

## Scotland Excel

**To: Executive Sub-Committee**

**On: 26 January 2024**

**Report by:  
Chief Executive of Scotland Excel**

**Tender: Grounds and Plant Equipment**

**Schedule: 1522**

**Period: 48 months**

### **1. Introduction and Background**

This recommendation is for the award of a third-generation renewal framework for Grounds and Plant Equipment, bringing together two existing second-generation frameworks, Grounds Maintenance Equipment and Light and Heavy Plant.

The framework will provide councils and other participating bodies with a mechanism to procure a range of grounds maintenance equipment including but not limited to handheld equipment, ride-on equipment, towed equipment, tractors and pedestrian sweepers. It also includes a range of light and heavy plant equipment including but not limited to excavators, pedestrian operated plant, ride on rollers, static plant, dumpers, pavers and mobile pothole fillers.

The framework will be for a period of 48 months (4 years from the commencement date) as advertised in the published tender documents. Subject to approval and completion of a standstill period, the framework is intended to commence in February 2024.

This report summarises the outcome of the procurement process for this national framework agreement and presents recommendations for award.

### **2. Scope, Participation and Spend**

This framework was developed in conjunction with procurement professionals and operational stakeholders (grounds, fleet, and transport managers) from local authorities to provide sufficient product lists, and suitable terms and conditions enabling local authorities to make direct awards and conduct mini competitions via this framework.

As part of the strategy development and through consultation with the User Intelligence Group (UIG), the inclusion of eleven lots was endorsed as shown in

Table 1. The scope of this lot structure has been adapted to include improved and innovative products which better reflect the purchasing requirements of local authorities.

**Table 1: Framework Structure**

<b>Lot Number</b>	<b>Description</b>	<b>Estimated % Spend through Lot</b>
1	Handheld Equipment	4%
2	Push and Self-Propelled Equipment	14%
3	Seasonal and Specialist Equipment	4%
4	Grounds Vehicles, Tractors and Equipment	28%
5	Plant Excavation Equipment	15%
6	Pedestrian Operated Plant Equipment	2%
7	Plant Vehicles and Equipment	5%
8	Static Plant	3%
9	Plant Lifting Equipment	10%
10	Plant Road Surfacing Equipment	13%
11	Pressure Washers	2%

As detailed in Appendix 1, 31 councils, Tayside Contracts and a number of associate members have confirmed their intention to participate in this framework, with all councils being named on the advertised contact notice.

The framework was advertised at £8 million per annum, which is an estimated spend of £32 million over the 4-year lifetime of the framework. This advertised spend allows for increased participation from councils and associate members not currently utilising the framework.

### **3. Procurement Process**

A Prior Information Notice (PIN) was published for this framework opportunity on 6 December 2022, which resulted in expressions of interest from 84 suppliers.

Thereafter, the Contract Notice was published via the Find a Tender and Public Contract Scotland (PCS) portal on the 5 September 2023, with the tender documentation being immediately available via the Public Contracts Scotland Tender (PCS-T) system. The tender exercise was conducted and concluded in accordance with the law and procedures currently in force.

The procurement exercise followed an open tender procedure to encourage maximum competition and participation.

The published tender documents anticipated the appointment to the framework of a range of tenderers with relevant and demonstrable experience and capabilities. There was no fixed number of tenderers to be awarded participation and no fixed score ensured success. The most economically advantageous tenderer or tenderers was/were to be identified following completion of the evaluation in accordance with the requirements set down within the tender

documents. The intention was to appoint a sufficient number of suppliers on each lot of the framework to meet the varied requirements of Councils.

The tender followed a two-stage tendering procedure undertaken concurrently. Stage one, Qualification, was conducted using the Single Procurement Document (SPD). Within the SPD, tenderers were required to answer a set of exclusionary questions along with providing details and/or acknowledgement of insurance, financial standing, quality management, health and safety, and environmental management policies and/or procedures.

At the second stage of the process, offers were evaluated against the award criteria applying the weightings outlined in Table 2.

**Table 2: Evaluation Criteria / Weightings**

Award Criteria	Total Available Scores
Commercial Section	70
Technical Section	30

Within the technical section, tenderers were required to evidence their knowledge and experience by responding to technical questions and method statements, as detailed in Table 3.

Tenderers were also asked to confirm their ability to service and could opt to service one, some or all council areas.

**Table 3: Method Statement Scoring**

Question	Award Criteria Points (All Lots)	Sub Criteria	Scoring Methodology
<b>Method Statement 1 – Support Services and Spare Parts Management</b>	<b>8</b>		
Pre and Post-Sales Support		3	5 Point Methodology
Operator/Mechanic Training		2	5 Point Methodology
Breakdown/Emergency Support Services Product Recall/Safety		3	5 Point Methodology
Product Recall/Safety		0	Not Scored
Management and Availability of Spare Parts		0	Not Scored
<b>Method Statement 2 – Sustainability and Environment</b>	<b>10</b>		
Processing of Refurbished/2 <sup>nd</sup> Hand stock and Warranties		2	5 Point Methodology
Repurchase/disposing council old product		2	5 Point Methodology
Fleet/Vehicle Environmental Standards		3	Not Scored
Carbon Footprint and Waste Reduction		3	Not Scored
Materials Waste Prevention		0	Not Scored
Plan for net Zero		0	Not Scored
<b>Method Statement 3 - Operational Processes</b>	<b>6</b>		
Delivery Timescales		3	5 Point Methodology
Warranty Process		3	5 Point Methodology
Service facilities		0	Not Scored
Operational Processes		0	Not Scored
<b>Community Benefits</b>	<b>3</b>		<b>Yes/No</b>
<b>Workforce Matters</b>	<b>3</b>		
Fair Work First		3	5 Point Methodology
Living Wage		0	Not Scored

Within the commercial section, tenderers were invited to offer on a lot by lot, item by item basis and provide prices against the various quantity bands of quantity 1, quantity 2-4 or quantity 5+. In addition, a minimum percentage discount for each of the stated quantity bands, for a selection of the most commonly purchased ground and plant equipment, was also requested.

Following a full evaluation of all submissions, scoring was completed in accordance with the published tender evaluation methodology, and a score was calculated for each tenderer.

#### **4. Report on Offers Received**

The tender documents were downloaded by 89 suppliers, with 39 tender responses received by the specified closing date and time. However, it should be noted that 2 tenderers withdrew from the evaluation process, leaving 37 tender responses to be evaluated.

Based on the criteria and scoring methodology set out in the tender documents, a full evaluation of offers received was completed. A summary of all the offers received and the scoring achieved by each tenderer is set out in Appendix 2

#### **5. Recommendations**

Based on the evaluation undertaken, and in line with the advertised criteria and weightings summarised above, it is recommended that a multi-supplier framework arrangement is awarded to 33 suppliers as outlined in Appendix 2.

These 33 recommended suppliers offer best value and represent a mix of micro, small, medium and large organisations.

The range of suppliers recommended provides coverage and competitive options for all participating bodies as well as offering a degree of choice and capacity.

The Executive Sub Committee is accordingly requested to approve the recommendation to award this framework as detailed in Appendix 2.

#### **6. Benefits**

##### **Savings**

This framework is recommended for approval with a neutral savings position.

A key outcome for this framework was to increase availability of cleaner, greener plant and equipment. Another positive outcome is that members have access to the various models of this type of equipment that meet their needs, with greater control over costs.

To help achieve this, and in addition to the commercial model being significantly updated to allow evaluation of base model equipment, as well as suitable additional attachments as options, the commercial model also allowed for

tenderers to offer alternative fuelled options within their Full Range Offer. These can be included throughout the lifetime of the framework.

This updated approach to pricing enables councils to add the additional attachments that they require, thus giving them greater flexibility and control over costs. In addition, it allowed tenderers to offer more environmentally friendly equipment alongside some of the more traditionally fuelled equipment and provided councils with greater visibility of their full offering, allowing them to make more environmentally informed decisions.

Indexation enables Scotland Excel to demonstrate to councils continued delivery of best value and to monitor framework prices against market performance. The changes made to the structure of this framework, combining products groups and changing commercial models, mean that it has not been possible to provide a comparison between the new framework and the previous frameworks.

As part of combining two existing frameworks into one offering, Scotland Excel included a question on cost drivers within the technical envelope. This will allow a review to be undertaken of the indexation model to ensure that the market indices being monitored are correct and relevant, as well as ensuring that the index weighting is appropriate based on council spend patterns.

Scotland Excel will work with successful suppliers at mobilisation stage to determine what indices would be the best to monitor in relation to their products.

This framework also provides a benefit from the efficiencies achieved through working collaboratively. With 31 local authorities indicating their intention to use this framework, the efficiencies based on employment time in the purchasing organisation is set out by the Scottish Government at £12,000 for this type of tender. This does not take account of the efficiencies achieved by Tayside Contracts or associate members.

It should also be noted by combining two previous frameworks, it enhances the efficiencies delivered.

Table 4 below summarises the benefits of this exercise to our members, in accordance with the [Scottish Government procurement benefits reporting guidance](#).

**Table 4: Savings Summary**

Reference	Type	Reportable Outcome
BT1	Direct price-based savings	£0
BT2	Price versus market savings	0% *
BT3	Process savings from use of collaborative arrangements	£372,000

\* BT2 value unknown until Indexation model can be established.

## **Price Stability**

All recommended suppliers have agreed to the 12-month fixed price period at the start of the framework. Provision thereafter is for price reviews once per 12-month period to accommodate market fluctuations. All requests for price increases will be evaluated against prevailing market conditions and supporting documentary evidence.

Suppliers may submit a price decrease at any time throughout the duration of the framework.

## **Rebate**

The inclusion of a retrospective rebate of 0.75% will be applied to all framework spend above £100,000 and will be tracked and managed with suppliers through reporting of management information returns.

## **Sustainable Procurement Benefits**

### **Sustainability**

The following sustainability benefits represent the Scottish Government reporting guidance for sustainability-based benefits (BT14).

Within the technical section of the tender, Scotland Excel included a sustainability related method statement, which included questions related to the:

- ability to refurbish or offer 2<sup>nd</sup> hand stock and subsequent warranties, to promote reduce, re-use and recycling initiatives.
- ability to repurchase or dispose of old products.
- fleet / vehicle environmental standards used to carry out their day-to-day business activities and deliveries.
- activities undertaken to minimise the carbon footprint and increase waste reduction for call offs under the framework.
- materials waste prevention.
- an organisation's policy to achieve Net Zero.

Responses received as part of the tender exercise are summarised, below:

- low emissions or electric fleet
- promote reduce, recycle and re-use initiatives
- measuring and recording environmental improvements
- introduction of more technologically advanced equipment to reduce vibration ratings, lower emissions/power consumption and deliver higher performance outputs.

## **Community Benefits**

Scotland Excel is committed to maximising community benefits delivery for members. Suppliers were asked to commit to the delivery of community benefit

initiatives against pre-agreed spend thresholds outlined within the community benefits method statement. These aim to be reflective of the National Indicators outlined within the Scottish Government's National Performance framework, and their underlying vision and goals. Councils will accrue 'community benefit points' based on their level of spending with a supplier. These 'points' correlate to a negotiable benefit that the council can elect to receive at any given point throughout the lifetime of the framework. Of the recommended suppliers, all 32 have committed to delivering these benefits. Scotland Excel will continue to engage with all appointed suppliers to drive maximum delivery of community benefits where appropriate.

Within the published tender documents, suppliers were given a list of indicative community benefits that could be agreed with councils. Examples of these are:

- Fundraising (Events in the local authority area for charity)
- Community Volunteering (Staff volunteering to local good causes)
- Work Experience (Placements for school students in the local authority)
- Training (Training sessions for wider community)
- Employability Workshops (Events in school, college, or community group)
- Supply Chain Development
- Donation of materials and/or labour
- Sponsorship (Local sports team or community event)
- Recruitment (within local authority area)

Scotland Excel will monitor delivery of these commitments during the lifetime of the framework, and this will also be reported through ongoing contract management returns.

### **Fair Work First Including the Real Living Wage**

Scotland Excel and its members are committed to the delivery of high-quality public services and recognise that this is dependent on a workforce that is well-rewarded, well-motivated, well-led, has access to appropriate opportunities for training and skills development, are diverse and is engaged in decision making.

Within the technical section of the tender, suppliers were assessed on their approach to Fair Work First and payment of the Real Living Wage to their workforce. Of the 33 recommended suppliers, 29 pay the Real Living Wage with 3 being accredited Real Living Wage employers, as detailed in Appendix 2 – Scoring and Recommendations.

The 4 recommended suppliers who do not currently pay the Real Living Wage are Agrovista UK Limited, Henderson Grass Machinery Limited, Morris Leslie Plant Hire Limited and J. C. Peacock & Co. Limited.

Scotland Excel will continue to monitor Fair Work First, including encouraging further uptake to both suppliers that are yet to commit to paying staff the Real Living Wage, during contract and supplier management activity.

## **7. Contract Mobilisation and Management**

As part of the mobilisation process all successful suppliers will be invited to a contract mobilisation session to outline the operation of the framework, including roles and responsibilities, management information and community benefit commitments. Suppliers and participating members will be issued with a mobilisation pack containing all required details to utilise the framework.

In accordance with Scotland Excel's established contract segmentation tool, this framework is classified as class E. As such, it will require annual supplier contact, annual surveys and annual user group reviews as appropriate. Scotland Excel will continue to engage with suppliers on a regular basis to manage the response to the pandemic and ensure continuity of this essential service delivery for members.

## **8. Summary**

This new framework for the supply and delivery of Grounds and Plant Equipment aims to maximise collaboration, support councils' fleet, parks and grounds departments to deliver the various services they provide and deliver best value. A range of benefits can be reported in relation to best value, sustainability and community benefits.

The Executive Sub Committee is requested to approve the recommendation to award this framework agreement as detailed in Appendix 2.



**Appendix 1 – Participation, Spend and Savings Summary  
1522 Grounds and Plant Equipment**

Member Name	Participation in Contract	Participation Entry Date	Estimated Annual Spend (£)	Source of Spend Data
Aberdeen City Council	Yes	Start Date	£316,250	MI Data
Aberdeenshire Council	Yes	Start Date	£200,000	Council Confirmed
Angus Council	Yes	Start Date	£212,300	MI Data
Argyll & Bute Council	Yes	Start Date	£61,600	MI Data
City of Edinburgh Council	Yes	Start Date	£412,500	MI Data
Clackmannanshire Council	Yes	Start Date	£72,050	MI Data
Comhairle nan Eilean Siar	No		£0	Council Confirmed
Dumfries & Galloway Council	Yes	Start Date	TBC	Council Confirmed
Dundee City Council	Yes	Start Date	£6,050	MI Data
East Ayrshire Council	Yes	Start Date	£75,350	MI Data
East Dunbartonshire Council	Yes	Start Date	£221,835	Council Confirmed
East Lothian Council	Yes	Start Date	£107,250	MI Data
East Renfrewshire Council	Yes	Start Date	£64,000	Council Confirmed
Falkirk Council	Yes	Start Date	£40,000	Council Confirmed
Fife Council	Yes	Start Date	£146,000	Council Confirmed
Glasgow City Council	Yes	Start Date	£250,166	Council Confirmed
Highland Council	Yes	Start Date	£250,000	Council Confirmed
Inverclyde Council	Yes	Start Date	£170,000	Council Confirmed
Midlothian Council	Yes	Start Date	£190,000	Council Confirmed
Moray Council	Yes	Start Date	£350,000	Council Confirmed
North Ayrshire Council	Yes	Start Date	£50,000	Council Confirmed
North Lanarkshire Council	Yes	Start Date	£42,350	MI Data
Orkney Islands Council	Yes	Start Date	£390,500	MI Data
Perth & Kinross Council	Yes	Start Date	£324,000	Council Confirmed
Renfrewshire Council	Yes	Start Date	£60,500	MI Data
Scottish Borders Council	Yes	Start Date	£158,400	MI Data
Shetland Islands Council	Yes	Start Date	£500,000	Council Confirmed
South Ayrshire Council	Yes	Start Date	£117,700	MI Data
South Lanarkshire Council	Yes	Start Date	£1,248,500	MI Data
Stirling Council	Yes	Start Date	£30,250	MI Data
West Dunbartonshire Council	Yes	Start Date	£0	Council Confirmed, Spend currently unknown
West Lothian Council	Yes	Start Date	£16,500	MI Data
Tayside Contracts	Yes	Start Date	£1,200,000	Council Confirmed
<b>Totals</b>			<b>£7,284,051</b>	
Associate Members	Yes	Start Date	£252,450	Member Confirmed
<b>Totals</b>			<b>£7,536,501</b>	

## Appendix 2 – Scoring and Recommendations

<u>LOT NUMBER</u>	<u>LOT NAME</u>	<u>TENDERER NAME</u>	<u>NUMBER OF LOTS BID FOR</u>	<u>NUMBER OF LOTS RECOMMENDED</u>	<u>OVERALL RECOMMENDATION STATUS</u>	<u>TOTAL COMMERCIAL SCORE</u>	<u>TOTAL TECHNICAL SCORE</u>	<u>TOTAL SCORE</u>	<u>PLACING</u>	<u>RECOMMENDED FOR AWARD FOR LOT/SUB-LOT?</u>
1	Handheld Equipment	Bryson Tractors Limited	8	8	SUCCESSFUL	55.59	26.75	82.34	1	Y
1	Handheld Equipment	Tudor (UK) Ltd T/A Tudor Environmental	1	1	SUCCESSFUL	53.82	20.75	74.57	2	Y
1	Handheld Equipment	HAMILTON BROS. (ENGINEERING) LIMITED	8	8	SUCCESSFUL	39.99	29.25	69.24	3	Y
1	Handheld Equipment	Spaldings Limited	1	1	SUCCESSFUL	41.08	26.25	67.33	4	Y
1	Handheld Equipment	Strathbogie Forest & Garden Ltd	3	3	SUCCESSFUL	46.73	17.75	64.48	5	Y
1	Handheld Equipment	FRASER C ROBB LIMITED	8	8	SUCCESSFUL	34.28	27.75	62.03	6	Y
1	Handheld Equipment	Lloyd Limited	9	9	SUCCESSFUL	41.34	20.00	61.34	7	Y
1	Handheld Equipment	Gammies Groundcare Ltd	9	9	SUCCESSFUL	41.82	18.50	60.32	8	Y
1	Handheld Equipment	Ravenhill Limited	6	2	PART-SUCCESSFUL	44.83	12.50	57.33	9	Y
1	Handheld Equipment	FAIRWAYS (GM) LTD.	6	6	SUCCESSFUL	27.25	30.00	57.25	10	Y
1	Handheld Equipment	Alex McDougall (Mowers) Limited	2	2	SUCCESSFUL	33.29	22.50	55.79	11	Y
1	Handheld Equipment	Frank Nicol Farm and Garden Machinery Limited	4	1	PART-SUCCESSFUL	42.44	12.25	54.69	12	Y
1	Handheld Equipment	Henry Sheach Lawnmower Services Limited	3	3	SUCCESSFUL	34.62	17.00	51.62	13	Y
1	Handheld Equipment	Balgownie Limited	10	6	PART-SUCCESSFUL	28.48	21.00	49.48	14	N
1	Handheld Equipment	Agrovista UK Limited	4	1	PART-SUCCESSFUL	22.88	19.00	41.88	15	N
2	Push and Self-Propelled Equipment	FRASER C ROBB LIMITED	8	8	SUCCESSFUL	51.14	27.75	78.89	1	Y
2	Push and Self-Propelled Equipment	HAMILTON BROS. (ENGINEERING) LIMITED	8	8	SUCCESSFUL	45.97	29.25	75.22	2	Y
2	Push and Self-Propelled Equipment	Gammies Groundcare Ltd	9	9	SUCCESSFUL	52.76	18.50	71.26	3	Y
2	Push and Self-Propelled Equipment	Henderson Grass Machinery Limited	3	3	SUCCESSFUL	51.73	17.75	69.48	4	Y
2	Push and Self-Propelled Equipment	Henry Sheach Lawnmower Services Limited	3	3	SUCCESSFUL	51.75	17.00	68.75	5	Y
2	Push and Self-Propelled Equipment	Reesink UK Ltd	2	2	SUCCESSFUL	37.82	26.50	64.32	6	Y
2	Push and Self-Propelled Equipment	The Double A Trading Company Limited	3	3	SUCCESSFUL	41.14	23.00	64.14	7	Y
2	Push and Self-Propelled Equipment	Balgownie Limited	10	6	PART-SUCCESSFUL	43.13	21.00	64.13	8	Y
2	Push and Self-Propelled Equipment	Alex McDougall (Mowers) Limited	2	2	SUCCESSFUL	39.67	22.50	62.17	9	Y
2	Push and Self-Propelled Equipment	FAIRWAYS (GM) LTD.	6	6	SUCCESSFUL	29.66	30.00	59.66	10	Y
2	Push and Self-Propelled Equipment	Ravenhill Limited	6	2	PART-SUCCESSFUL	47.03	12.50	59.53	11	Y
2	Push and Self-Propelled Equipment	Lloyd Limited	9	9	SUCCESSFUL	39.31	20.00	59.31	12	Y
2	Push and Self-Propelled Equipment	Reid Hydraulic Services Limited	9	6	PART-SUCCESSFUL	41.59	16.50	58.09	13	Y
2	Push and Self-Propelled Equipment	Strathbogie Forest & Garden Ltd	3	3	SUCCESSFUL	39.51	17.75	57.26	14	Y
2	Push and Self-Propelled Equipment	Bryson Tractors Limited	8	8	SUCCESSFUL	29.54	26.75	56.29	15	Y
2	Push and Self-Propelled Equipment	Frank Nicol Farm and Garden Machinery Limited	4	1	PART-SUCCESSFUL	35.57	12.25	47.82	16	N
2	Push and Self-Propelled Equipment	Thomas Sherriff and Company Limited	4	0	UNSUCCESSFUL	25.96	16.25	42.21	17	N
2	Push and Self-Propelled Equipment	Agrovista UK Limited	4	1	PART-SUCCESSFUL	12.06	19.00	31.06	18	N
3	Seasonal and Specialist Equipment	Powerwasher Services Limited	5	5	SUCCESSFUL	52.13	20.75	72.88	1	Y
3	Seasonal and Specialist Equipment	HAMILTON BROS. (ENGINEERING) LIMITED	8	8	SUCCESSFUL	35.28	29.25	64.53	2	Y
3	Seasonal and Specialist Equipment	Gammies Groundcare Ltd	9	9	SUCCESSFUL	41.14	18.50	59.64	3	Y
3	Seasonal and Specialist Equipment	FRASER C ROBB LIMITED	8	8	SUCCESSFUL	30.58	27.75	58.33	4	Y
3	Seasonal and Specialist Equipment	Lloyd Limited	9	9	SUCCESSFUL	37.38	20.00	57.38	5	Y
3	Seasonal and Specialist Equipment	Bryson Tractors Limited	8	8	SUCCESSFUL	28.92	26.75	55.67	6	Y
3	Seasonal and Specialist Equipment	Henderson Grass Machinery Limited	3	3	SUCCESSFUL	37.75	17.75	55.50	7	Y
3	Seasonal and Specialist Equipment	The Double A Trading Company Limited	3	3	SUCCESSFUL	31.38	23.00	54.38	8	Y
3	Seasonal and Specialist Equipment	FAIRWAYS (GM) LTD.	6	6	SUCCESSFUL	22.55	30.00	52.55	9	Y
3	Seasonal and Specialist Equipment	J.C. Peacock & Co., Limited	1	1	SUCCESSFUL	29.87	21.25	51.12	10	Y
3	Seasonal and Specialist Equipment	James A. Cuthbertson, Limited	4	4	SUCCESSFUL	19.77	30.00	49.77	11	Y
3	Seasonal and Specialist Equipment	Agricar Limited	4	4	SUCCESSFUL	30.69	19.00	49.69	12	Y
3	Seasonal and Specialist Equipment	Balgownie Limited	10	6	PART-SUCCESSFUL	27.99	21.00	48.99	13	Y
3	Seasonal and Specialist Equipment	Agrovista UK Limited	4	1	PART-SUCCESSFUL	27.08	19.00	46.08	14	N
3	Seasonal and Specialist Equipment	Frank Nicol Farm and Garden Machinery Limited	4	1	PART-SUCCESSFUL	30.16	12.25	42.41	15	N
3	Seasonal and Specialist Equipment	Reid Hydraulic Services Limited	9	6	PART-SUCCESSFUL	24.76	16.50	41.26	16	N
3	Seasonal and Specialist Equipment	Ravenhill Limited	6	2	PART-SUCCESSFUL	26.42	12.50	38.92	17	N
3	Seasonal and Specialist Equipment	Thomas Sherriff and Company Limited	4	0	UNSUCCESSFUL	20.76	16.25	37.01	18	N
3	Seasonal and Specialist Equipment	Glasdon (UK) Limited	1	0	UNSUCCESSFUL	13.41	19.25	32.66	19	N

<u>LOT NUMBER</u>	<u>LOT NAME</u>	<u>TENDERER NAME</u>	<u>NUMBER OF LOTS BID FOR</u>	<u>NUMBER OF LOTS RECOMMENDED</u>	<u>OVERALL RECOMMENDATION STATUS</u>	<u>TOTAL COMMERCIAL SCORE</u>	<u>TOTAL TECHNICAL SCORE</u>	<u>TOTAL SCORE</u>	<u>PLACING</u>	<u>RECOMMENDED FOR AWARD FOR LOT/SUB-LOT?</u>
4	Grounds Vehicles, Tractors and Equipment	Powerwasher Services Limited	5	5	SUCCESSFUL	63.51	20.75	84.26	1	Y
4	Grounds Vehicles, Tractors and Equipment	HAMILTON BROS. (ENGINEERING) LIMITED	8	8	SUCCESSFUL	51.73	29.25	80.98	2	Y
4	Grounds Vehicles, Tractors and Equipment	The Double A Trading Company Limited	3	3	SUCCESSFUL	54.33	23.00	77.33	3	Y
4	Grounds Vehicles, Tractors and Equipment	FRASER C ROBB LIMITED	8	8	SUCCESSFUL	49.54	27.75	77.29	4	Y
4	Grounds Vehicles, Tractors and Equipment	Bryson Tractors Limited	8	8	SUCCESSFUL	50.06	26.75	76.81	5	Y
4	Grounds Vehicles, Tractors and Equipment	Reesink UK Ltd	2	2	SUCCESSFUL	46.39	26.50	72.89	6	Y
4	Grounds Vehicles, Tractors and Equipment	James A. Cuthbertson, Limited	4	4	SUCCESSFUL	42.05	30.00	72.05	7	Y
4	Grounds Vehicles, Tractors and Equipment	Henry Sheach Lawnmower Services Limited	3	3	SUCCESSFUL	54.08	17.00	71.08	8	Y
4	Grounds Vehicles, Tractors and Equipment	Henderson Grass Machinery Limited	3	3	SUCCESSFUL	52.24	17.75	69.99	9	Y
4	Grounds Vehicles, Tractors and Equipment	H.R.N. Tractors Limited	2	2	SUCCESSFUL	45.73	23.25	68.98	10	Y
4	Grounds Vehicles, Tractors and Equipment	Gammies Groundcare Ltd	9	9	SUCCESSFUL	48.80	18.50	67.30	11	Y
4	Grounds Vehicles, Tractors and Equipment	MTS Nationwide Limited T/A Carryway	1	1	SUCCESSFUL	54.73	12.25	66.98	12	Y
4	Grounds Vehicles, Tractors and Equipment	Agricar Limited	4	4	SUCCESSFUL	47.20	19.00	66.20	13	Y
4	Grounds Vehicles, Tractors and Equipment	Lloyd Limited	9	9	SUCCESSFUL	45.61	20.00	65.61	14	Y
4	Grounds Vehicles, Tractors and Equipment	FAIRWAYS (GM) LTD.	6	6	SUCCESSFUL	35.28	30.00	65.28	15	Y
4	Grounds Vehicles, Tractors and Equipment	Agrovista UK Limited	4	1	PART-SUCCESSFUL	46.23	19.00	65.23	16	Y
4	Grounds Vehicles, Tractors and Equipment	Reid Hydraulic Services Limited	9	6	PART-SUCCESSFUL	44.98	16.50	61.48	17	Y
4	Grounds Vehicles, Tractors and Equipment	Thomas Sherriff and Company Limited	4	0	UNSUCCESSFUL	38.76	16.25	55.01	18	N
4	Grounds Vehicles, Tractors and Equipment	Frank Nicol Farm and Garden Machinery Limited	4	1	PART-SUCCESSFUL	41.22	12.25	53.47	19	N
4	Grounds Vehicles, Tractors and Equipment	ATV SERVICES SCOTLAND LTD	1	0	UNSUCCESSFUL	38.47	14.25	52.72	20	N
4	Grounds Vehicles, Tractors and Equipment	Balgownie Limited	10	6	PART-SUCCESSFUL	29.11	21.00	50.11	21	N
4	Grounds Vehicles, Tractors and Equipment	Ravenhill Limited	6	2	PART-SUCCESSFUL	37.01	12.50	49.51	22	N
5	Plant Excavation Equipment	HAMILTON BROS. (ENGINEERING) LIMITED	8	8	SUCCESSFUL	66.50	29.25	95.75	1	Y
5	Plant Excavation Equipment	Bryson Tractors Limited	8	8	SUCCESSFUL	60.66	26.75	87.41	2	Y
5	Plant Excavation Equipment	H.R.N. Tractors Limited	2	2	SUCCESSFUL	61.09	23.25	84.34	3	Y
5	Plant Excavation Equipment	Gammies Groundcare Ltd	9	9	SUCCESSFUL	62.80	18.50	81.30	4	Y
5	Plant Excavation Equipment	Lloyd Limited	9	9	SUCCESSFUL	61.17	20.00	81.17	5	Y
5	Plant Excavation Equipment	Morris Leslie Plant Hire LTD	3	3	SUCCESSFUL	61.40	18.25	79.65	6	Y
5	Plant Excavation Equipment	Reid Hydraulic Services Limited	9	6	PART-SUCCESSFUL	62.58	16.50	79.08	7	Y
5	Plant Excavation Equipment	Scot J C B Limited	5	4	PART-SUCCESSFUL	56.94	21.25	78.19	8	Y
5	Plant Excavation Equipment	Finning (UK) Ltd.	2	2	SUCCESSFUL	51.10	18.50	69.60	9	Y
5	Plant Excavation Equipment	Agricar Limited	4	4	SUCCESSFUL	50.04	19.00	69.04	10	Y
5	Plant Excavation Equipment	Balgownie Limited	10	6	PART-SUCCESSFUL	45.69	21.00	66.69	11	Y
5	Plant Excavation Equipment	Ravenhill Limited	6	2	PART-SUCCESSFUL	50.40	12.50	62.90	12	N
6	Pedestrian Operated Plant Equipment	HAMILTON BROS. (ENGINEERING) LIMITED	8	8	SUCCESSFUL	65.49	29.25	94.74	1	Y
6	Pedestrian Operated Plant Equipment	Strathbogie Forest & Garden Ltd	3	3	SUCCESSFUL	64.83	17.75	82.58	2	Y
6	Pedestrian Operated Plant Equipment	Gammies Groundcare Ltd	9	9	SUCCESSFUL	61.71	18.50	80.21	3	Y
6	Pedestrian Operated Plant Equipment	FRASER C ROBB LIMITED	8	8	SUCCESSFUL	47.38	27.75	75.13	4	Y
6	Pedestrian Operated Plant Equipment	Lloyd Limited	9	9	SUCCESSFUL	54.05	20.00	74.05	5	Y
6	Pedestrian Operated Plant Equipment	Scot J C B Limited	5	4	PART-SUCCESSFUL	51.46	21.25	72.71	6	Y
6	Pedestrian Operated Plant Equipment	Balgownie Limited	10	6	PART-SUCCESSFUL	46.99	21.00	67.99	7	Y
6	Pedestrian Operated Plant Equipment	Reid Hydraulic Services Limited	9	6	PART-SUCCESSFUL	42.35	16.50	58.85	8	N
7	Plant Vehicles & Equipment	James A. Cuthbertson, Limited	4	4	SUCCESSFUL	60.42	30.00	90.42	1	Y
7	Plant Vehicles & Equipment	Wirtgen Limited	2	2	SUCCESSFUL	58.08	22.25	80.33	2	Y
7	Plant Vehicles & Equipment	Morris Leslie Plant Hire LTD	3	3	SUCCESSFUL	62.00	18.25	80.25	3	Y
7	Plant Vehicles & Equipment	BOMAG (Great Britain) Limited	2	2	SUCCESSFUL	63.00	17.25	80.25	4	Y
7	Plant Vehicles & Equipment	Scot J C B Limited	5	4	PART-SUCCESSFUL	58.86	21.25	80.11	5	Y
7	Plant Vehicles & Equipment	Lloyd Limited	9	9	SUCCESSFUL	51.47	20.00	71.47	6	Y
7	Plant Vehicles & Equipment	Powerwasher Services Limited	5	5	SUCCESSFUL	46.49	20.75	67.24	7	Y
7	Plant Vehicles & Equipment	Gammies Groundcare Ltd	9	9	SUCCESSFUL	47.74	18.50	66.24	8	Y
7	Plant Vehicles & Equipment	Balgownie Limited	10	6	PART-SUCCESSFUL	41.10	21.00	62.10	9	N
7	Plant Vehicles & Equipment	Reid Hydraulic Services Limited	9	6	PART-SUCCESSFUL	45.51	16.50	62.01	10	N

<u>LOT NUMBER</u>	<u>LOT NAME</u>	<u>TENDERER NAME</u>	<u>NUMBER OF LOTS BID FOR</u>	<u>NUMBER OF LOTS RECOMMENDED</u>	<u>OVERALL RECOMMENDATION STATUS</u>	<u>TOTAL COMMERCIAL SCORE</u>	<u>TOTAL TECHNICAL SCORE</u>	<u>TOTAL SCORE</u>	<u>PLACING</u>	<u>RECOMMENDED FOR AWARD FOR LOT/SUB-LOT?</u>
8	Static Plant	FRASER C ROBB LIMITED	8	8	SUCCESSFUL	57.86	27.75	85.61	1	Y
8	Static Plant	HAMILTON BROS. (ENGINEERING) LIMITED	8	8	SUCCESSFUL	43.55	29.25	72.80	2	Y
8	Static Plant	Bryson Tractors Limited	8	8	SUCCESSFUL	43.35	26.75	70.10	3	Y
8	Static Plant	Gammies Groundcare Ltd	9	9	SUCCESSFUL	36.79	18.50	55.29	4	Y
8	Static Plant	Powerwasher Services Limited	5	5	SUCCESSFUL	33.99	20.75	54.74	5	Y
8	Static Plant	Reid Hydraulic Services Limited	9	6	PART-SUCCESSFUL	36.59	16.50	53.09	6	Y
8	Static Plant	Balgownie Limited	10	6	PART-SUCCESSFUL	31.10	21.00	52.10	7	Y
8	Static Plant	Lloyd Limited	9	9	SUCCESSFUL	31.09	20.00	51.09	8	Y
8	Static Plant	Scot J C B Limited	5	4	PART-SUCCESSFUL	21.65	21.25	42.90	9	N
9	Plant Lifting Equipment	Gammies Groundcare Ltd	9	9	SUCCESSFUL	68.63	18.50	87.13	1	Y
9	Plant Lifting Equipment	HAMILTON BROS. (ENGINEERING) LIMITED	8	8	SUCCESSFUL	57.06	29.25	86.31	2	Y
9	Plant Lifting Equipment	Bryson Tractors Limited	8	8	SUCCESSFUL	58.02	26.75	84.77	3	Y
9	Plant Lifting Equipment	FRASER C ROBB LIMITED	8	8	SUCCESSFUL	55.70	27.75	83.45	4	Y
9	Plant Lifting Equipment	Morris Leslie Plant Hire LTD	3	3	SUCCESSFUL	61.81	18.25	80.06	5	Y
9	Plant Lifting Equipment	Scot J C B Limited	5	4	PART-SUCCESSFUL	55.91	21.25	77.16	6	Y
9	Plant Lifting Equipment	Agricar Limited	4	4	SUCCESSFUL	53.64	19.00	72.64	7	Y
9	Plant Lifting Equipment	Lloyd Limited	9	9	SUCCESSFUL	50.38	20.00	70.38	8	Y
9	Plant Lifting Equipment	FAIRWAYS (GM) LTD.	6	6	SUCCESSFUL	37.35	30.00	67.35	9	Y
9	Plant Lifting Equipment	Reid Hydraulic Services Limited	9	6	PART-SUCCESSFUL	47.70	16.50	64.20	10	Y
9	Plant Lifting Equipment	Mark Oman T/A Oman Mechanical Solutions	1	1	SUCCESSFUL	42.94	20.25	63.19	11	Y
9	Plant Lifting Equipment	Balgownie Limited	10	6	PART-SUCCESSFUL	40.44	21.00	61.44	12	Y
9	Plant Lifting Equipment	Ravenhill Limited	6	2	PART-SUCCESSFUL	47.00	12.50	59.50	13	N
9	Plant Lifting Equipment	Thomas Sherriff and Company Limited	4	0	UNSUCCESSFUL	42.06	16.25	58.31	14	N
10	Plant Road Surfacing Equipment	Wirtgen Limited	2	2	SUCCESSFUL	60.18	22.25	82.43	1	Y
10	Plant Road Surfacing Equipment	Finning (UK) Ltd.	2	2	SUCCESSFUL	61.98	18.50	80.48	2	Y
10	Plant Road Surfacing Equipment	BOMAG (Great Britain) Limited	2	2	SUCCESSFUL	60.89	17.25	78.14	3	Y
10	Plant Road Surfacing Equipment	James A. Cuthbertson, Limited	4	4	SUCCESSFUL	37.90	30.00	67.90	4	Y
10	Plant Road Surfacing Equipment	Unilokomotive Limited	1	1	SUCCESSFUL	47.80	18.50	66.30	5	Y
10	Plant Road Surfacing Equipment	Reid Hydraulic Services Limited	9	6	PART-SUCCESSFUL	48.57	16.50	65.07	6	Y
11	Pressure Washers	Bryson Tractors Limited	8	8	SUCCESSFUL	65.86	26.75	92.61	1	Y
11	Pressure Washers	Capital Power Clean Limited	1	1	SUCCESSFUL	58.99	22.00	80.99	2	Y
11	Pressure Washers	FRASER C ROBB LIMITED	8	8	SUCCESSFUL	49.95	27.75	77.70	3	Y
11	Pressure Washers	FAIRWAYS (GM) LTD.	6	6	SUCCESSFUL	47.16	30.00	77.16	4	Y
11	Pressure Washers	Powerwasher Services Limited	5	5	SUCCESSFUL	51.35	20.75	72.10	5	Y
11	Pressure Washers	Rhinowash Limited	1	0	UNSUCCESSFUL	43.93	23.00	66.93	6	N
11	Pressure Washers	Balgownie Limited	10	6	PART-SUCCESSFUL	34.65	21.00	55.65	7	N

Note: a key for Real Living Wage Status Reference and Descriptions is included below.

**Key: Real Living Wage Status Reference and Descriptions**

Real Living Wage Status Reference	Real Living Wage Status Description
1	I am an accredited Living Wage Employer and commit to maintaining this for the duration of the Framework Contract.
2	I am currently going through the process of becoming an accredited Living Wage Employer and commit to gaining accreditation over the initial two year period of the Framework Contract. I currently pay the Living Wage to all employees (except volunteers, apprentices and interns).
3	I am not an accredited Living Wage Employer but commit to gaining accreditation over the initial two year period of the Framework Contract. I currently pay the Living Wage to all employees (except volunteers, apprentices and interns) and commit to maintaining this until I have gained accreditation.
4	I am not an accredited Living Wage Employer but commit to gaining accreditation over the initial two year period of the Framework Contract. I do not currently pay the Living Wage to all employees.
5	I am not an accredited Living Wage Employer but pay the Living Wage to all employees (except volunteers, apprentices and interns) and commit to maintaining this for the duration of the Framework Contract.
6	I am not an accredited Living Wage Employer and do not currently pay the Living Wage to all employees but commit to paying the Living Wage to all employees (except volunteers, apprentices and interns) within the first two years of the Framework Contract.
7	I am not an accredited Living Wage Employer and do not currently pay the Living Wage to all employees.