

## **FALKIRK COUNCIL**

**Subject:** ACCEPTANCE OF TENDERS OVER £350,000 IN VALUE – FOR THE  
SUPPLY AND DELIVERY OF AIDS FOR DAILY LIVING (C/N: SW/027/14)  
**Meeting:** EXECUTIVE  
**Date:** 19<sup>th</sup> August 2014  
**Author:** DIRECTOR OF SOCIAL WORK SERVICES

### **1. PURPOSE OF REPORT**

- 1.1 The purpose to this report is to advise Members of the award of a contract in terms of Financial Regulations 6.2 (iv).

### **2. INTRODUCTION**

- 2.1 A tender for the Supply and Delivery of Aids for Daily Living was published on the Public Contracts Scotland Portal as an open procedure on 17 January 2014, by Falkirk Council and on behalf of Stirling Council, Clackmannanshire Council and NHS Forth Valley.
- 2.2 Subsequently 46 companies expressed an interest.
- 2.3 The Framework Agreement, which will comprise several suppliers for the supply and delivery of 138 products on a Core Product List, is scheduled to commence on 1 August 2014 for a period of three years to 31 July 2017, with the option to extend for up to a further 12 months.

### **3. TENDER EVALUATION**

- 3.1 A total of 26 bids were received electronically by the deadline date of 12pm on the 26<sup>th</sup> February 2014 and opened in accordance with Standing Orders relating to Contracts.
- 3.2 The evaluation of the bids was based on a weighting of 30% for quality and 70% for price, in order to rank providers in terms of best value for each product.
- 3.3 Each product on the Core Product List was treated separately.
- 3.4 Evaluation of the qualitative element of each tender submission was carried out independently to the pricing evaluation.
- 3.5 The qualitative element of the tender involved evaluating responses to questions relating to key service deliverables. The key service deliverables questions included the following:
- Supply of products
  - Product quality and support
  - Product management and innovation
- 3.6 Quality submissions were reviewed individually by members of a Quality Evaluation Team, including representation from Falkirk, Stirling and Clackmannanshire Councils and then by a meeting to agree a consensus score for each bidder.

- 3.7 A Product Evaluation Team, including representation from Falkirk, Stirling and Clackmannanshire Councils and NHS Forth Valley, reviewed product technical descriptions from each bidder for each product tendered, to ensure that products were fit for purpose. Products considered not fit for purpose were rejected and a quality and price score was not applied to the product.
- 3.8 Only after both evaluations were separately completed were quality and price scores added together to allow for a ranking of bidders on the basis of quality plus price score for each product.
- 3.9 Following evaluation of all bids, 13 suppliers have products ranked number 1;

Supplier	Registered location	Number of products	Estimated annual value	Estimated 4 year value
Aidapt Bathrooms Ltd	St Helens, Merseyside	24	£29k	£116k
Cefndy Healthcare & Manufacturing	Rhyl, Denbighshire	5	£4k	£16k
Drive Medical Limited	Elland, West Yorkshire	17	£32k	£128k
The Helping Hand Company Ltd	Ledbury, Herefordshire	1	£1k	£4k
Invacare Ltd	Pencoed, Bridgend	1	£2k	£8k
Langham-GE	Castle Donington, Derby	5	£3k	£12k
Mangar International Ltd	Presteigne, Powys	5	£12k	£48k
AKW Medicare Limited	Hampton Lovett, Droitwich Spa	3	£2k	£8k
Nottingham Rehab Limited t/a NRS Healthcare	Coalville, Leicestershire	26	£26k	£104k
Patterson Medical Ltd	Sutton in Ashfield, Nottinghamshire	43	£81k	£324k
SimplyMed Ltd	Wigan, Lancashire	1	£10k	£40k
SmitCare Limited	Camberley, Surrey	5	£1k	£4k
W Munro (Rehab) Ltd	Clydebank, Glasgow	2	£31k	£124k

- 3.10 Products ranked number one will form the Core Product List and the supplier whose product is ranked number one will be approached first by the Council. All other suppliers who bid for the product and the product was considered fit for purpose will be appointed onto the framework using the ranking from the tender evaluation. If a product cannot be delivered by the supplier within the timescales specified, the Council will approach the supplier of the second ranked product and so on until the requirement is satisfied. All suppliers appointed onto the framework are detailed at Appendix 1.
- 3.11 BES Rehab Ltd was not appointed onto the framework following the review of products. One product was considered not fit for purpose, as specified within the tender documentation and thirteen products did not relate to products specified on the Core Product List and therefore could not be evaluated. The price evaluation for BES Rehab Ltd was not conducted.

#### 4. FINANCIAL IMPLICATIONS

- 4.1 Bidders were asked to submit prices for the supply and delivery of products and these prices shall be fixed for the initial 3 years of the framework. Fixed pricing will help the Council manage budgets going forward.
- 4.2 The estimated value of the framework over the 4 years is £936,000. This is separated between organisations as follows:

Organisation	Estimated value per annum	Estimated value for 4 years
Falkirk and Stirling Councils	£200k	£800k
Clackmannanshire Council	£25k	£100k
NHS Forth Valley	£9k	£36k

- 4.3 The estimated benefit of procuring products on the Core Product List, based on the previous 12 months volume and pricing is £46k per annum and £184k over the 4 years. This is separated between organisations as follows;

Organisation	Estimated benefit per annum	Estimated benefit for 4 years
Falkirk and Stirling Councils	£29k	£116k
Clackmannanshire Council	£7k	£28k
NHS Forth Valley	£10k	£40k

- 4.4 Of the 138 items on the Core Product List; 3 items demonstrate a benefit of approximately £38k per annum of the estimated £46k (83%).
- 4.5 In accordance with Standing Order 6.2(iii) relating to contracts, consultation with the Chief Governance Officer to enter into the contract with this supplier was completed prior to acceptance of the tender.

## **5. ACTION TAKEN**

- 5.1 In accordance with Standing Order 6.2(iv), and having consulted with Portfolio Holder and the Chief Governance Officer, I have approved the tenders submitted by the suppliers listed at 2.9, with an approximate total framework value of £936k in respect of the Supply and Delivery of Aids for Daily Living to Falkirk, Stirling and Clackmannanshire Councils and NHS Forth Valley and on behalf of Falkirk Council as lead authority, note the value of the proposed contracts, in order to permit Stirling and Clackmannanshire Councils and NHS Forth Valley to rely on this report for authority to enter into such contracts if that is their decision.

## **6. RECOMMENDATIONS**

- 6.1 Members are asked to note the award of the tenders submitted in respect of the Supply and Delivery of Aids for Daily Living to Falkirk, Stirling and Clackmannanshire Councils and NHS Forth Valley by Falkirk Council in the capacity as lead authority.

*Margaret Anderson.*

.....  
**DIRECTOR OF SOCIAL WORK SERVICES**

Contact Name: Neil Biggar Ext: 0382

**FALKIRK  
COUNCIL**

**FRAMEWORK AGREEMENT FOR THE SUPPLY  
& DELIVERY OF AIDS FOR DAILY LIVING**

<b>Company</b>	<b>Postal Town</b>
Accora Ltd	Cambridge
Aidapt Bathrooms Ltd	St Helens
AKW Medicare Ltd	Droitwich Spa
Allardyce Healthcare Ltd	Dundee
Benmore Medical (UK) Limited	Liss
Cefndy Healthcare & Manufacturing	Rhyl
Drive Medical Limited	Elland
Evolution Healthcare Limited	Dungannon
Fast Aid Products Ltd	Loanhead
Impey Showers Ltd	Ilton
Invacare Ltd	Bridgend
Langham-GE	Derby
Mangar International Ltd	Powys
Mountway Limited	Tredegar
NHC Technology Ltd	Denbigh
Nordic Care Services Limited	Gwent
Nottingham Rehab Limited t/a NRS Healthcare	Leicestershire
OTS Ltd (OT Stores)	Worcestershire
Patterson Medical Ltd	Sutton in Ashfield
Peach – The Chair Shop t/a SIT UK Ltd	Newcastle upon Tyne
R82 UK Limited	Halesowen
Simplymed Ltd	Wigan
SmitCare Limited	Camberley
The Helping Hand Company Ltd	Ledbury
W Munro (Rehab) Ltd	Clydebank

**Estimated Total Value £936,000**