cheaper to purchase and run compared to LRP's and MRP's.</p> <p>Reduced equipment levels on RIV's will reduce both capital and revenue expenditure.</p>

3.2 Procurement Scope – Multiple Supplier Lots

In-Scope:

The following is within the scope of the multiple supplier lots of the Framework Agreement and can therefore be procured by a Contracting Authority via a further competition process (Contracting Authorities are required to define their requirement/specification as part of the further competition):

- The provision of new Fire and Rescue Emergency Response Vehicles (Pumping Appliances, Aerial Appliances and Special Vehicles);
- The provision of driver training variations of Fire and Rescue Emergency Response Vehicles, which may or may not be used operationally;
- Supply and fit of equipment (or fit only (where equipment is free issued to the Contractor)) – Installed and loose/non-installed, allowing Contracting Authorities the option to procure fully kitted vehicles via the Contractor who is supplying the vehicle, to include optional technology such as vehicle telematics, equipment track and trace/asset tagging and CCTV;
- Conversion and refurbishment of existing Fire and Rescue Emergency Response Vehicles;
- Customer / after sales support – Such as vehicle maintenance support, warranty, damage repairs, parts and training.

The Framework Contractors shall be able to supply a fully kitted vehicle, to include sourcing the chassis and required equipment. However, Contracting Authorities have the flexibility to free issue the chassis and any equipment to the Contractor supplying the vehicle.

Out-Of-Scope:

The following goods and services fall outside of the scope of this Framework Agreement:

- Chassis only purchase. However, Contracting Authorities may procure the chassis via the Contractor at a different time to the build of the vehicle and can choose to buy the chassis via an alternative route to then free issue to the Contractor for conversion;
- Vehicles with a Gross Laden Mass of less than 3 Tonnes (GVW being the maximum weight of a vehicle including the maximum load that can be carried safely (whilst on the road));
- Support vehicles / non-emergency response vehicles (with the exception of driver training variations Fire and Rescue of Emergency Response Vehicles) e.g. Community Safety Vehicles, Confined Space Training Vehicles etc.;
- End of life sale or disposal;
- Hire or lease of vehicles. However, Contracting Authorities shall be able to capital purchase vehicles from the Contractor with funds provided by a lease/finance provider and the Framework Agreement allows lease providers direct access to

purchase the vehicle from the Contractor (on behalf of a Contracting Authority), to then lease it to that Contracting Authority;

- Technology refresh (the upgrade of technology on existing vehicles).

3.3 Procurement Scope – Single Supplier Lots

Contracting Authorities are able to procure new RIV's (4x2 and 4x4 variants) and/or ISU's using the single supplier lots of the Framework Agreement via a direct award (no further competition required). The specification for these vehicles has been written by DSFRS and applies to the Framework Agreement and any Call-Off Contracts formed beneath it. Whilst there are options available, such as manual or automatic transmission, and minor variations are permitted, Contracting Authorities are only able to procure a specific vehicle via these lots.

These lots are awarded on a Prime Contractor basis, meaning the supplier is responsible for the supply and build of the complete vehicle and supporting services e.g. after sales support, training, warranty and non-warranty repairs. The supply of the vehicle includes the chassis, fire engineering, chassis preparation, the body build and the supply and installation of installed equipment. Contracting Authorities are not able to free issue a chassis via these lots.

Please see section 4.4 and 4.5 for the recommended Framework Contractor and available vehicle for these lots.

Section 4 – Supplier Engagement, Tender Process and Evaluation Summary

4.1 Supplier Engagement

Two supplier engagement activities have been carried out as part of this procurement:

- A supplier consultation questionnaire
- Project updates/information and questions and answers

To ensure fairness and transparency, all of the information made available to suppliers as part of the supplier engagement was provided as part of the tender process. Therefore, suppliers who wanted to tender but had not previously engaged, were not disadvantaged.

Supplier Consultation Questionnaire:

An OJEU Prior Information Notice (PIN) was published (reference: 2016/S 059-099199) and an Early Engagement Notice (EEN) on the Contracts Finder website on 21st March 2016, informing the market of the opportunity to complete a supplier consultation questionnaire. The deadline for completed questionnaires to be submitted via the Bluelight EU Supply e-tendering portal was Friday 15th April 2016. Twenty suppliers completed and returned a questionnaire by the deadline. The information gathered was used to update the strategy, develop the tender documentation and to inform the ongoing management arrangements.

Project Updates/Information:

The suppliers who responded to the consultation questionnaire were asked to vote against four options for further supplier engagement. The winning option was to provide regular updates on the progress of the project (via the Bluelight EU Supply e-tendering portal), with suppliers able to submit questions on an as and when basis via the portal.

A second PIN and EEN were published on 6th July 2016 to inform the market of this second opportunity to engage. The suppliers who responded to the consultation questionnaire were automatically informed of this publication.

Regular updates and information on the procurement were provided via the Bluelight EU Supply e-tendering portal. Suppliers also asked questions, which were responded to and made available to all suppliers who had registered against this supplier engagement activity within the e-tendering portal.

4.2 Approach to the Market

Due to the indicative value of the Framework Agreement, the procurement is subject to the Public Contract Regulations 2015. A single stage 'Open' procedure was used for this procurement i.e. there was no pre-qualification required for Potential Providers to be able to complete and submit a tender.

The market was informed of the opportunity to bid for a place on the Framework Agreement via four ways:

1. A Contract Notice advertised in OJEU (reference: 2016/S 181-324582)
2. A Contract/Opportunity Notice advertised on the Contracts Finder website
3. An advert within the Bluelight EU Supply e-Tendering portal
4. A direct invite/message (sent via the Bluelight EU Supply e-Tendering portal) to suppliers who had been part of the previous supplier engagement activities

The return date of the tender was extended on 5th October 2016 by two weeks. The market was informed of this extension via an OJEU Corrigendum, amended Contracts Finder notice and a message via the Bluelight EU Supply e-Tendering portal.

In total, 14 tender submissions were received, one of which was after the return date and time for submission. Legal advice was obtained to confirm the position of DSFRS in rejecting the late submission. The late submission was not accepted and not evaluated. Two other submissions were not complete, the Potential Providers were provided an opportunity to provide the missing documentation but failed to do so within the time allocated. Therefore, 11 submissions were carried through to evaluation:

S43 FOIA 2000

The three Potential Providers who did not go through to evaluation were:

S43 FOIA 2000

4.3 Tender Submissions per Lot

The following table details the lots that each Potential Provider bid for (please see section 2.1 for lot descriptions), including those not carried through to the evaluation:

Potential Provider	Lot Number										
	1	2	3	4	5a	5b	6	7	8	9	10
S43 FOIA 2000								✓	✓		
S43 FOIA 2000	✓	✓	✓	✓			✓	✓	✓	✓	
S43 FOIA 2								✓	✓		
S43 FOIA 2000	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
S43 FOIA 2000	✓	✓	✓	✓	✓		✓	✓	✓	✓	
S43 FOIA 2000						✓					
S43 FOIA 2000	✓				✓	✓		✓			✓
S43 FOIA 2000	✓	✓	✓	✓			✓	✓	✓	✓	
S43 FOIA 2000	✓							✓	✓		
S43 FOIA 2000								✓	✓	✓	
S43 FOIA 2000					✓						
S43 FOIA 2000							✓		✓	✓	
S43 FOIA 2000	✓	✓	✓	✓	✓		✓	✓	✓	✓	
S43 FOIA 2000								✓	✓	✓	
Total Submissions	7	5	5	5	5	3	6	11	11	8	2

4.4 Evaluation Process and Results

Evaluation Stages:

The evaluation of tender submissions was split into three stages:

- Stage 1 – Suitability Assessment (against selection criteria) – Pass/Fail (applicable to all lots)
- Stage 2 – CFOA TOG Framework Assessment Questions (award criteria) – Pass/Fail (applicable to all lots)
- Stage 3 – Single Supplier Lots (award criteria) – Applicable to RIV and ISU lots only (based on DSFRS requirements, criteria and evaluation).

Stages 1 and 2 were carried out concurrently. Any Potential Providers who failed either of these stages were not carried through to stage 3. Stage 3 of the evaluation only applied to Potential Providers who were bidding against one or more of the single supplier lots. If a Potential Provider passed stages 1 and 2 of the evaluation and were only bidding for multiple suppliers lots, then they passed for a place on the Framework Agreement. There was no

cap on how many Potential Providers could be awarded a place on the Framework Agreement for the multiple supplier lots.

Evaluation Representatives:

There were 26 representatives from 12 different organisations involved in the tender evaluation:

Evaluator Name	Representing	Role
Evaluation Stage 1 (Suitability Assessment)		
S40(2)(a) FOIA 2000	DSFRS	Fleet Category Manager (Procurement) - Evaluator
Evaluation Stage 2 (CFOA TOG Framework Assessment Questions)		
S40(2)(a) FOIA 2000	East Sussex FRS	Head of Engineering – Quality Assurance
S40(2)(a) FOIA 2000	Home Office	Chief Fire and Rescue Advisors Unit on Standards - Evaluator
S40(2)(a) FOIA 2000	Hertfordshire FRS	Fleet Manager - Evaluator
S40(2)(a) FOIA 2000	DSFRS	Fleet Category Manager (Procurement) - Facilitator
S40(2)(a) FOIA 2000	London Fire Brigade	Engineering (Fleet and Equipment) Manager - Evaluator
S40(2)(a) FOIA 2000	CFOA	Category Manager (Procurement) – Quality Assurance
S40(2)(a) FOIA 2000	South Yorkshire FRS	Fleet Manager - Evaluator
S40(2)(a) FOIA 2000	West Sussex FRS	Procurement and Contract Manager - Evaluator
S40(2)(a) FOIA 2000	County Durham and Darlington FRS	Fleet Manager - Evaluator
S40(2)(a) FOIA 2000	County Durham and Darlington FRS	Workshops Manager - Evaluator
S40(2)(a) FOIA 2000	Essex FRS	Manager Purchasing and Supply - Evaluator
S40(2)(a) FOIA 2000	Mid and West Wales FRS	Head of Procurement - Evaluator
S40(2)(a) FOIA 2000	Essex FRS	Engineering Manager - Evaluator
S40(2)(a) FOIA 2000	Surrey FRS	Head of Logistics - Evaluator
S40(2)(a) FOIA 2000	Mid and West Wales FRS	Head of Transport - Evaluator
Evaluation Stage 3 (Single Supplier Lots (DSFRS Evaluation))		
S40(2)(a) FOIA 2000	All DSFRS	Fleet Category Manager (Procurement) – Facilitator for non-price and Evaluator for price.
S40(2)(a) FOIA 2000		Station Manager- Evaluator (RIV 4x4 and ISU)
S40(2)(a) FOIA 2000		Senior Project Manager – Evaluator (RIV 4x2, 4x4 and ISU)
S40(2)(a) FOIA 2000		Fleet and Maintenance Co-Ordinator - Evaluator (RIV 4x2, 4x4 and ISU)
S40(2)(a) FOIA 2000		Fire Brigades Union Representative - Evaluator (RIV 4x2 only)
S40(2)(a) FOIA 2000		Response Support Officer - Evaluator (RIV 4x2, 4x4 and ISU)
S40(2)(a) FOIA 2000		Project Manager – Evaluator (RIV 4x2, 4x4 and ISU)

S40(2)(a) FOIA 2000		Fire Control (Station Manager) - Evaluator (RIV 4x2 only)
S40(2)(a) FOIA 2000		Fleet and Engineering Manager – Evaluator (RIV 4x2, 4x4 and ISU)
S40(2)(a) FOIA 2000		Integrated Risk Management Planning Officer - Evaluator (RIV 4x4 and ISU)
S40(2)(a) FOIA 2000		Research and Development Officer - Evaluator (RIV 4x2, 4x4 and ISU)
S40(2)(a) FOIA 2000		Retained Firefighters Union Representative - Evaluator (RIV 4x2 only)

Tender Evaluation - Selection and Award Criteria:

Evaluation Stage 1 (Suitability Assessment):

ITT Selection Criteria	Weightings
Grounds for Mandatory Exclusion	Pass / Fail
Grounds for Discretionary Exclusion (including Tax)	Pass / Fail
Economic and Financial Standing	Pass / Fail
Technical and Professional Ability	Pass / Fail
Insurance	Pass / Fail
Compliance with Equality Legislation	Pass / Fail
Environmental Management	Pass / Fail
Health and Safety	Pass / Fail
Lot and Vehicle Declaration (Lots 7, 8 and 9 only)	Pass / Fail

Evaluation Stage 2 (CFOA TOG Framework Assessment Questions):

ITT Award Criteria	Weightings
Technical Merit and Quality	Pass / Fail
Customer Support	Pass / Fail
Delivery	Pass / Fail
Corporate Social Responsibility	Pass / Fail
Organisation	Pass / Fail
Price	Pass / Fail

Evaluation Stage 3 (Single Supplier Lots (DSFRS Evaluation)):

Framework Award Criteria	Lot 5a, 5b and 10 Sub-Criteria	Weightings
Technical Merit and Quality	Quality	3%
	Technical Merit (ability to meet requirements)	41%
	Aesthetic Characteristics	2%
Delivery	Services – Governance and Delivery	12%
Customer Support	Services – After Sales Support	8%
Corporate Social Responsibility	Environmental Characteristics	1%
Price	Price, whole life operating costs	33%
TOTAL		100%

Evaluation Method/Approach:**Evaluation Stage 1:**

The first stage of the evaluation was a desktop evaluation, carried out by S40(2)(a) FOIA 2000 , (Fleet Category Manager at DSFRS).

Evaluation Stage 2:

The second stage of the evaluation was the scoring of the written responses provided to the 17 framework assessment questions. Potential Providers had to achieve a score of 3 or more against each question to pass this stage of the evaluation.

There were three evaluation teams for this stage, with each allocated 5 or 6 questions to score. Each team had 3 to 4 evaluators, who between them represented a variety of FRSs and the Home Office. All three teams were provided with evaluation guidance as written documentation and a conference call, prior to commencing their individual evaluations. Each evaluator scored the responses provided in isolation of other evaluators and once complete, submitted their score and comments to S40(2)(a) FOIA 2000 .

A Consensus Meeting was facilitated by S40(2)(a) FOIA 2000 with each of the three teams, to agree the actual score to be awarded to each Potential Provider for their response to each assessment question. To ensure consistency in scoring across the three teams, the agreed scores and consolidated evaluator comments were quality assured by S40(2)(a) FOIA 2000 S40(2)(a) FOIA 2000 and S40(2)(a) FOIA 2000 CFOA), both of whom were independent to any prior stages of the evaluation.

Evaluation Stage 3:

This stage of the evaluation was only applicable to the three single supplier lots and was carried out by DSFRS.

The non-price criteria was evaluated by various stakeholders within DSFRS, who together (face-to-face) agreed the scores as a single panel. The evaluation meetings were held over several days. S40(2)(a) FOIA 2000 was present at all evaluation meetings.

Pricing was scored by S40(2)(a) FOIA 2000 .

Summary of Evaluation Results (all Lots):

The following table provides a summary of the results for each Potential Provider against each stage of the evaluation:

Potential Provider	Evaluation Stage				
	1	2	3 Lot 5a	3 Lot 5b	3 Lot 10
S43 FOIA 2000	Pass	Pass	Did not bid for any single supplier lots		
S43 FOIA 2000	Pass	Fail	Did not bid for any single supplier lots		
S43 FOIA 2000	Pass	Pass	78.73%	77.29%	75.35%
S43 FOIA 2000	Pass	Pass	49.97%	Did not bid for these lots	
S43 FOIA 2000	TBC*	Fail	Did not bid for this lot	Not evaluated (failed stage 2)	Did not bid for this lot
S43 FOIA 2000	Pass	Fail	Not evaluated (failed stage 2)		
S43 FOIA 2000	Pass	Pass	Did not bid for any single supplier lots		
S43 FOIA 2000	Pass	Fail	Did not bid for any single supplier lots		
S43 FOIA 2000	Pass	Pass	Did not bid for any single supplier lots		
Spectra Specialist S43 FOIA 2000	Fail	Fail	Did not bid for any single supplier lots		
S43 FOIA 2000	Pass	Pass	63.08%	Did not bid for these lots	
S43 FOIA 2000	Pass	Fail	Did not bid for any single supplier lots		

*S43 FOIA 2000 passed all elements of the stage 1 evaluation with the exception of Economic and Financial Standing. If this Potential Provider had been identified as a suitable supplier for the Framework Agreement, then further investigation into their financial standing would have been carried out.

Multiple Supplier Lots - Successful Potential Providers:

The following table shows which Potential Providers passed the evaluation for the multiple supplier lots on lot by lot basis and are therefore recommended as suppliers to be named on the Framework Agreement:

Vehicle Type	Lot Number	Lot Description	Potential Providers
Pumping Appliances	1	Light Rescue Pumping Appliances (3 to 7.5 tonnes (GVW))	1. Angloco 2. Emergency One 3. John Dennis Coachbuilders 4. Rosenbauer 5. W H Bence Coachworks
	2	Medium Rescue Pumping Appliances (over 7.5 and up to 15 tonnes (GVW))	
	3	Super Rescue Pumping Appliances (over 15 tonnes (GVW))	
	4	Light, Medium and Super Rescue Pumping Appliances (3 tonnes and over (GVW))	
Aerial Appliances	6	Aerial Appliances	
Special Vehicles	7	Light Special Vehicles (3 to 7.5 tonnes (GVW))	1. Angloco 2. Emergency One 3. John Dennis Coachbuilders 4. Rosenbauer 5. S Macneillie 6. W H Bence Coachworks
	8	Medium Special Vehicles (over 7.5 and up to 15 tonnes (GVW))	
	9	Super Special Vehicles (over 15 tonnes (GVW))	1. Angloco 2. Emergency One 3. John Dennis Coachbuilders 4. Rosenbauer 5. W H Bence Coachworks

Single Supplier Lots – Scores per Evaluation Criteria and Ranking:

The following table shows the scores awarded and ranking of each Potential Provider (on an evaluation criteria basis) for the single supplier lots:

Lot	Award Criteria for Lot 5a, 5b and 10	Weighting	Emergency One	S43 FOIA 2000	S43 FOIA 2000
Lot 5a – RIV 4x2	Quality	3%	1.20%	0.30%	1.80%
	Technical Merit (ability to meet requirements)	41%	31.08%	16.49%	22.18%
	Aesthetic Characteristics	2%	1.28%	1.09%	1.07%
	Services – Governance/Delivery	12%	8.56%	2.24%	7.20%
	Services – After Sales Support	8%	3.31%	2.45%	3.66%
	Environmental Characteristics	1%	0.30%	0.30%	0.30%
	Price, whole life operating costs	33%	33.00%	27.10%	26.87%
	Total Score		78.73%	49.97%	63.08%
	Rank		1st	3rd	2nd
Lot 5b – RIV 4x4	Quality	3%	1.20%	Did not bid for these lots	
	Technical Merit (ability to meet requirements)	41%	30.18%		
	Aesthetic Characteristics	2%	1.28%		
	Services – Governance/Delivery	12%	8.02%		
	Services – After Sales Support	8%	3.31%		
	Environmental Characteristics	1%	0.30%		
	Price, whole life operating costs	33%	33.00%		
	Total Score		77.29%		
	Rank		1st		
Lot 10 – ISU	Quality	3%	1.20%	Did not bid for these lots	
	Technical Merit (ability to meet requirements)	41%	28.30%		
	Aesthetic Characteristics	2%	1.22%		
	Services – Governance/Delivery	12%	8.02%		
	Services – After Sales Support	8%	3.31%		
	Environmental Characteristics	1%	0.30%		
	Price, whole life operating costs	33%	33.00%		
	Total Score		75.35%		
	Rank		1st		

Emergency One is identified as the winning Potential Provider for all three single supplier lots. This Potential Provider has based their tender submission on the following chassis:

- Lot 5a, RIV 4x2 – Iveco Daily 70C18D 4x2 7t 3750mm wheelbase (Crew Cab)
- Lot 5b, RIV 4x4 – Iveco Daily 70C18D 4x4 (modification) 7t 3750mm wheelbase (Crew Cab)
- Lot 10, ISU - Iveco Daily 70C18D 4x2 7t 4100mm wheelbase (Crew Cab)

Financial Summary (Single Supplier Lots Only):

The following table provides pricing information per Potential Provider for the single supplier lots. No pricing was requested for the multiple supplier lots as this will be requested and evaluated at the further competition stage.

Potential Provider	Price Description	Lot		
		Lot 5a – RIV 4x2	Lot 5b – RIV 4x4	Lot 10 – ISU
Emergency One	Individual Vehicle Price	£107,870	£127,870	£103,878
	Whole Life Cost	£5,528,277.45	£2,857,212.20	£1,041,090.48
John Dennis Coachbuilders	Individual Vehicle Price	S43 FOIA 2000	Did not bid for these lots	
	Whole Life Cost	S43 FOIA 2000		
W H Bence Coachworks	Individual Vehicle Price	S43 FOIA 2000	Did not bid for these lots	
	Whole Life Cost	S43 FOIA 2000		

None of the Potential Providers offered volume discounts. Therefore, the price per vehicle is applicable for all volumes of vehicle orders. The price per vehicle does not include any costed options.

The whole life cost was evaluated using the method provided to Potential Providers within the Invitation to Tender. This cost consists of the following elements over the anticipated life of the vehicles:

- The vehicle purchase price
- Mobilisation and acceptance testing
- Documentation
- Warranty
- Training
- After Sales Support
- Spare Parts
- Specialist Tooling and Equipment
- Any other associated costs disclosed by the Potential Provider

4.5 Framework Award Recommendation

Framework Contractors:

This report recommends that the following Potential Providers be awarded a place on the Framework Agreement:

Lot No.	Lot Description	Multiple or Single Supplier Lot	Potential Provider/s
1	Light Rescue Pumping Appliances	Multiple	1. Angloco 2. Emergency One 3. John Dennis Coachbuilders 4. Rosenbauer 5. W H Bence Coachworks
2	Medium Rescue Pumping Appliances	Multiple	
3	Super Rescue Pumping Appliances	Multiple	
4	Light, Medium and Super Rescue Pumping Appliances	Multiple	
5a	Rapid Intervention Vehicle (RIV) – 4x2 variant (Light Rescue Pumping Appliance)	Single	Emergency One
5b	Rapid Intervention Vehicle (RIV) – 4x4 variant (Light Rescue Pumping Appliance)	Single	Emergency One
6	Aerial Appliances	Multiple	1. Angloco 2. Emergency One 3. John Dennis Coachbuilders 4. Rosenbauer 5. W H Bence Coachworks
7	Light Special Vehicles	Multiple	1. Angloco 2. Emergency One 3. John Dennis Coachbuilders 4. Rosenbauer 5. S Macneillie 6. W H Bence Coachworks
8	Medium Special Vehicles	Multiple	
9	Super Special Vehicles	Multiple	1. Angloco 2. Emergency One 3. John Dennis Coachbuilders 4. Rosenbauer 5. W H Bence Coachworks
10	Incident Support Unit (ISU) (Light Special Vehicle)	Single	Emergency One

Length of Framework Agreement:

As per the adverts for this procurement and the information provided within the Invitation to Tender, the length of the Framework Agreement is as follows:

- Multiple supplier lots - A period of four years with the Framework Contractors. The Authority may extend the Framework Agreement for a further period or periods not exceeding eight years in total. It is anticipated that any extensions would be in 24 month periods.
- Single supplier lots – A period of six years with the Framework Contractor/s, with no extensions.

The Public Contract Regulations 2015 stipulate the following in relation to the term of a Framework Agreement - 'The term of a framework agreement shall not exceed four years, save in exceptional cases duly justified, in particular by the subject-matter of the framework agreement'.

The extension of the Framework Agreement (for the multiple supplier lots) beyond four years shall be at the Authority's discretion. Justification for extension would need to meet the following criteria:

- The Framework Agreement still meets the requirements of the Contracting Authorities, and;
- The Framework Agreement is not acting as a barrier to any new suppliers in the market, or any who were not successful in winning a place on the Framework Agreement.

The justification for the single supplier lots to be six years is to enable DSFRS contingency time for the full rollout of RIV's and ISU's of the same core design and to allow for unforeseen political or strategic change which has a direct impact on the project.

Structure of the Framework Agreement:**Multiple Supplier Lots:**

These lots allow Contracting Authorities to procure vehicles, individually or collaboratively, against a specification developed and defined during the life of the Framework Agreement (providing the requirement fits within the scope of the Framework Agreement). A further competition must be carried out via the relevant lot to identify a winning supplier and award a Call-Off Contract.

Single Supplier Lots:

These lots have fully defined specifications set within the Framework Agreement, which are based on a DSFRS project to introduce RIV's and ISU's. The award for these lots is to a single Framework Contractor for the provision of specific vehicles. All Contracting Authorities are able to procure via these lots by a direct award.

Justification for Recommendation:

Multiple Supplier Lots:

All of the recommended Potential Providers have passed evaluation stages 1 and 2 for this procurement and should therefore be awarded a place on the Framework Agreement.

Single Supplier Lots:

The recommended Potential Provider for these lots has passed evaluation stages 1 and 2 for this procurement and has been identified as the highest scoring Potential Provider against stage 3 of the evaluation.

Section 5 – Risks and Benefits

5.1 Risks

The following risk has been identified:

Risk Description	Control
As with all procurements, particularly one of this scale, there is a risk of a legal challenge under the Public Contract Regulations 2015, which may delay the award of the Framework Agreement or even require the procurement to be aborted and started again.	<ul style="list-style-type: none"> • A fair, transparent and compliant procurement process has been carried out with a full audit trail available. • The evaluation was carried out as defined within the Invitation to Tender and full debrief information will be provided to each Potential Provider. • There shall be a ten day standstill period between notification of the results and award of the Framework Agreement for unsuccessful suppliers to raise objections or directly challenge the decision, prior to filing a claim for a legal challenge.

No other risks have been identified as there is no commitment given to Framework Contractors upon the award of a place on a Framework Agreement. Commitment is only formed upon the placement of a Call-Off Contract between the individual Contracting Authority and a Framework Contractor.

5.2 Benefits

The following benefits of this Framework Agreement have been identified:

- Consistency in procurement approach for suppliers and FRSs;
- One centrally managed framework to provide an efficient and effective route to market for all UK FRS Emergency Response Vehicles;
- An indicative demand pipeline for the next five years;
- Central framework management on behalf of the Fire Sector;
- Identify and promote aggregation and/or vehicle standardisation opportunities;
- Reduce the call-off process for suppliers and FRSs;
- Transparency of costs in vehicle management;
- Maximise competition amongst capable suppliers;
- Opportunity for direct award via the single supplier lots and ability to procure any Pumping Appliance, Aerial Appliance and/or Special Vehicle via the multiple supplier lots;
- Bespoke and robust terms and conditions specific to the Fire Sector;
- No commitment placed upon any Contracting Authority to use the Framework Agreement.

Section 6 - Framework Management Arrangements

The roles and responsibilities for the ongoing management of the Framework Agreement were defined within the strategy for this procurement and are provided as follows:

Role	Responsibilities
National Fire Procurement Project Management Office (PMO) <i>Responsibilities of the PMO may change as its scope and remit develop</i>	<ul style="list-style-type: none"> • Identification and co-ordination of collaborative opportunities • Marketing of the Framework Agreement • Assistance with Call-Off Contracts (further competitions and direct award) • Provide advice to Local FRSs on terms and conditions and whole life costing • Benchmarking of whole life costs • Report to and update CFOA TOG • Create and maintain further competition and evaluation templates • Encourage sharing of further competition documents (including specifications) amongst FRSs
Lead FRS (Devon and Somerset)	<ul style="list-style-type: none"> • Central supplier management (performance, relationship, financial stability, insurance, complaints, risks and issues etc.) • Framework administration e.g. framework variations, extensions etc. • Escalation point for Framework Contractors and Contracting Authorities • Create and maintain a central file for framework documentation to include a User Guide • Monitor and manage framework usage and report as appropriate • Communicate framework updates and issues to framework users • Seek and review feedback from Contracting Authorities and Framework Contractors • Record lessons learnt for future procurements • Periodically review the market for new entrants, innovations and technological advances • Exit management of the framework agreement
Contracting Authorities	<ul style="list-style-type: none"> • Local supplier management (performance and relationship management) • Call-off contract administration e.g. call-off variations, extensions etc. • Local dispute resolution • Exit management of local call-off contracts
CFOA TOG	<ul style="list-style-type: none"> • Keep CFOA TOG Statement of Requirements up-to-date • Approval of all significant framework changes • Escalation point for Lead FRS • Identification of collaborative opportunities • Sharing of information and documentation

Section 7 – Implementation Timescales

Milestones	Target Date	Owner
Issue Intention to Award Letters	By 9 th February 2017	S40(2)(a) FOIA 2000
10 day mandatory standstill period and respond to supplier communications	10 th to 20 th February 2017	S40(2)(a) FOIA 2000
Award of the Framework Agreement (assuming no review (legal) process is initiated to challenge the award)	By 21 st February 2017	S40(2)(a) FOIA 2000
Signing of the Framework Agreement with each Framework Contractor and the Framework Provider (Devon and Somerset Fire and Rescue Authority)	By 9 th March 2017	S40(2)(a) FOIA 2000
Complete all guidance documentation for the Framework Agreement (to include the further competition template)	By 27 th March 2017	S40(2)(a) FOIA 2000
Framework Agreement Go Live	27 th March 2017	N/A
Commencement of Further Competitions and Call-Off Contracts	From 27 th March 2017	Contracting Authority
Communication with Contracting Authorities and ongoing management of the Framework Agreement	From 27 th March 2017	S40(2)(a) FOIA 2000

Section 8 - Approval

Procurement Approval:

ALL LOTS			
	Print Name	Signature	Date
Approved by DSFRS Category Manager (Procurement Lead)	S40(2)(a) FOIA 2000	S40(2)(a) FOIA 2000	13 th January 2017
Approved by DSFRS Head of Procurement	S40(2)(a) FOIA 2000	S40(2)(a) FOIA 2000	13 th January 2017

CFOA TOG Approval:

MULTIPLE SUPPLIER LOTS ONLY		
	Date of Approval	Record of Approval
Approved by CFOA TOG	2 nd February 2017	A record of the approval to award the multiple supplier lots is available within the minutes for the CFOA TOG meeting held on Thursday 2 nd February 2017.

DSFRS Tiered Response Project Board Approval:

SINGLE SUPPLIER LOTS ONLY		
	Date of Approval	Record of Approval
Approved by DSFRS Tiered Response Project Board	19 th January 2017	A record of the approval to award the single supplier lots is available within the minutes for the DSFRS Tiered Response Project Board meeting held on Thursday 19 ^h January 2017.

Appendix A – CFOA National Procurement Strategy for Pumping Appliances, Aerials and Special Vehicles