

Notice of Meeting and Agenda Executive Sub Committee

Date	Time	Venue
Friday, 27 March 2015	10:45	Room H018, Centre for Executive Education Building (CEE), Glasgow Caledonian University, Cowcaddens Road, Glasgow G4 0BA,

KENNETH GRAHAM
Head of Corporate Governance

Items of business

During consideration of the following items of business, the meeting will be open to the press and public.

Apologies

Apologies received from members of the Board.

Declarations of Interest

Members are asked to declare an interest in any item(s) on the agenda and to provide a brief explanation of the nature of the interest.

- | | | |
|----------|--|----------------|
| 1 | Minute of Executive Sub Committee
Minute of meeting of the Executive Sub-Committee held on 6 March 2015 | 5 - 18 |
| 2 | Revenue Budget Monitoring Report
Joint report by the Treasurer and the Director for the period to 27th February | 19 - 22 |
| 3 | Associate Member Review
Report by Director on Associate Membership | 23 - 26 |
| 4 | Application for Associate Membership
Report by Director regarding application for Associate Membership by SB Cares | 27 - 28 |
| 5 | Communications Update
Verbal Report by Director | |
| 6 | Scotland Excel Supplier Excellence Awards & Development Event 2015
Report by Director | 29 - 30 |
| 7 | Contract for Approval - Heavy Plant
Report by Director | 31 - 38 |
| 8 | Professional Indemnity Cover
Report by Clerk | |

9 Date of Next Meeting

15th May 2015

EXCLUSION OF PRESS AND PUBLIC

The Board may by resolution exclude the press and public from the meeting during consideration of the following items of business as it is likely, in view of the nature of the business to be transacted, that if members of the press and public are present, there could be disclosure to them of exempt information as defined in paragraphs 6 and 9 of Part I of Schedule 7A of the Local Government (Scotland) Act, 1973.

10 Secure Care Price Variation Report

**MINUTE OF MEETING OF THE SCOTLAND EXCEL EXECUTIVE SUB-COMMITTEE
HELD AT RENFREWSHIRE HOUSE, PAISLEY ON 30 JANUARY, 2015**

PRESENT

I Whyte (City of Edinburgh Council); N Macdonald (Comhairle nan Eilean Siar); M McElroy (Glasgow City Council); M Holmes (Renfrewshire Council); and Provost E Logan (South Lanarkshire Council).

Councillor Holmes, Convener, presided.

BY VIDEO LINK

Councillor P Valentine (Angus Council)

APOLOGIES

Councillors G Dykes (Dumfries and Galloway Council); M Smith (Highland Council); G McLean (North Ayrshire Council); and A Westlake (Shetland Council)..

IN ATTENDANCE

J Welsh, Director of Scotland Excel, H Carr, Head of Strategic Procurement; J McLaggan, Business Services Manager; T Hand, Senior Procurement Specialist; D Pettigrew, Senior Procurement Specialist; S Dalstrom, Senior Procurement Specialist; and L Marron , Senior Procurement Specialist (all Scotland Excel); and D Forbes, Finance Manager; E Coventry, Democratic Services Officer; and D Forbes, Finance Manager (all Renfrewshire Council).

DECLARATIONS OF INTEREST

The Clerk intimated this was a standard item on the Agenda and asked members to indicate if there were any declarations of interest.

No declarations of interest were expressed.

1. MINUTE OF THE MEETING OF THE EXECUTIVE SUB-COMMITTEE

There was submitted the Minute of the meeting of the Executive Sub-Committee held on 30 January, 2015.

DECIDED: That the Minute be approved.

2. REVENUE BUDGET MONITORING REPORT

There was submitted a Revenue Budget Monitoring report by the Treasurer and Director of Scotland Excel for the period 1 April, 2014 to 30 January, 2015.

DECIDED: That the report be noted.

3. VACANCY AND WORKFORCE PLAN

There was submitted a report by the Director which provided an explanation of the current vacancies, a recruitment update and the impact of VER / VR on the operation and budget of Scotland Excel.

The report advised that the use of VR / VER in Scotland Excel had identified a cost of £110,000 to release staff and this figure was below the previously approved budget of £200,000 which was available due to vacant posts in the establishment during the current financial year. The release of the staff identified and approved under the scheme would generate annual savings of £198,000. The release of these staff could be achieved without any impact upon the contract delivery schedule and it was proposed that these savings were reinvested in the service delivery of the organisation.

The report intimated that the three year strategy for Scotland Excel and the supporting organisational structure would be submitted to the next meeting of the Joint Committee. A further update on progress would be given to the Executive Sub Committee in late March 2015.

DECIDED: That the report be noted.

4. STAKEHOLDER ENGAGEMENT UPDATE

There was submitted a report by the Director of Scotland Excel which provided an update on the stakeholder engagement project to allow key stakeholders to share views on the future strategic direction of the organisation.

DECIDED: That the report be noted.

5. DELIVERY OF NATIONAL CARE HOME PROJECT

There was submitted a report by the Director of Scotland Excel which provided a progress update regarding Scotland Excel taking on a much more active role in the procurement and management of the National Care Home Contract and set out the expected benefits and potential risks.

Scotland Excel was in dialogue with COSLA to move forward with a value proposition and a series of sample reports had been produced for council and partnership feedback.

The report indicated that management of the National Care Home Contract could not be undertaken within present resources. The skills required to effectively manage the National Care Home Contract included procurement, commissioning, data analysis, financial accounting and risk management. The resources to support these activities needed to reflect the contract spend, circa £600m per annum with approximately 353 providers across circa 887 care homes.

The resources currently in place provided capacity only to annually negotiate fees, as well as some policy development work. It was estimated that Scotland Excel would require circa £250k per annum to undertake the necessary activities. This would deliver a 0.5FTE commissioning manager, 0.5FTE legal services, one procurement specialist, a financial specialist, a data specialist and administrator. The overall cost to councils was estimated at only 0.04% of the current expenditure across Scotland.

A full project plan for transfer of responsibilities would be drawn up following formal agreement to the transfer of procurement activity to Scotland Excel.

DECIDED: That the report be noted.

6. CONTRACT FOR APPROVAL – SUPPLY AND DELIVERY OF BUILDING AND TIMBER MATERIALS

There was submitted a report by the Director of Scotland Excel relative to the framework for the supply and delivery of janitorial products for the period from 1 April 2015 until 31 March 2018 with an option to extend for up to 12 months to 31 March, 2019. The framework would provide councils and other participating bodies with a mechanism to procure a range of building and timber materials in support of construction projects, ongoing maintenance schedules and ad hoc repairs. A number of council departments were likely to use the framework including stores and housing maintenance.

The report indicated that the framework was split into eight lots recognising the current structure of the market place and was designed to align with council requirements. The forecast annual spend for participating councils is £11.6m, equating to £46.4m over the term of the framework, including the extension period. Other participating bodies have validated an additional spend of £0.9m per annum, a total of £3.6m over the term of the framework.

To date 30 councils had confirmed their participation in this framework. East Ayrshire and Stirling Councils would not be participating.

DECIDED: That the business be awarded as follows:

Lot 1 – Timber Doors

Jewson Ltd

Thornbridge Sawmills Ltd

D McNair (Builders Merchants) Ltd

MGM Timber (Scotland) Ltd
Grafton Merchanting GB Ltd
St Andrews Timber Supplies Ltd

Lot 2 – Timber Door Sets

Scotdor
Jewson Ltd
MKM Building Supplies Ltd
D McNair (Builders Merchants) Ltd

Lot 3 – Sheet and Timber Materials

MGM Timber (Scotland) Ltd
Thornbridge Sawmills Ltd
St Andrews Timber Supplies Ltd
Rowan Timber Supplies (Scotland) Ltd
Jewson Ltd
MKM Building Supplies Ltd
D McNair (Builders Merchants) Ltd
Grafton Merchanting GB Ltd

Lot 4 – Timber Fencing

MGM Timber (Scotland) Ltd
Thornbridge Sawmills Ltd
Jewson Ltd
MKM Building Supplies Ltd
Grafton Merchanting GB Ltd
D McNair (Builders Merchants) Ltd
Rowan Timber Supplies (Scotland) Ltd
St Andrews Timber Supplies Ltd

Lot 5 – Laminate Wall Panels

Nu-Style Products Ltd
MGM Timber (Scotland) Ltd
Jewson Ltd
MKM Building Supplies Ltd
St Andrews Timber Supplies Ltd
Thornbridge Sawmills Ltd

Lot 6 – Building Materials

B & Q Plc
MKM Building Supplies Ltd
Jewson Ltd
D McNair (Builders Merchants) Ltd
Grafton Merchanting GB Ltd
St Andrews Timber Supplies Ltd

Lot 7 – Roofing Materials

Jewson Ltd
SIG Trading Ltd, trading as SIG Exteriors UK part of SIG Plc
MKM Building Supplies Ltd
D McNair (Builders Merchants) Ltd
Grafton Merchanting GB Ltd

Lot 8 – Metal Fencing

James Cowie and Co Ltd

7. CONTRACT FOR APPROVAL – GROUNDS MAINTENANCE EQUIPMENT

There was submitted a report by the Director of Scotland Excel relative to the framework for the purchase of grounds maintenance equipment covering the period from 1 March 2015 to 28 February 2018 with an option to extend for up to 1 year to 28 February 2019. The framework covers a range of equipment purchased by councils in order to maintain council amenities (parks, golf courses, pitches etc), green spaces and gardens.

The report indicated that the framework was split into twenty lots designed to attract small companies which supply grounds maintenance equipment to their local councils. The lotting strategy was also designed to allow tenderers (mainly SMEs) to bid for specific specialist lots.

The forecast annual spend for participating councils was £8m per annum equating to £32m over the term of the framework including the extension period.

To date 29 Councils and Tayside Contracts had confirmed participation in this framework. Angus Council, Fife Council and South Lanarkshire Council had arrangements in place until 2016 and would decide on participation at a later date.

DECIDED: That the business be awarded as follows:

Lot 1 – Hand Held Equipment

HAMILTON BROS (ENG) LTD
Thomas Sheriff & Co Ltd
Nairn Brown (Glasgow) Ltd
Henry H Sheach Lawnmower Services Ltd
CS Equipment Ltd
Fraser C Robb
A M Phillip
SGM
Alex McDougall
Spaldings Ltd
Garden Machinery & Small Engine Services
Premier Parts UK

Lot 2 -Pedestrian Push Equipment

The Double A Trading Company Ltd
Nairn Brown (Glasgow) Ltd
Alex McDougall
Thomas Sheriff & Co Ltd
Fraser C Robb
Premier Parts UK
Garden Machinery & Small Engine Services
CS Equipment Ltd
SGM
TERRA FIRMA (SCOTLAND) LIMITED
Henderson Grass Machinery Ltd
Henry H Sheach Lawnmower Services Ltd
A M Phillip
Spaldings Ltd

Lot 3 - Pedestrian Equipment – Self Propelled

HAMILTON BROS (ENG) LTD
The Double A Trading Company Ltd
CS Equipment Ltd
Nairn Brown (Glasgow) Ltd
SGM
A M Phillip
Henderson Grass Machinery Ltd
Fraser C Robb
Premier Parts UK
Alex McDougall
Thomas Sheriff & Co Ltd

Lot 4 - Self Propelled Mowers

FAIRWAYS GM LTD
Henderson Grass Machinery Ltd
HAMILTON BROS (ENG) LTD
A M Phillip
The Double A Trading Company Ltd
Fraser C Robb
Nairn Brown (Glasgow) Ltd
Simon Tullett Machinery Co Ltd
SGM
Thomas Sheriff & Co Ltd
CS Equipment Ltd
Henry H Sheach Lawnmower Services Ltd
Garden Machinery & Small Engine Services
Alex McDougall

Lot 5 – Tractor/Vehicle Mounted Pesticide Applicators

The Double A Trading Company Ltd
Nairn Brown (Glasgow) Ltd
FAIRWAYS GM LTD
Thomas Sheriff & Co Ltd
Reekie Group
CS Equipment Ltd
SGM
A M Phillip
Henderson Grass Machinery Ltd
Agricar
Fraser C Robb

Lot 6 Ride-on Equipment

FAIRWAYS GM LTD
The Double A Trading Company Ltd
HAMILTON BROS (ENG) LTD
Henderson Grass Machinery Ltd
Nairn Brown (Glasgow) Ltd
SGM
Thomas Sheriff & Co Ltd
Alex McDougall
CS Equipment Ltd
Scot JCB Ltd
A M Phillip
Henry H Sheach Lawnmower Services Ltd
Simon Tullett Machinery Co Ltd
Garden Machinery & Small Engine Services
Fraser C Robb
Premier Parts UK

Lot 7 Utility Vehicles

FAIRWAYS GM LTD
SGM
The Double A Trading Company Ltd
HAMILTON BROS (ENG) LTD
Reekie Group
Nairn Brown (Glasgow) Ltd
A M Phillip
Scot JCB Ltd
Thomas Sheriff & Co Ltd
Fraser C Robb

Lot 8 Towed Equipment

Nairn Brown (Glasgow) Ltd
HAMILTON BROS (ENG) LTD
Scot JCB Ltd
The Double A Trading Company Ltd
FAIRWAYS GM LTD
A M Phillip
SGM
Thomas Sheriff & Co Ltd
CS Equipment Ltd
Fraser C Robb
Agricar
Reekie Group

Lot 9 Tractors

HAMILTON BROS (ENG) LTD
SGM
Reekie Group
A M Phillip
Henderson Grass Machinery Ltd
The Double A Trading Company Ltd
Thomas Sheriff & Co Ltd
Nairn Brown (Glasgow) Ltd
Scot JCB Ltd
Bryson Tractors Ltd
Fraser C Robb
Agricar

Lot 10 Tractor Mounted Equipment

The Double A Trading Company Ltd
Reekie Group
Nairn Brown (Glasgow) Ltd
SGM
Scot JCB Ltd
FAIRWAYS GM LTD
A M Phillip

Henderson Grass Machinery Ltd
Thomas Sheriff & Co Ltd
HAMILTON BROS (ENG) LTD
Fraser C Robb
Premier Parts UK
Agricar

Lot 11 Tractor Mounted Mowers

HAMILTON BROS (ENG) LTD
The Double A Trading Company Ltd
A M Phillip
Nairn Brown (Glasgow) Ltd
SGM
Scot JCB Ltd
Henderson Grass Machinery Ltd
FAIRWAYS GM LTD
Thomas Sheriff & Co Ltd
Reekie Group
Agricar
Garden Machinery & Small Engine Services
Fraser C Robb

Lot 12 Tractor Mounted Pitch Care

HAMILTON BROS (ENG) LTD
The Double A Trading Company Ltd
A M Phillip
FAIRWAYS GM LTD
Reekie Group
Nairn Brown (Glasgow) Ltd
Scot JCB Ltd
Thomas Sheriff & Co Ltd
SGM
Bunce (Ashbury)
Agricar
Fraser C Robb

Lot 13 Tractor Mounted Stumpgrinder/Chipper/Shredder

SGM
A M Phillip
HAMILTON BROS (ENG) LTD
GIBSON GARDEN MACHINERY LTD
The Double A Trading Company Ltd
Thomas Sheriff & Co Ltd
Fraser C Robb
Premier Parts UK

Lot 14 Vehicle Mounted Equipment

Thomas Sheriff & Co Ltd
Nairn Brown (Glasgow) Ltd
FAIRWAYS GM LTD
The Double A Trading Company Ltd
SGM
A M Phillip
Fraser C Robb

Lot 15 Portable Equipment

Rhinowash Ltd
FAIRWAYS GM LTD
Nairn Brown (Glasgow) Ltd
SGM
Flowplant Group Ltd
Fraser C Robb

Lot 16 Static Equipment

FAIRWAYS GM LTD
Rhinowash Ltd
Fraser C Robb

Lot 17 Hand Held Equipment

Scot JCB Ltd
HAMILTON BROS (ENG) LTD
Nairn Brown (Glasgow) Ltd
CS Equipment Ltd
Thomas Sheriff & Co Ltd
A M Phillip
Fraser C Robb

Lot 18 Pedestrian – Self Propelled

HAMILTON BROS (ENG) LTD
Scot JCB Ltd
CS Equipment Ltd
A M Phillip

Lot 19 Tractor Mounted Equipment

Fraser C Robb
Nairn Brown (Glasgow) Ltd
SGM
The Double A Trading Company Ltd
HAMILTON BROS (ENG) LTD
Scot JCB Ltd
TERRA FIRMA (SCOTLAND) LIMITED
FAIRWAYS GM LTD

Bryson Tractors Ltd
Henderson Grass Machinery Ltd
Thomas Sheriff & Co Ltd
A M Phillip
Bunce (Ashbury)
James A Cuthbertson Limited
Agricar

Lot 20 – Towed Grit Spreaders

Fraser C Robb
A M Phillip
HAMILTON BROS (ENG) LTD
FAIRWAYS GM LTD
SGM
Thomas Sheriff & Co Ltd
Bunce (Ashbury)
Nairn Brown (Glasgow) Ltd
Agricar

8. CONTRACT FOR APPROVAL – ASBESTOS SURVEY, REMOVALS AND ANALYTICAL SERVICES

There was submitted a report by the Director of Scotland Excel relative to the framework for asbestos survey, removals and analytical services covering the period from 1 April 2015 until 31 March 2017 with the option to extend for up to 24 months to 31 March 2019.

This framework will enable member councils to procure asbestos related services to ensure their housing and commercial properties are kept up to date in terms of asbestos surveys, removals and testing. The framework is supported, where appropriate, by United Kingdom Accreditation Service (UKAS) accreditation and the Health and Safety Executive (HSE) licenses.

The report indicated that the required asbestos services covered by this framework were segmented into two markets, with one market being for asbestos removal services and the other for survey and/or analytical services. Legislation prevented a supplier who surveyed a property being involved in the removal of any asbestos located within the same property. In response to this market segmentation the framework was split into three lots

The forecast annual spend for participating councils was £8m per annum across the three lots.

To date 29 Councils had confirmed participation in this framework. East Ayrshire, Glasgow and Fife Councils have confirmed that they will not participate in the framework. These councils had their own arrangements in place. All member councils however were listed in the EU contract notice as potential participants so that they may access the framework in the future if required.

DECIDED: That the business be awarded as follows:

Lot 1 – Surveys

AMS Asbestos Management Services Ltd – Offer 1
AMS Asbestos Management Services Ltd – Offer 2
Environmental Essentials Ltd
WSP UK Ltd – Offer 1
AMS Asbestos Management Services Ltd – Offer 3
AMS Asbestos Management Services Ltd – Offer 4
Life Environmental Services – Offer 1
WSP UK Ltd – Offer 2
WSP UK Ltd – Offer 3
SGS MIS Environmental Ltd – Offer 1
AMS Asbestos Management Services Ltd – Offer 5
AMS Asbestos Management Services Ltd – Offer 6
REC Ltd – Offer 1
REC Ltd – Offer 3
Environmental Evaluation Limited – offer 1
Redhill Analysts Ltd – Offer 1
Asbestos Analytical Services – Offer 1
REC Ltd – Offer 2
Environtec Ltd – Offer 1
Asbestos Specialists (UK) Ltd
Redhill Analysts Ltd – Offer 2
WSP UK Ltd – Offer 4
Asbestos Analytical Services – Offer 2
Life Environmental Services – Offer 2
Omega Asbestos Consulting Ltd – Offer 1
REC Ltd – Offer 4
Environmental Evaluation Limited – offer 2
Redhill Analysts Ltd – Offer 3
Omega Asbestos Consulting Ltd – Offer 2
Shield On-Site Services – Offer 1
Shield On-Site Services – Offer 2
Environtec Ltd – Offer 2

Lot 2 – Removal & Disposal

Rhodar Ltd – Offer 1
OCS Environmental Services Limited – Offer 1
Enviraz (Scotland) Ltd – Offer 1
Enviraz (Scotland) Ltd – Offer 2
CHAMIC INDUSTRIAL SERVICES LIMITED
Clarkes Environmental Ltd – Offer 1

OCS Environmental Services Limited – Offer 2
GK Contracts (Scotland) Ltd – Offer 1
Rhodar Ltd – Offer 2
Enviraz (Scotland) Ltd – Offer 3
GK Contracts (Scotland) Ltd – Offer 2
GK Contracts (Scotland) Ltd – Offer 3
Rhodar Ltd – Offer 3
GK Contracts (Scotland) Ltd – Offer 4
GK Contracts (Scotland) Ltd – Offer 5
GOWRIE CONTRACTS LIMITED – Offer 1
GOWRIE CONTRACTS LIMITED – Offer 2
Enviraz (Scotland) Ltd – Offer 4
GK Contracts (Scotland) Ltd – Offer 6
Clarkes Environmental Ltd – Offer 2
Aspect Contracts Limited – Offer 1

Lot 3 – Analytical Services

Environmental Essentials Ltd
AMS Asbestos Management Services Ltd – Offer 1
REC Ltd – Offer 1
AMS Asbestos Management Services Ltd – Offer 2
REC Ltd – Offer 4
Life Environmental Services – Offer 1
REC Ltd – Offer 5
Redhill Analysts Ltd – Offer 1
REC Ltd – Offer 2
Environtec Ltd – Offer 1
AMS Asbestos Management Services Ltd – Offer 3
AMS Asbestos Management Services Ltd – Offer 4
IOM Consulting Ltd – Offer 1
WSP UK Ltd – Offer 1
Redhill Analysts Ltd – Offer 2
REC Ltd – Offer 3
WSP UK Ltd – Offer 2
AMS Asbestos Management Services Ltd – Offer 5
AMS Asbestos Management Services Ltd – Offer 6
ACRON ASBESTOS LTD – Offer 1
IOM Consulting Ltd – Offer 2
Environmental Scientifics Group Limited – Offer 1
Omega Asbestos Consulting Ltd - Offer 1
Environtec Ltd – Offer 2
IOM Consulting Ltd – Offer 3
Omega Asbestos Consulting Ltd - Offer 2
Redhill Analysts Ltd – Offer 3

8. CONTRACT FOR APPROVAL – PRESENTATION & AUDIO VISUAL EQUIPMENT

There was submitted a report by the Director of Scotland Excel relative to the framework for Presentation & Audio Visual Equipment covering the period from 1 April 2015 to 31 March 2018, with an option to extend for up to one year until 31 March 2019

The report indicated that the framework would incorporate a wide range of solution based packages for interactive white boards, interactive touch screen display units, interactive projectors, LCD & LED projectors and televisions. Installation and reactive maintenance for those products out with warranty would also feature in this framework. Customers would have a single source option for supply, installation and maintenance thereby increasing efficiency for customers.

The framework consisted of a single lot incorporating interactive white boards featuring various technologies, interactive touch screen display units, interactive and multimedia projectors and televisions. Each product type was offered in a range of models and sizes to suit different requirements and environments. In total 37 products were available along with warranty, installation, commissioning and reactive maintenance.

The forecast annual spend for participating councils was approximately £5-6 million per annum which would allow for expenditure on innovative technology or potential spend through the NHS, Scottish Parliament and council office rationalisation projects.

To date 32 councils and Tayside Contracts had confirmed their intention to participate in this framework from the outset. National Services Scotland (NHS) and the Scottish Parliament have also cited their intention to participate in the framework and this was stated in the contract notice.

DECIDED: That the business be awarded as follows:

AVM Impact Ltd
SSUK Ltd
TCIB Installations
Irruptus Limited (t/a Efficient Infrastructure Solutions)

9. DATE OF NEXT MEETING

The next meeting would be held on 27 March, 2015.

To: Scotland Excel Executive Sub Committee

On: 27 March 2015

Report by: Joint Report by the Treasurer and the Director

Heading: Revenue Budget Monitoring Report to 27 February 2015

1. Summary

- 1.1 Gross expenditure is £24,000 over budget and income is currently £178,000 over recovered which results in a net underspend of £154,000 for Scotland Excel. This is summarised in point 4:

2 Recommendations

- 2.1 It is recommended that members consider the report.

3 Budget Adjustments Since Last Report

- 3.1 There have been no budget adjustments since the last report.

4 Budget Performance

- | | |
|-----------------------------|--------------------------------|
| 4.1 Current Position | Net Underspend £154,000 |
| <i>Previously Reported</i> | <i>Net Underspend £191,000</i> |

The variance in expenditure is primarily due to an underspend in Employee Costs and Supplies & Services offset by an overspend in Administrative Costs.

The underspend in Employee Costs is mainly related to 4 vacancies within procurement roles. A recruitment process is underway and these posts are expected to be filled by the year end. This is partially offset by a one off cost for voluntary redundancy and agency fees for additional temporary staff. Additional Employee and Travel Costs in relation to the procurement reform team are offset by additional income.

The underspend in Supplies and Services is due to delays in the planned expenditure on IT development.

The overspend in Administration Costs is mainly due to legal fees incurred following a recent challenge over a tendering contract, the majority of these costs are expected to be recovered on conclusion of the legal process. Additional recruitment costs related to the filling of vacancies have also contributed to the overspend.

Training courses delivered by Scotland Excel have resulted in the overspend within Payments to Other Bodies. These are fully recharged back to delegates and offset by additional income.

The over recovery of Other Income relates to the recoverable Employee Costs, Legal Fees and Training Costs discussed above.

4.2 Projected Year End Position

The projected year end position shows a draw down from reserves of £352,000 which is £103,600 less than the approved draw down primarily associated with the vacancies discussed in 4.1. This includes a projected draw on reserves of £112,900 in respect of VR/VER costs as discussed in the 2015-16 Revenue Estimates report approved by the Joint Committee on the 5 December 2014.

JOINT COMMITTEE: SCOTLAND EXCEL

	Agreed Annual Budget	Year to Date Budget	Year to Date Actual	Adjustments	Revised Actual
CORE OPERATIONS EXPENDITURE	3,265	2,694	2,727	0	2,727
NON-CORE OPERATIONS EXPENDITURE	405	323	314	0	314
TOTAL GROSS EXPENDITURE	3,670	3,017	3,041	0	3,041

	£000's	£000's
Budgeted Deficit	456	Opening Reserves
Anticipated Year End Deficit	352	Anticipated Closing Reserves
		(1,135)
		(783)

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Scotland Excel Executive Sub Committee

To: Executive Sub Committee

On: 27 March 2015

Report by Director

Associate Member Report

1 Introduction

In January the Executive Sub Committee requested a report reviewing the fee structure for Associate Members of Scotland Excel. This report covers this review and proposes interim fees for Associate Membership to enable further work on funding options to be developed.

2 Background

In addition to the 32 Local Authorities who are members of Scotland Excel there are 60 Associate Members of the organisation. Once approved for membership by committee, associates can access the Scotland Excel frameworks and benefit from discounted places on training courses delivered by Scotland Excel.

The membership fees for these organisations have not been reviewed for a number of years and as Scotland Excel moves toward the delivery of a new business plan a review of the membership arrangements and fees is prudent.

The current Associate Members are shown in Appendix 1 to this report.

3 Current Position

Scotland Excel's current 60 Associate Member organisations are a mix of community, church and charitable organisations together with a number of local authority "arms length organisations".

The fee income of these groups is circa £26,000 in 2014-15 with the average membership fee being £413

Membership fees for new member organisations are based on a number of factors with a set fee of £150 with additional amounts added from a matrix based upon the number of staff and number of locations that the organisation will require suppliers to service. There are however some historical legacy fees, some as low as £60, which relate to organisations who were previously members of ABC (the Authorities Buying Consortium). Most Associate organisations are long standing members with new applications currently averaging 6 per year.

To become an Associate Member the organisation must meet the requirements of the Local Authorities (Goods and Services) Act 2003 in that they are either a public authority or body or if not being a public body has functions of a public nature or engages in activities of that nature.

When applying for membership organisations are asked to identify the contracts which they will be interested in using and in the past organisations have often joined Scotland Excel to access a single specific contract. However as the contract portfolio has grown analysis of spend indicates that there are more contracts that associate members are now accessing. The result is that associates are now gaining significant savings and benefits from their membership and the fees paid do not reflect this.

4 Proposed

Having reviewed the current membership and fee structure three groupings of existing members has been identified.

The first tier is organisations which currently pay fees from £460 to £10,000 and in addition to accessing a range of contracts make regular use of training including dedicated in-house courses arranged specifically for them. As such it is proposed that these organisations should have a membership fee that reflects the level of savings that they are benefiting from. The proposed fee for these organisations would be based on a membership fee plus a percentage of the organisation's annual spend over an agreed figure. As an indication this flexible element of the fee would be in the region of 1 or 2% of spend.

The second tier is the group of members of which are a mix of historic members and newer members admitted under the current fee structure. These members pay fees in the range £60 to £300. It is proposed that this group pay a minimum fee of £500. It is accepted that under this new fee proposal some organisations may choose not to renew their membership however those who do clearly see the benefit of membership and the opportunity to work with these members to develop them exists. Some flexibility in this fee would be exercised and if there were clear community benefits in waiving the fee this would be considered where appropriate.

The bottom tier is council "arms length organisations" (ALEOs) who access the full range of Scotland Excel contracts and training. There is no fee for Council ALEOs however these organisations will still have to make formal application to become associate members and meet the legal requirements of membership.

Another group of organisations have been identified that are not currently associate members and create an opportunity for Scotland Excel going forward. As part of an agreement to support cross sector collaboration, organisations such as Advanced Procurement for Universities and Colleges (APUC), the NHS and the Scottish Government have access to Scotland Excel contracts. As the contract portfolio has developed, these organisations have been making increasing use of Scotland Excel contracts and the spend of these organisations now accounts for £4.9m per annum.

In the ongoing support of cross sector collaboration it is not proposed to introduce a fee to these organisations; however an alternative source of income from these organisations has been identified. Many of the contracts being utilised by these organisations attract rebates from suppliers and it is proposed that going forward Scotland Excel will collect and retain these rebates from suppliers and this could generate potential revenue of £30,000 per annum.

There is a final area of spend on contracts which has been identified from organisations who are not members and are not known to Scotland Excel. These organisations appear to be given Scotland Excel contract prices by suppliers without confirming that they are available to them. As many of these are Housing Associations and given the number and geographical spread of these organisations it is proposed that Scotland Excel continue to explore the opportunity to develop group memberships for them through professional, representative or interest groups for these organisations. This provides Scotland Excel with the opportunity to engage and develop relationships with these groups in an efficient and cost effective way. This could potentially deliver an initial income of £10,000 per annum.

The information on contract expenditure is summarised in Appendix 2 and shows all the organisation groups making use of the range of Scotland Excel contracts.

5 Recommendation

The Executive Sub Committee is requested to consider the contents of this report and approve the fee structure proposed under the groupings of membership identified.

ASSOCIATE MEMBER	JOINED AS MEMBER	TIER
Bield Housing Association	2008	1
Church of Scotland	2008	1
General Teaching Council	2014	1
Hanover Housing	2008	1
River Clyde Homes	2009	1
Scottish Parliament Corporate Body	2015	1
Scottish Wildlife Trust	2008	1
SEEMIS Group	2009	1
Strathclyde Partnership for Transport	2008	1
Transport Scotland	2013	1
Cosgrove Care	2008	2
Govan Workspace	2008	2
Hayfield Support Services	2008	2
Highlands & Islands Transport Partnership	2008	2
Highland Reserve Forces and Cadets	2011	2
Inverclyde Voluntary Council of Social Services	2008	2
Islay & Jura Community Enterprises	2008	2
Jordanhill School	2008	2
Kibble Education Centre	2008	2
Lightburn Elderly Association	2008	2
National Theatre of Scotland	2008	2
North Area Transport Association	2008	2
Renfrewshire Association for Mental Health	2008	2
Regen FX	2013	2
Revive MS Support	2008	2
Rossie Secure Accommodation	2008	2
Scottish Ballet	2008	2
Scottish Library & Information Council	2008	2
Scottish Outdoor Education Centres	2008	2
Seamab School	2008	2
South Kintyre Sports Council	2008	2
South Lanarkshire Careers Network	2008	2
St Roch's Childcare Service	2009	2
The Arches	2008	2
The Boy's Brigade Glasgow Battalion	2008	2
The Dixon Community	2008	2
The Firhill Complex	2008	2
The Jeely Piece Club	2008	2
The Notre Dame Centre	2008	2
The Princess Royal Trust	2008	2
The Royal Zoological Society of Scotland	2008	2
The Spark Initiative	2008	2
Transform Schools North Lanarkshire	2008	2
Tron Theatre	2008	2
Trust Housing Association	2008	2
Turning Point Scotland	2008	2
West Granton Community Trust	2008	2
Dumfries & Galloway Care Trust	2008	3
East Ayrshire Leisure	2013	3
Fife Cultural Trust	2013	3
Glasgow Life	2010	3
High Life Highland	2013	3
Inverclyde Leisure	2008	3
North Ayrshire Leisure	2008	3
North Lanarkshire Leisure	2008	3
Renfrewshire Leisure	2008	3
Safer Glasgow	2015	3
South Lanarkshire Leisure	2008	3
Sport Aberdeen	2009	3

ASSOCIATE MEMBER SPEND

Sector	October to December 2013	January to March 2014	April to June 2014	July to September 2014
APUC	£40,787.76	£40,418.06	£38,996.51	£68,123.23
Charity	£5,683.01	£5,582.54	£5,997.26	£6,786.20
Fire	£1,477.18	£5,799.89	£3,733.80	£1,462.17
Housing Association	£105,587.34	£65,206.63	£127,813.84	£121,500.20
Leisure Facilities	£108,824.53	£92,672.17	£142,012.40	£119,922.81
NHS	£567,392.33	£544,797.51	£466,468.02	£452,105.85
Non Specific Group	£21,837.14	£267,136.85	£68,825.18	£125,968.63
Police	£65,532.88	£67,164.15	£51,842.08	£49,837.62
Scottish Government	£851,595.78	£776,653.26	£516,854.27	£553,923.79
Strathclyde Partnership For Transport	£399,040.62	£187,619.20	£174,504.82	£337,783.79
Unidentified (No information from suppliers)	£564.23	£514.28	£385.89	£533.73
Grand Total	£2,168,322.80	£2,053,564.54	£1,597,434.07	£1,837,948.02

To: Executive Sub-Committee

On: 27 March 2015

Report by Director

Request for Associate Membership of Scotland Excel by SB Cares

1 Introduction

In February 2015 Scottish Borders Council agreed to establish a Limited Liability Partnership, SB Cares, through which it would deliver the statutory duties which the Council has, to provide assistance to persons in need under the Social Work (Scotland) Act 1968.

SB Cares is as an Arms Length External Organisation of the council (ALEO). The organisation's aim is to deliver homecare, extra care housing, residential care, day services and ability equipment services for the community within the area served by the Scottish Borders Council.

Based on the foregoing SB Cares have approached Scotland Excel and requested approval to become an associate member with continued access to our contracts under the council's annual requisition fee.

2 Legislative Position

Under the Local Government in Scotland Act 2003 local authorities can supply goods and services to a range of organisations and public bodies and Scotland Excel facilitates this by managing a number of "associate members" along with the 32 "full member" Councils. Associate members do not receive the full range of services which full members have and subsequently are asked to sign a Service Level Agreement (SLA) rather than a full governance document.

Scotland Excel monitors all requests from arms length organisations to become associate members to ensure that any legal requirements are met as not all such organisations are fully funded from their local authority, in this case SB Cares qualify for membership as they in accordance with the Local Authorities (Goods and Services) Act 1970, section 1B, namely that the organisation is not a public body, but it has functions of a public nature or engages in activities of that nature. This SLA is necessary to ensure Renfrewshire Council as the contracting authority responsible for acceptance of contracts is not liable for any default by an associate member against a Scotland Excel contract.

3 Recommendation

It is recommended to committee that SB Cares application to join Scotland Excel as an associate member accepted subject to completion and signing of the SLA.

Scotland Excel Executive Sub Committee

To: Executive Sub Committee

On: 27 March 2015

Report by Director

Scotland Excel Supplier Excellence Awards & Development Event 2015

The Scotland Excel Supplier Excellence Awards celebrate good practice, innovation and suppliers who go the extra mile.

The Scotland Excel Supplier Excellence Awards opened on Friday 6 March and will close on Thursday 2 April. The awards are open to suppliers who are named on qualifying Scotland Excel frameworks. To qualify, frameworks must have reported spend prior to 31 December 2014 and be active between 1 April 2014 and 30 June 2015. These suppliers have been invited to enter the awards. The awards are free to enter and must be completed by suppliers online at www.scotland-excel.org.uk/SupplierExcellence.

There are seven award categories - Cost Saving Excellence; Environmental Excellence; Excellence in our Communities; Excellence in Innovation; Partnership Excellence; Excellence in Customer Support and Customer Service Excellence. Each award category recognises both a large and SME supplier. Only the Customer Service Excellence category will recognise one overall winner. The judging panel may also award one or more 'highly commended' certificates in any category.

A supplier may submit an entry for each qualifying framework they are named on and may enter as many categories as they wish. Winners will be announced at an awards ceremony at the Scotland Excel Supplier Excellence Awards and Development event.

The Scotland Excel Supplier Excellence Awards and Development Event will take place on Thursday 11th June at the prestigious Glasgow Royal Concert Hall.

The event will include a national Meet the Buyer with all 32 local authorities, the Supplier Development Programme (SDP) and other organisations invited to host an information stand.

A morning Meet the Buyer session will be exclusive to the Scotland Excel suppliers who are named on qualifying frameworks for the Supplier Excellence Awards. This will be followed by a lunch and awards ceremony for suppliers and invited guests to announce the winners of the Scotland Excel Supplier Excellence Awards.

An afternoon Meet the Buyer session will be open to other Scotland Excel suppliers and SMEs across the country through the support of the Supplier Development Programme (SDP). We will also run free business seminars throughout the day to offer additional development opportunities to all delegates.

We are in the process of collating a list of potential judges and a list of invited guests for the lunch and awards ceremony. If you'd like to note your interest for either, please email SupplierExcellence@scotland-excel.org.uk. Invitations will be issued in the coming weeks.

Scotland Excel Executive Sub Committee

To: Executive Sub Committee

On: 27 March 2015

Report by Director

Tender: Heavy Plant

Schedule: 09-14

Period: 1 March 2015 to 28 February 2018 with option to extend for up to one year to 28 February 2019

1 Introduction and Background

This report covers the outcome of the evaluation of offers received in relation to the first iteration of a framework for the purchase of heavy plant. The effective date of framework commencement will be Mid April 2015 and it will run until 28 February 2018 with an option to extend for up to 1 year to 28 February 2019. The framework covers a range of vehicles and machinery purchased by councils for operational purposes.

Given the type of equipment required, this framework will facilitate the purchase of specialist plant and machinery. It will provide efficiency in terms of councils purchasing direct from a supplier on the framework or conducting mini competitions against an established framework as opposed to conducting tender exercises where the estimated value exceeds the EU threshold.

2 Scope, Participation and Spend

As part of the strategy development, seven lots were agreed. The inclusion of multiple lots in the tender was designed to attract as many companies as possible which supply heavy plant to councils and to allow tenderers to bid for specific specialist lots as detailed in the table below:

Lot No.	Description	No of Items in Lot	Estimated % of Total Spend
1	Excavators	9	40
2	Pedestrian operated rollers/compactors/sprayers/rammers	4	5
3	Ride-on Rollers	6	15
4	Towed compressors/Asphalt Mixer	2	5
5	Compressors/Generators/Pumps	9	5
6	Forklifts/Telehandlers	6	25
7	Trailers	14	5

As detailed in Appendix 1, 31 Councils and Tayside Contracts have confirmed participation in this framework. East Ayrshire Council is currently conducting its own tender exercise and will not

participate. However, Scotland Excel named East Ayrshire Council in the EU notice therefore the council is entitled to participate if they wish.

The forecast annual spend for participating councils is £10.3m per annum equating to £41.2m over the term of the framework including the extension period. However, this figure does not take into account councils' possible requirement for maintenance, repair and servicing which was included in the tender but was not quantifiable at the time the tender was issued. Therefore, to account for this requirement as well as potential contract growth due to future participation of councils which have current contracts, the framework value was advertised as £50m over the contract period (including any extension option).

3. Procurement Process

The User Intelligence Group (UIG) which informs this commodity includes officers who are part of a well established UIG involved in vehicles related frameworks.

To ensure that the framework is awarded to the most capable suppliers, the UIG agreed that a two stage tender process should be used. At the first stage, bidders were assessed on financial capability, technical and professional capability and business probity. Bidders were required to pass this stage in order for their offer to be evaluated. At the second stage of the process, the offers were evaluated against the following criteria and weightings:

Quality/Service	40%
Financial	60%

Bidders were invited to offer on a lot by lot basis and provide rates for each item, as well as confirm which councils they are prepared to service.

The framework was advertised in the Official Journal of the European Union (OJEU) via the Public Contracts Scotland (PCS) portal. The tender process was conducted using the Public Contracts Scotland tender system (PCS Tender).

4. Report on Offers Received

44 suppliers expressed interest in the framework in reply to a Prior Information Notice published via the PCS portal and in the OJEU. 33 suppliers accessed the tender and 7 suppliers (as detailed below) submitted a bid

Company	Location	SME Status	Lots Submitted
Bomag GB Ltd	Larkfield, Kent	Large	2, 3
Caledonian Plant Ltd	Livingston	Small	1, 2, 3, 5
Hamilton Bros Eng Ltd	Bishopton	Medium	1, 2, 5, 7
Liebherr Great Britain Ltd	Biggleswade, Beds	Large	1, 6
Lloyd Ltd	Dumfries	Medium	1, 2, 6, 7
Scot JCB	Glasgow	Medium	1, 2, 3, 4, 5, 6
Terberg Matec UK Ltd	Warrington, Cheshire	Large	6

Based on the criteria and methodology set out in the tender document, a full evaluation of the offers received was undertaken. Appendix 2 of this report sets out the scoring achieved by each tenderer.

5. Recommendations

A framework agreement can be concluded with a single supplier. Where the agreement is concluded with several suppliers, the minimum number of suppliers must be three (provided there are a sufficient number of suppliers satisfying the selection criteria and tenders which meet the award criteria).

As a result of the evaluation undertaken, it is recommended that framework agreements are awarded to all 7 suppliers across the 7 lots per Appendix 22 of this report. The UIG took into consideration that 5 of the 7 bidders offered to supply all councils however no supplier bid for all 7 lots and this is a first generation collaborative framework.

Since this framework relates to specialist equipment, councils may conduct mini competitions for their specific requirements with all capable suppliers on the lots in order to ensure they achieve best value. The wide range of scoring reflects the specialist nature of the plant/machinery, the range of pricing submitted by prospective suppliers, the narrow range of equipment offered by several bidders and the quality of response by some bidders to questions in the tender.

Appointing 7 suppliers ensures the operational requirements of participating councils are met, provides geographical coverage, choice of equipment and choice of supplier. 4 of the 7 bidders are classified as SMEs. Several of the bidders are already conducting business with councils.

6. Benefits

Savings

This is a first generation framework for Heavy Plant. Prior to this framework being instituted, this type of equipment was purchased on an ad hoc basis by councils. The requirement for this equipment was identified at UIG meetings with operational staff involved in vehicles related frameworks and agreed through the Commercial UIG process.

The nature of the machinery specified means that it is not usually purchased against period contracts by councils. On this basis, it proved difficult for councils to provide information about the rates paid for such machinery as it is not bought on an annual cycle nor have councils necessarily purchased machinery exactly matching the published specifications, perhaps purchasing machinery of either a higher or lower specification.

Scotland Excel will work with councils through regular Account Management meetings to validate the savings accrued from this framework. However one immediate benefit to Councils of this framework is by way of a reduced procurement cycle in that they will be able to conduct mini competitions for equipment with all capable suppliers on the framework reducing the timescale for acquisition.

Given these issues, Scotland Excel will monitor closely the spend against this framework, council participation as well as different types of machines purchased and return to this committee to report actual savings arising from this exercise.

Price Stability

6 bidders offered to maintain rates for 12 months and 1 company bid on a fluctuating rates basis. Scotland Excel will continue to engage with all suppliers as part of the mobilisation process and clarify any issues as part of that engagement.

Health & Safety

Provision was made within the tender so that prospective contractors must provide information regarding noise and emissions levels for the plant/machinery offered as well as HAVS (Hand/Arm Vibration Syndrome) ratings and whole body vibration information where applicable. Where requested by councils, appointed suppliers must provide certificates to prove that the equipment offered complies with relevant legislation in these areas.

Community Benefits

Bidders were asked to detail community benefit initiatives they would commit to deliver during the lifetime of the framework. These commitments will be agreed during mobilisation and reported through ongoing contract management returns. Results on reported community benefits will be disseminated to councils on a six monthly basis. The undernoted community benefits are expected to be delivered as part of the framework:-

Apprenticeships

Local Authority (schools) work placement schemes

Schools Career Talks

College placements

Sponsorship of local sports teams

Working with “Invest in Renfrewshire” and equivalent organisations in Ayrshire and Lanarkshire to provide training and assist with placement of jobseekers

Living Wage

As this is a supply framework, the scope to influence supplier behaviour on workforce matters is limited when compared to a services based framework. The tender contained a clause advising prospective bidders of the current hourly rate considered to be the minimum hourly wage necessary for shelter (housing and incidentals such as clothing and other basic needs) and nutrition for a person for an extended period of time. It also asked bidders to bear this in mind throughout the duration of the contract and to confirm that they acknowledged Scotland Excel's commitment to the living wage. All 7 bidders acknowledged Scotland Excel's commitment to the living wage.

7. Contract Mobilisation and Management

In terms of risk and spend, this framework has been classified as a level 2 arrangement in accordance with Scotland Excel's Contract and Supplier Management Programme. As such,

Scotland Excel will conduct quarterly management information reviews and annual supplier reviews where applicable.

Following framework award, Scotland Excel will implement a mobilisation plan. It is anticipated that the majority of councils will use this new framework as several of the appointed suppliers already supply a number of councils. There should be no impediment to immediate contract adoption.

All framework suppliers will be required to appoint an account manager to liaise directly with councils.

Mobilisation meetings will be held with suppliers following the award of this framework.

8. Summary

This framework aims to provide service users with a range of equipment and suppliers required for operational purposes.

The estimated value of the framework arrangement over the total framework period, including the option to extend, is £50m.

The Executive Sub Committee is requested to approve the recommendation to award to the suppliers detailed in Appendix 2.

Member Name	Participation in Contract	Participation Entry Date	Estimated Annual Spend (£)	Source of Spend Data	% Estimated Forecast Savings	Estimated Annual Savings (£)	Basis of Savings Calculation
Aberdeen City Council	Yes	01 April 2015	£1,020,000	Member Provided	2.8%	£28,560	Average Saving
Aberdeenshire Council	Yes	01 April 2015	£812,224	Spikes Cavell	2.8%	£22,742	Average Saving
Angus Council	Yes	01 April 2015	£361,000	Member Provided	2.8%	£10,108	Average Saving
Argyll & Bute Council	Yes	01 April 2015	£750,000	Member Provided	2.8%	£21,000	Average Saving
City of Edinburgh Council	Yes	01 April 2015	£167,576	Spikes Cavell	2.8%	£4,692	Average Saving
Clackmannanshire Council	Yes	01 April 2015	£96,197	Spikes Cavell	2.8%	£2,694	Average Saving
Comhairle nan Eilean Siar	Yes	01 April 2015	£123,788	Spikes Cavell	2.8%	£3,466	Average Saving
Dumfries & Galloway Council	Yes	01 April 2015	£100,000	Member Provided	2.8%	£2,800	Average Saving
Dundee City Council	Yes	01 April 2015	£100,000	Member Provided	2.8%	£2,800	Average Saving
East Ayrshire Council	No						
East Dunbartonshire Council	Yes	01 April 2015	£202,594	Spikes Cavell	2.8%	£5,673	Average Saving
East Lothian Council	Yes	01 April 2015	£129,610	Spikes Cavell	2.8%	£3,629	Average Saving
East Renfrewshire Council	Yes	01 April 2015	£115,519	Spikes Cavell	2.8%	£3,235	Average Saving
Falkirk Council	Yes	01 April 2015	£150,000	Member Provided	2.8%	£4,200	Average Saving
Fife Council	Yes	01 April 2015	£903,330	Spikes Cavell	2.8%	£25,293	Average Saving
Glasgow City Council	Yes	01 April 2015	£559,721	Spikes Cavell	2.8%	£15,672	Average Saving
Highland Council	Yes	01 April 2015	£257,803	Spikes Cavell	2.8%	£7,218	Average Saving
Inverclyde Council	Yes	01 April 2015	£139,583	Member Provided	2.8%	£3,908	Average Saving
Midlothian Council	Yes	01 April 2015	£106,334	Spikes Cavell	2.8%	£2,977	Average Saving
North Ayrshire Council	Yes	01 April 2015	£150,010	Spikes Cavell	2.8%	£4,200	Average Saving
North Lanarkshire Council	Yes	01 April 2015	£374,213	Spikes Cavell	2.8%	£10,478	Average Saving
Orkney Islands Council	Yes	01 April 2015	£406,825	Spikes Cavell	2.8%	£11,391	Average Saving
Perth & Kinross Council	Yes	01 April 2015	£165,000	Member Provided	2.8%	£4,620	Average Saving
Renfrewshire Council	Yes	01 April 2015	£182,272	Spikes Cavell	2.8%	£5,104	Average Saving
Scottish Borders Council	Yes	01 April 2015	£85,000	Member Provided	2.8%	£2,380	Average Saving
Shetland Islands Council	Yes	01 April 2015	£382,947	Spikes Cavell	2.8%	£10,723	Average Saving
South Ayrshire Council	Yes	01 April 2015	£228,704	Spikes Cavell	2.8%	£6,404	Average Saving
South Lanarkshire Council	Yes	01 April 2015	£996,931	Member Provided	2.8%	£27,914	Average Saving
Stirling Council	Yes	01 April 2015	£138,216	Spikes Cavell	2.8%	£3,870	Average Saving
The Moray Council	Yes	01 April 2015	£250,000	Member Provided	2.8%	£7,000	Average Saving
West Dunbartonshire Council	Yes	01 April 2015	£158,113	Spikes Cavell	2.8%	£4,427	Average Saving
West Lothian Council	Yes	01 April 2015	£217,769	Spikes Cavell	2.8%	£6,098	Average Saving
Tayside Contracts	Yes	01 April 2015	£275,444	Spikes Cavell	2.8%	£7,712	Average Saving
Totals			£10,106,724.15		2.8%	£282,988.28	

Tender	Heavy Plant				Appendix 2
Schedule number	09/14				
Period	1 March 2015 - 28 February 2018 (with option to extend till 28 February 2019)				
Lot 1				Lot 2	
Supplier		Recommended Y/N		Supplier	Recommended Y/N
Scot JCB Ltd	Total 84.12	Y		Hamilton Bros Engineering Ltd	Total 91.39 Y
Hamilton Bros Engineering Ltd	84.09	Y		Scot JCB Ltd	81.04 Y
Caledonian Plant	78.55	Y		Caledonian Plant	78.55 Y
Liebherr Great Britain Ltd	75.05	Y		Bomag GB Ltd	68.41 Y
Lloyd Ltd	68.53	Y		Lloyd Ltd	13.00 N
Lot 3				Lot 4	
Supplier		Recommended Y/N		Supplier	Recommended Y/N
Scot JCB Ltd	Total 83.88	Y		Scot JCB Ltd	Total 84.85 Y
Caledonian Plant	78.20	Y			
Bomag GB Ltd	71.35	Y			
Lot 5				Lot 6	
Supplier		Recommended Y/N		Supplier	Recommended Y/N
Hamilton Bros Engineering Ltd	Total 92.45	Y		Scot JCB Ltd	Total 81.95 Y
Scot JCB Ltd	80.37	Y		Terberg Matec UK Ltd	77.95 Y
Caledonian Plant	75.92	Y		Lloyd Ltd	73.00 Y
				Liebherr Great Britain Ltd	27.60 N
Lot 7					
Supplier		Recommended Y/N			
Hamilton Bros Engineering Ltd	Total 92.45	Y			
Lloyd Ltd	69.50	Y			