

## **Scotland Excel**

**To: Executive Sub-Committee**

**On: 19 April 2024**

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

**Tender: Supply and Delivery of Construction Materials**

**Schedule: 1422**

**Period:** Three years from commencement date with an option to extend for up to a further 12 months

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

This recommendation is for the award of a consolidated renewal framework for Construction Materials, bringing together six separate construction and roads related materials frameworks.

This framework will provide councils and other participating bodies with a mechanism to procure a range of materials including electrical, building and timber, plumbing and heating, road maintenance and trade materials that support construction projects, ongoing maintenance schedules and ad-hoc repairs. Numerous council departments are likely to use the framework including, stores, housing, property maintenance, roads, parts and repair, schools, depots and other facilities.

The framework will be for a maximum period of 3 years from the commencement date with an option to extend the framework period for up to a further 12 months subject to satisfactory operation and performance as advertised in the published tender documents. Subject to approval and completion of a standstill period, the framework is intended to commence in May 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**

The consolidation of six, previously separate frameworks into a single tender involved considerable input and expertise. Given this, the framework was developed in conjunction with procurement professionals and construction-related stakeholders from local authorities to provide sufficient product lists, and

suitable terms and conditions enabling local authorities to make direct awards and conduct mini competitions to secure further value via this framework.

As part of the strategy development and through consultation with the User Intelligence Group (UIG) and other key stakeholders the inclusion of five lots (and thirteen sub-lots) was endorsed as shown in Table 1. The scope of this lot structure has been adapted to include product lists which better reflect the purchasing requirements of local authorities.

**Table 1: Framework Structure**

| <b>Lot No.</b> | <b>Lot Description</b>                 | <b>Sub-Lot No.</b> | <b>Sub-Lot Description</b>                              | <b>Estimated % Spend through Lot/Sub-Lot</b> |
|----------------|--|--------------------|---|--|
| <b>1</b>       | <b>Electrical Materials</b>            |                    |   | <b>33%</b>                                   |
|                |  | 1.1                | General Electrical Materials                            | 27%  |
|                |  | 1.2                | Cables and Wiring                                       | 6%   |
| <b>2</b>       | <b>Building and Timber Materials</b>   |                    |   | <b>28%</b>                                   |
|                |  | 2.1                | General Timber Materials                                | 16.5%  |
|                |  | 2.2                | Laminated Walls Panels                                  | 3.5%   |
|                |  | 2.3                | Kitchen Units and Worktops                              | 1.2%   |
|                |  | 2.4                | Building and Roofing Materials                          | 6.7%   |
|                |  | 2.5                | Natural and Dimensional Stone for Build and Repair      | 0.1%   |
| <b>3</b>       | <b>Plumbing and Heating Materials</b>  |                    |   | <b>27%</b>                                   |
|                |  | 3.1                | General Plumbing and Heating Materials                  | 15%  |
|                |  | 3.2                | Sanitary Ware, Accessories and Adaptations              | 12%  |
| <b>4</b>       | <b>Trade Materials and Power Tools</b> |                    |   | <b>10%</b>                                   |
|                |  | 4.1                | Tools   | 2%   |
|                |  | 4.2                | Ironmongery, Fixings, Adhesives, Sealants and Silicones | 6%   |
|                |  | 4.3                | Paint and Paint Sundries                                | 2%   |
| <b>5</b>       | <b>Road Maintenance Materials</b>      |                    |   | <b>2%</b>                                    |
|                |  | 5.1                | General Road Maintenance Materials                      | 2%   |

As detailed in Appendix 1, 32 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 £70 million per annum, which is an estimated spend of £280 million over the maximum 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 29 August 2023, which resulted in expressions of interest from 130 suppliers.

Thereafter, the Contract Notice was published via the Find a Tender and Public Contracts Scotland (PCS) portal on the 8 January 2024, 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. Tenderers offering for Lot 2 (Building and Timber Materials), sub-lots 2.1-2.3 also had to meet requirements relative to legal and sustainable timber.

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 | 80                     |
| Technical Section  | 20                     |

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.

In addition, for Lot 2 Building and Timber Materials, Efeca provided a formal assessment of evidence of compliance with legal and sustainable criteria for timber and all wood derived products in sub-lot 2.1 General Timber Materials, sub-lot 2.2 Laminated Walls Panels and sub-lot 2.3 Kitchen Units and Worktops.

Historic Environment Scotland provided an assessment of technical data and certification submitted by Tenderers bidding for sub-lot 2.5 Natural and Dimensional Stone for Build and Repair.

Tenderers were also asked to respond to a number of non-scored questions that had important contractual effects. This included confirming their ability to service, where they could opt to service one, some or all council areas.

**Table 3: Method Statement Scoring**

| Question  | Award Criteria Points for All Lots | Award Criteria Points for Lot 2 (timber sub-lots 2.1 - 2.3) | Scoring Methodology            |
|---|------------------------------------|---|--------------------------------|
| <b>Method Statement 1 - Service and Delivery</b>  | <b>4.5</b>                         | <b>4.5</b>  |                                |
| Operational Processes and Resources               | 1.5                                | 1.5   | Five Point Scoring Methodology |
| Stock Management and Continuity of Supply         | 1.5                                | 1.5   | Five Point Scoring Methodology |
| Delivery Capabilities                             | 1.5                                | 1.5   | Five Point Scoring Methodology |
| <b>Method Statement 2 - Contract Management</b>   | <b>3.5</b>                         | <b>3.5</b>  |                                |
| Customer Service and Complaint Management         | 1.5                                | 1.5   | Five Point Scoring Methodology |
| Management of Non-Core                            | 2                                  | 2   | Five Point Scoring Methodology |
| <b>Method Statement 3 - Sustainability</b>        | <b>4</b>                           | <b>4</b>  | Five Point Scoring Methodology |
| Carbon and Waste Reduction                        | 2                                  | 2   | Five Point Scoring Methodology |
| Transportation                                    | 1                                  | 1   | Five Point Scoring Methodology |
| Supply Chain                                      | 1                                  | 1   | Five Point Scoring Methodology |
| Policy to Reach Net Zero                          |                                    |   | Non-Scored Question            |
| <b>Method Statement 5 - Timber Sustainability</b> | <b>-</b>                           | <b>2</b>  | Five Point Scoring Methodology |
| <b>Community Benefits</b>                         | <b>4</b>                           | <b>3</b>  | Yes/No                         |
| <b>Workforce Matters</b>                          | <b>4</b>                           | <b>3</b>  | Five Point Scoring Methodology |
| Method Statement 4 - Fair Work First              | 4                                  | 3   | Five Point Scoring Methodology |
| Real Living Wage                                  |                                    |   | Non-Scored Question            |

Within the commercial section, tenderers were invited to offer on a lot by lot (and sub-lot), item by item basis and provide a national delivered price for all items on the framework.

Tenders were subject to a minimum bid requirement. All tenders proceeded in the evaluation in accordance with permitted discretions. Tenderers also had the option to offer other, representative products within their submission.

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 137 suppliers, with 70 tender responses received by the specified closing date and time.

One tenderer subsequently withdrew its offer. Two tenderers who were deemed non-compliant in part and were advised that their offers for the relevant sub-lots would not be considered. In one instance this was due to a failure to meet the

minimum selection requirements and, in the other, due to a failure to submit a commercial offer.

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 54 suppliers as outlined in Appendix 2. In a small number of cases award will be subject to final clarification.

These 54 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 benchmarked average savings position of 4.31%.

A key outcome for this framework was to streamline and better align the contract management processes of similar materials contracts to avoid unnecessary duplication and increase efficiencies for both customers and suppliers alike.

In addition, the commercial model also allowed for tenderers to offer within their submissions additional or alternative products under a Full Range Offer. This will help facilitate the offering of product alternatives. These can be included throughout the lifetime of the framework.

This updated approach enables councils to have greater control over costs. In addition, it allowed tenderers to offer alternative products and should provide councils with greater visibility of their full offering, allowing them to make more commercially 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 various frameworks into one and changing commercial models, mean that it has not been possible to provide a comparison between the new framework and the previous frameworks.

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 32 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 £12,500 for this type of tender. This does not take account of the additional efficiencies achieved by Tayside Contracts or associate members.

It should also be noted by combining six previous frameworks, the available efficiencies from operating call offs from the framework are increased. For that reason the non-cashable process savings identified as BT3 in table 4 have been multiplied by six.

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                             | £2,573,891         |
| BT2       | Price versus market savings                            | 0% *               |
| BT3       | Process savings from use of collaborative arrangements | £2,400,000         |

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

### Price Stability

All recommended suppliers have agreed to the fixed price period at the start of the framework. This period varies depending upon lot/sub-lot and ranges from 3-months to 12-months. The flexibility to respond to exceptional situations was retained within the contract. Provision thereafter is for price reviews once per 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 1.2% will be applied to all Council spend above £100,000 and will be tracked and managed with suppliers through reporting of management information returns. This rebate is set at 1.1% payable to Councils and 0.1% payable to Scotland Excel.

## **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:

- 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
- products that come from sustainable, reliable and approved sources
- an organisation's policy to achieve Net Zero

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

- Euro 6 certified vehicles
- Driver training for fuel-efficient vehicle operation
- Recyclable packaging and products
- Installation of efficient LED lighting technology in branches
- Transitioning fleet to electric vehicles
- Upgrading branches from gas to Solar PV Technology heating

### **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 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)
- 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)
- 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 54 recommended suppliers, 37 pay the Real Living Wage with 5 being accredited Real Living Wage employers, as detailed in Appendix 2 – Scoring and Recommendations.

The 17 recommended suppliers who do not currently pay the Real Living Wage are detailed in Appendix 2, with options 4, 6 or 7 selected.

Scotland Excel will continue to monitor Fair Work First, including encouraging further uptake to suppliers that are yet to commit to paying staff the Real Living Wage, with a particular focus on option 7 (not an accredited Living Wage Employer and do not currently pay the Living Wage to all employees), 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 C. 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 ensure continuity of this essential service delivery for members.



## **8. Summary**

This new framework for the Supply and Delivery of Construction Materials aims to maximise collaboration, support councils' construction and roads departments to deliver the various services they provide and deliver best value. A range of benefits can be reported in relation to efficiencies, 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  
1422 Construction Materials**

| 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                       | Start Date               | £5,739,457                 | Council Confirmed    | 4.31%                        | £247,371                     | Benchmarking                 |
| Aberdeenshire Council       | Yes                       | Start Date               | £1,662,040                 | Council Confirmed    | 4.31%                        | £71,634                      | Benchmarking                 |
| Angus Council               | Yes                       | Start Date               | £14,875                    | MI Data              | 4.31%                        | £641                         | Benchmarking                 |
| Argyll and Bute Council     | Yes                       | Start Date               | £200,000                   | Council Confirmed    | 4.31%                        | £8,620                       | Benchmarking                 |
| City of Edinburgh Council   | Yes                       | Start Date               | £150,312                   | MI Data              | 4.31%                        | £6,478                       | Benchmarking                 |
| Clackmannanshire Council    | Yes                       | Start Date               | £1,257,056                 | Council Confirmed    | 4.31%                        | £54,179                      | Benchmarking                 |
| Comhairle nan Eilean Siar   | Yes                       | Start Date               | £12,085                    | MI Data              | 4.31%                        | £521                         | Benchmarking                 |
| Dumfries & Galloway Council | Yes                       | Start Date               | £110,702                   | MI Data              | 4.31%                        | £4,771                       | Benchmarking                 |
| Dundee City Council         | Yes                       | Start Date               | £2,477,048                 | MI Data              | 4.31%                        | £106,761                     | Benchmarking                 |
| East Ayrshire Council       | Yes                       | Start Date               | £1,299,242                 | MI Data              | 4.31%                        | £55,997                      | Benchmarking                 |
| East Dunbartonshire Council | Yes                       | Start Date               | £2,516                     | MI Data              | 4.31%                        | £108                         | Benchmarking                 |
| East Lothian Council        | Yes                       | Start Date               | £1,635,606                 | Council Confirmed    | 4.31%                        | £70,495                      | Benchmarking                 |
| East Renfrewshire Council   | Yes                       | Start Date               | £197,467                   | MI Data              | 4.31%                        | £8,511                       | Benchmarking                 |
| Falkirk Council             | Yes                       | Start Date               | £3,408,781                 | Council Confirmed    | 4.31%                        | £146,918                     | Benchmarking                 |
| Fife Council                | Yes                       | Start Date               | £9,364,919                 | Council Confirmed    | 4.31%                        | £403,628                     | Benchmarking                 |
| Glasgow City Council        | Yes                       | Start Date               | £99,130                    | MI Data              | 4.31%                        | £4,273                       | Benchmarking                 |
| Highland Council            | Yes                       | Start Date               | £1,897,094                 | MI Data              | 4.31%                        | £81,765                      | Benchmarking                 |
| Inverclyde Council          | Yes                       | Start Date               | £147,550                   | MI Data              | 4.31%                        | £6,359                       | Benchmarking                 |
| Midlothian Council          | Yes                       | Start Date               | £1,407,074                 | Council Confirmed    | 4.31%                        | £60,645                      | Benchmarking                 |
| Moray Council               | Yes                       | Start Date               | £1,283,568                 | Council Confirmed    | 4.31%                        | £55,322                      | Benchmarking                 |
| North Ayrshire Council      | Yes                       | Start Date               | £1,991,966                 | Council Confirmed    | 4.31%                        | £85,854                      | Benchmarking                 |
| North Lanarkshire Council   | Yes                       | Start Date               | £35,742                    | MI Data              | 4.31%                        | £1,540                       | Benchmarking                 |
| Orkney Islands Council      | Yes                       | Start Date               | £107,133                   | MI Data              | 4.31%                        | £4,617                       | Benchmarking                 |
| Perth & Kinross Council     | Yes                       | Start Date               | £1,052,043                 | MI Data              | 4.31%                        | £45,343                      | Benchmarking                 |
| Renfrewshire Council        | Yes                       | Start Date               | £2,785,000                 | Council Confirmed    | 4.31%                        | £120,034                     | Benchmarking                 |
| Scottish Borders Council    | Yes                       | Start Date               | £600,000                   | Council Confirmed    | 4.31%                        | £25,860                      | Benchmarking                 |
| Shetland Islands Council    | Yes                       | Start Date               | £634,594                   | Council Confirmed    | 4.31%                        | £27,351                      | Benchmarking                 |
| South Ayrshire Council      | Yes                       | Start Date               | £2,096,535                 | Council Confirmed    | 4.31%                        | £90,361                      | Benchmarking                 |
| South Lanarkshire Council   | Yes                       | Start Date               | £4,527,610                 | MI Data              | 4.31%                        | £195,140                     | Benchmarking                 |
| Stirling Council            | Yes                       | Start Date               | £220,664                   | Council Confirmed    | 4.31%                        | £9,511                       | Benchmarking                 |
| West Dunbartonshire Council | Yes                       | Start Date               | £2,135,625                 | MI Data              | 4.31%                        | £92,045                      | Benchmarking                 |
| West Lothian Council        | Yes                       | Start Date               | £2,315,916                 | MI Data              | 4.31%                        | £99,816                      | Benchmarking                 |
| Tayside Contracts           | Yes                       | Start Date               | £63,116                    | MI Data              | 4.31%                        | £2,720                       | Benchmarking                 |
| <b>Totals</b>               |                           |                          | <b>£50,932,466</b>         |                      | <b>4.31%</b>                 | <b>£2,195,189</b>            |                              |
| Associate Members           | Yes                       | Start Date               | £8,786,590                 | MI Data              | 4.31%                        | £378,702                     | Benchmarking                 |
| <b>Totals</b>               |                           |                          | <b>£59,719,056</b>         |                      | <b>4.31%</b>                 | <b>£2,573,891</b>            |                              |

## Appendix 2 – Scoring and Recommendations

| <u>SUB-LOT NUMBER</u> | <u>SUB-LOT NAME</u>          | <u>TENDERER NAME</u>                                   | <u>SME STATUS</u> | <u>REAL LIVING WAGE STATUS</u> | <u>LOCATION</u>     | <u>NUMBER OF SUB-LOTS BID FOR</u> | <u>NUMBER OF SUB-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> |
|-----------------------|------------------------------|--|-------------------|--------------------------------|---------------------|-----------------------------------|---------------------------------------|--------------------------------------|-------------------------------|------------------------------|--------------------|----------------|---|
| 1.1                   | General Electrical Materials | Rexel UK Limited                                       | Large             | Option 5                       | Birmingham          | 2                                 | 2                                     | SUCCESSFUL                           | 78.64                         | 19.50                        | 98.14              | 1              | Y   |
| 1.1                   | General Electrical Materials | Edmundson Electrical Limited                           | Large             | Option 7                       | Cheshire            | 2                                 | 2                                     | SUCCESSFUL                           | 59.95                         | 20.00                        | 79.95              | 2              | Y   |
| 1.1                   | General Electrical Materials | The British Electrical & Manufacturing Company Limited | Medium            | Option 5                       | Newcastle Upon Tyne | 2                                 | 2                                     | SUCCESSFUL                           | 49.93                         | 20.00                        | 69.93              | 3              | Y   |
| 1.1                   | General Electrical Materials | Stark Building Materials UK Limited                    | Large             | Option 5                       | Coventry            | 12                                | 11                                    | PART-SUCCESSFUL                      | 44.66                         | 20.00                        | 64.66              | 4              | Y   |
| 1.1                   | General Electrical Materials | SM Electrical Supplies Ltd.                            | Small             | Option 5                       | Kirkcaldy           | 2                                 | 2                                     | SUCCESSFUL                           | 44.03                         | 18.63                        | 62.66              | 5              | Y   |
| 1.1                   | General Electrical Materials | City Plumbing Supplies Holdings Limited                | Large             | Option 5                       | Northampton         | 4                                 | 4                                     | SUCCESSFUL                           | 43.34                         | 19.00                        | 62.34              | 6              | Y   |
| 1.1                   | General Electrical Materials | Yesss (A) Electrical Ltd                               | Large             | Option 3                       | Normanton           | 2                                 | 2                                     | SUCCESSFUL                           | 36.37                         | 19.25                        | 55.62              | 7              | Y   |
| 1.1                   | General Electrical Materials | AIB Electrical Wholesale (Glasgow) Limited             | Small             | Option 3                       | Glasgow             | 1                                 | 0                                     | UNSUCCESSFUL                         | 41.20                         | 12.75                        | 53.95              | 8              | N   |
| 1.1                   | General Electrical Materials | City Electrical Factors Limited                        | Large             | Option 5                       | Warwickshire        | 2                                 | 1                                     | PART-SUCCESSFUL                      | 34.07                         | 18.13                        | 52.20              | 9              | N   |
| 1.1                   | General Electrical Materials | James M Anderson Limited                               | Small             | Option 1                       | Glasgow             | 4                                 | 1                                     | PART-SUCCESSFUL                      | 33.45                         | 17.13                        | 50.58              | 10             | N   |
| 1.1                   | General Electrical Materials | The Electrical Network Limited                         | Small             | Option 3                       | Paisley             | 2                                 | 0                                     | UNSUCCESSFUL                         | 30.50                         | 17.38                        | 47.88              | 11             | N   |
| 1.1                   | General Electrical Materials | Poplar Building & Drainage Supplies Ltd                | Small             | Option 5                       | Glenrothes          | 13                                | 2                                     | PART-SUCCESSFUL                      | 29.95                         | 13.38                        | 43.33              | 12             | N   |
| 1.1                   | General Electrical Materials | Street Lighting Supplies & Co Ltd.                     | Small             | Option 1                       | Grangemouth         | 2                                 | 0                                     | UNSUCCESSFUL                         | 19.13                         | 15.25                        | 34.38              | 13             | N   |
| 1.2                   | Cables and Wiring            | Edmundson Electrical Limited                           | Large             | Option 7                       | Cheshire            | 2                                 | 2                                     | SUCCESSFUL                           | 79.04                         | 20.00                        | 99.04              | 1              | Y   |
| 1.2                   | Cables and Wiring            | The British Electrical & Manufacturing Company Limited | Medium            | Option 5                       | Newcastle Upon Tyne | 2                                 | 2                                     | SUCCESSFUL                           | 71.47                         | 20.00                        | 91.47              | 2              | Y   |
| 1.2                   | Cables and Wiring            | Rexel UK Limited                                       | Large             | Option 5                       | Birmingham          | 2                                 | 2                                     | SUCCESSFUL                           | 70.54                         | 19.50                        | 90.04              | 3              | Y   |
| 1.2                   | Cables and Wiring            | City Electrical Factors Limited                        | Large             | Option 5                       | Warwickshire        | 2                                 | 1                                     | PART-SUCCESSFUL                      | 65.89                         | 18.13                        | 84.02              | 4              | Y   |
| 1.2                   | Cables and Wiring            | SM Electrical Supplies Ltd.                            | Small             | Option 5                       | Kirkcaldy           | 2                                 | 2                                     | SUCCESSFUL                           | 61.06                         | 18.63                        | 79.69              | 5              | Y   |
| 1.2                   | Cables and Wiring            | Yesss (A) Electrical Ltd                               | Large             | Option 3                       | Normanton           | 2                                 | 2                                     | SUCCESSFUL                           | 57.13                         | 19.25                        | 76.38              | 6              | Y   |
| 1.2                   | Cables and Wiring            | City Plumbing Supplies Holdings Limited                | Large             | Option 5                       | Northampton         | 4                                 | 4                                     | SUCCESSFUL                           | 53.70                         | 19.00                        | 72.70              | 7              | Y   |
| 1.2                   | Cables and Wiring            | The Electrical Network Limited                         | Small             | Option 3                       | Paisley             | 2                                 | 0                                     | UNSUCCESSFUL                         | 53.27                         | 17.38                        | 70.65              | 8              | N   |
| 1.2                   | Cables and Wiring            | Stark Building Materials UK Limited                    | Large             | Option 5                       | Coventry            | 12                                | 11                                    | PART-SUCCESSFUL                      | 48.89                         | 20.00                        | 68.89              | 9              | N   |
| 1.2                   | Cables and Wiring            | James M Anderson Limited                               | Small             | Option 1                       | Glasgow             | 4                                 | 1                                     | PART-SUCCESSFUL                      | 51.16                         | 17.13                        | 68.29              | 10             | N   |
| 1.2                   | Cables and Wiring            | Poplar Building & Drainage Supplies Ltd                | Small             | Option 5                       | Glenrothes          | 13                                | 2                                     | PART-SUCCESSFUL                      | 32.35                         | 13.38                        | 45.73              | 11             | N   |
| 2.1                   | General Timber Materials     | James Donaldson Timber Limited                         | Medium            | Option 5                       | Glenrothes          | 1                                 | 1                                     | SUCCESSFUL                           | 76.52                         | 14.38                        | 90.90              | 1              | Y   |
| 2.1                   | General Timber Materials     | Scotdor T/A Dorsuite (a partnership)                   | Micro             | Option 1                       | Glasgow             | 1                                 | 1                                     | SUCCESSFUL                           | 72.79                         | 16.75                        | 89.54              | 2              | Y   |
| 2.1                   | General Timber Materials     | M.K.M. Building Supplies (Holdings) Limited            | Large             | Option 7                       | Hull                | 9                                 | 7                                     | PART-SUCCESSFUL                      | 57.50                         | 18.38                        | 75.88              | 3              | Y   |
| 2.1                   | General Timber Materials     | D McNair (Builders Merchants) Limited                  | Medium            | Option 5                       | Glasgow             | 3                                 | 3                                     | SUCCESSFUL                           | 51.77                         | 18.88                        | 70.65              | 4              | Y   |
| 2.1                   | General Timber Materials     | Travis Perkins Trading Company Limited                 | Large             | Option 7                       | Northampton         | 8                                 | 7                                     | PART-SUCCESSFUL                      | 50.86                         | 18.75                        | 69.61              | 5              | Y   |
| 2.1                   | General Timber Materials     | MGM Timber (Scotland) Limited                          | Medium            | Option 5                       | Glenrothes          | 2                                 | 2                                     | SUCCESSFUL                           | 50.22                         | 16.88                        | 67.10              | 6              | Y   |
| 2.1                   | General Timber Materials     | National Timber Group Scotland Limited                 | Large             | Option 7                       | Grangemouth         | 3                                 | 3                                     | SUCCESSFUL                           | 49.36                         | 17.25                        | 66.61              | 7              | Y   |
| 2.1                   | General Timber Materials     | Donaldson Door Systems Limited                         | Medium            | Option 7                       | Glenrothes          | 1                                 | 1                                     | SUCCESSFUL                           | 56.04                         | 10.00                        | 66.04              | 8              | Y   |
| 2.1                   | General Timber Materials     | Stark Building Materials UK Limited                    | Large             | Option 5                       | Coventry            | 12                                | 11                                    | PART-SUCCESSFUL                      | 42.72                         | 20.00                        | 62.72              | 9              | Y   |
| 2.1                   | General Timber Materials     | Newline Building Products Limited                      | Small             | Option 5                       | Aberdeen            | 7                                 | 0                                     | UNSUCCESSFUL                         | 47.01                         | 8.13                         | 55.14              | 10             | N   |
| 2.1                   | General Timber Materials     | Poplar Building & Drainage Supplies Ltd                | Small             | Option 5                       | Glenrothes          | 13                                | 2                                     | PART-SUCCESSFUL                      | 41.41                         | 12.63                        | 54.04              | 11             | N   |
| 2.1                   | General Timber Materials     | IBT Building & Timber (Merchants) Ltd                  | Small             | Option 3                       | Edinburgh           | 4                                 | 0                                     | UNSUCCESSFUL                         | 38.50                         | 14.00                        | 52.50              | 12             | N   |
| 2.1                   | General Timber Materials     | GPH Builders Merchants Limited                         | Medium            | Option 7                       | Aberdeen            | 6                                 | 2                                     | PART-SUCCESSFUL                      | 34.76                         | 16.13                        | 50.89              | 13             | N   |
| 2.1                   | General Timber Materials     | The Woodcentre Limited                                 | Small             | Option 5                       | Elgin               | 2                                 | 0                                     | UNSUCCESSFUL                         | 34.76                         | 12.25                        | 47.01              | 14             | N   |
| 2.1                   | General Timber Materials     | Fence'N'Deck Limited                                   | Micro             | Option 5                       | Grangemouth         | 3                                 | 0                                     | UNSUCCESSFUL                         | 32.63                         | 10.25                        | 42.88              | 15             | N   |
| 2.2                   | Laminated Walls Panels       | GPH Builders Merchants Limited                         | Medium            | Option 7                       | Aberdeen            | 6                                 | 2                                     | PART-SUCCESSFUL                      | 78.00                         | 16.13                        | 94.13              | 1              | Y   |
| 2.2                   | Laminated Walls Panels       | National Timber Group Scotland Limited                 | Large             | Option 7                       | Grangemouth         | 3                                 | 3                                     | SUCCESSFUL                           | 76.12                         | 17.25                        | 93.37              | 2              | Y   |
| 2.2                   | Laminated Walls Panels       | UK Plumbing Supplies Limited                           | Large             | Option 5                       | Cheshire            | 3                                 | 3                                     | SUCCESSFUL                           | 72.32                         | 20.00                        | 92.32              | 3              | Y   |
| 2.2                   | Laminated Walls Panels       | Joinery and Timber Creations (65) Limited              | Medium            | Option 7                       | Dundee              | 2                                 | 2                                     | SUCCESSFUL                           | 72.89                         | 19.38                        | 92.27              | 4              | Y   |
| 2.2                   | Laminated Walls Panels       | MGM Timber (Scotland) Limited                          | Medium            | Option 5                       | Glenrothes          | 2                                 | 2                                     | SUCCESSFUL                           | 74.40                         | 16.88                        | 91.28              | 5              | Y   |
| 2.2                   | Laminated Walls Panels       | Nu-Style Products Limited                              | Medium            | Option 5                       | Glenrothes          | 1                                 | 1                                     | SUCCESSFUL                           | 75.44                         | 14.00                        | 89.44              | 6              | Y   |
| 2.2                   | Laminated Walls Panels       | M.K.M. Building Supplies (Holdings) Limited            | Large             | Option 7                       | Hull                | 9                                 | 7                                     | PART-SUCCESSFUL                      | 71.04                         | 18.38                        | 89.42              | 7              | Y   |
| 2.2                   | Laminated Walls Panels       | D McNair (Builders Merchants) Limited                  | Medium            | Option 5                       | Glasgow             | 3                                 | 3                                     | SUCCESSFUL                           | 65.74                         | 18.88                        | 84.62              | 8              | Y   |
| 2.2                   | Laminated Walls Panels       | Stark Building Materials UK Limited                    | Large             | Option 5                       | Coventry            | 12                                | 11                                    | PART-SUCCESSFUL                      | 58.15                         | 20.00                        | 78.15              | 9              | Y   |
| 2.2                   | Laminated Walls Panels       | The Woodcentre Limited                                 | Small             | Option 5                       | Elgin               | 2                                 | 0                                     | UNSUCCESSFUL                         | 61.88                         | 12.25                        | 74.13              | 10             | N   |
| 2.2                   | Laminated Walls Panels       | Newline Building Products Limited                      | Small             | Option 5                       | Aberdeen            | 7                                 | 0                                     | UNSUCCESSFUL                         | 56.13                         | 8.13                         | 64.26              | 11             | N   |
| 2.2                   | Laminated Walls Panels       | Daw Signs Limited                                      | Small             | Option 3                       | Glasgow             | 2                                 | 1                                     | PART-SUCCESSFUL                      | 50.21                         | 11.00                        | 61.21              | 12             | N   |
| 2.2                   | Laminated Walls Panels       | Matrix Ceiling Distribution Limited                    | Micro             | Option 3                       | Dundee              | 1                                 | 0                                     | UNSUCCESSFUL                         | 44.21                         | 15.13                        | 59.34              | 13             | N   |
| 2.2                   | Laminated Walls Panels       | Poplar Building & Drainage Supplies Ltd                | Small             | Option 5                       | Glenrothes          | 13                                | 2                                     | PART-SUCCESSFUL                      | 32.44                         | 12.63                        | 45.07              | 14             | N   |
| 2.2                   | Laminated Walls Panels       | Richmonds Plumbing & Heating Merchants Limited         | Medium            | Option 7                       | Glasgow             | 3                                 | 2                                     | PART-SUCCESSFUL                      | -                             | -                            | -                  | -              | NON-COMPLIANT                                 |
| 2.3                   | Kitchen Units and Worktops   | Daw Signs Limited                                      | Small             | Option 3                       | Glasgow             | 2                                 | 1                                     | PART-SUCCESSFUL                      | 80.00                         | 11.00                        | 91.00              | 1              | Y   |
| 2.3                   | Kitchen Units and Worktops   | Moores Furniture Group Limited                         | Large             | Option 7                       | Wetherby            | 1                                 | 1                                     | SUCCESSFUL                           | 52.71                         | 18.50                        | 71.21              | 2              | Y   |
| 2.3                   | Kitchen Units and Worktops   | National Timber Group Scotland Limited                 | Large             | Option 7                       | Grangemouth         | 3                                 | 3                                     | SUCCESSFUL                           | 52.82                         | 17.25                        | 70.07              | 3              | Y   |
| 2.3                   | Kitchen Units and Worktops   | Joinery and Timber Creations (65) Limited              | Medium            | Option 7                       | Dundee              | 2                                 | 2                                     | SUCCESSFUL                           | 41.20                         | 19.38                        | 60.58              | 4              | Y   |
| 2.3                   | Kitchen Units and Worktops   | M.K.M. Building Supplies (Holdings) Limited            | Large             | Option 7                       | Hull                | 9                                 | 7                                     | PART-SUCCESSFUL                      | 37.58                         | 18.38                        | 55.96              | 5              | Y   |
| 2.3                   | Kitchen Units and Worktops   | Stark Building Materials UK Limited                    | Large             | Option 5                       | Coventry            | 12                                | 11                                    | PART-SUCCESSFUL                      | 30.41                         | 20.00                        | 50.41              | 6              | Y   |

| <u>SUB-LOT NUMBER</u> | <u>SUB-LOT NAME</u>                                | <u>TENDERER NAME</u>                            | <u>SME STATUS</u> | <u>REAL LIVING WAGE STATUS</u> | <u>LOCATION</u>    | <u>NUMBER OF SUB-LOTS BID FOR</u> | <u>NUMBER OF SUB-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> |
|-----------------------|--|---|-------------------|--------------------------------|--------------------|-----------------------------------|---------------------------------------|--------------------------------------|-------------------------------|------------------------------|--------------------|----------------|---|
| 2.3                   | Kitchen Units and Worktops                         | Poplar Building & Drainage Supplies Ltd         | Small             | Option 5                       | Glenrothes         | 13                                | 2                                     | PART-SUCCESSFUL                      | 25.65                         | 12.63                        | 38.28              | 7              | N   |
| 2.3                   | Kitchen Units and Worktops                         | Pz2 Joinery Ltd                                 | Micro             | Option 3                       | Dundee             | 1                                 | 0                                     | UNSUCCESSFUL                         | 17.49                         | 15.00                        | 32.49              | 8              | N   |
| 2.4                   | Building and Roofing Materials                     | D McNair (Builders Merchants) Limited           | Medium            | Option 5                       | Glasgow            | 3                                 | 3                                     | SUCCESSFUL                           | 78.00                         | 18.88                        | 96.88              | 1              | Y   |
| 2.4                   | Building and Roofing Materials                     | Beatsons Building Supplies Limited              | Medium            | Option 5                       | Alloa              | 6                                 | 2                                     | PART-SUCCESSFUL                      | 68.96                         | 13.88                        | 82.84              | 2              | Y   |
| 2.4                   | Building and Roofing Materials                     | Travis Perkins Trading Company Limited          | Large             | Option 7                       | Northampton        | 8                                 | 7                                     | PART-SUCCESSFUL                      | 62.60                         | 18.75                        | 81.35              | 3              | Y   |
| 2.4                   | Building and Roofing Materials                     | SIG Trading Limited                             | Large             | Option 5                       | Sheffield          | 1                                 | 1                                     | SUCCESSFUL                           | 58.38                         | 19.63                        | 78.01              | 4              | Y   |
| 2.4                   | Building and Roofing Materials                     | Scotia Roofing & Building Supplies Ltd.         | Small             | Option 4                       | Grangemouth        | 2                                 | 1                                     | PART-SUCCESSFUL                      | 62.79                         | 13.50                        | 76.29              | 5              | Y   |
| 2.4                   | Building and Roofing Materials                     | Stark Building Materials UK Limited             | Large             | Option 5                       | Coventry           | 12                                | 11                                    | PART-SUCCESSFUL                      | 53.39                         | 20.00                        | 73.39              | 6              | Y   |
| 2.4                   | Building and Roofing Materials                     | M.K.M. Building Supplies (Holdings) Limited     | Large             | Option 7                       | Hull               | 9                                 | 7                                     | PART-SUCCESSFUL                      | 52.94                         | 18.38                        | 71.32              | 7              | Y   |
| 2.4                   | Building and Roofing Materials                     | IBT Building & Timber (Merchants) Ltd           | Small             | Option 3                       | Edinburgh          | 4                                 | 0                                     | UNSUCCESSFUL                         | 50.06                         | 14.75                        | 64.81              | 8              | N   |
| 2.4                   | Building and Roofing Materials                     | GPH Builders Merchants Limited                  | Medium            | Option 7                       | Aberdeen           | 6                                 | 2                                     | PART-SUCCESSFUL                      | 45.20                         | 16.38                        | 61.58              | 9              | N   |
| 2.4                   | Building and Roofing Materials                     | Poplar Building & Drainage Supplies Ltd         | Small             | Option 5                       | Glenrothes         | 13                                | 2                                     | PART-SUCCESSFUL                      | 46.49                         | 13.38                        | 59.87              | 10             | N   |
| 2.4                   | Building and Roofing Materials                     | Newline Building Products Limited               | Small             | Option 5                       | Aberdeen           | 7                                 | 0                                     | UNSUCCESSFUL                         | 41.71                         | 9.13                         | 50.84              | 11             | N   |
| 2.4                   | Building and Roofing Materials                     | Fence'N'Deck Limited                            | Micro             | Option 5                       | Grangemouth        | 3                                 | 0                                     | UNSUCCESSFUL                         | 36.64                         | 11.75                        | 48.39              | 12             | N   |
| 2.5                   | Natural and Dimensional Stone for Build and Repair | Tradstocks Ltd.                                 | Small             | Option 5                       | Stirling           | 1                                 | 1                                     | SUCCESSFUL                           | 73.53                         | 9.38                         | 82.91              | 1              | Y   |
| 2.5                   | Natural and Dimensional Stone for Build and Repair | B.B.S. (Brick and Stone) Limited                | Small             | Option 2                       | West Yorkshire     | 1                                 | 1                                     | SUCCESSFUL                           | 68.31                         | 9.88                         | 78.19              | 2              | Y   |
| 2.5                   | Natural and Dimensional Stone for Build and Repair | Hutton Stone Co. Ltd.                           | Small             | Option 1                       | Berwick Upon Tweed | 1                                 | 1                                     | SUCCESSFUL                           | 50.86                         | 12.50                        | 63.36              | 3              | Y   |
| 2.5                   | Natural and Dimensional Stone for Build and Repair | Poplar Building & Drainage Supplies Ltd         | Small             | Option 5                       | Glenrothes         | 13                                | 2                                     | PART-SUCCESSFUL                      | 35.30                         | 13.38                        | 48.68              | 4              | Y   |
| 3.1                   | General Plumbing and Heating Materials             | William Wilson Ltd.                             | Medium            | Option 7                       | Aberdeen           | 2                                 | 2                                     | SUCCESSFUL                           | 78.80                         | 19.25                        | 98.05              | 1              | Y   |
| 3.1                   | General Plumbing and Heating Materials             | Travis Perkins Trading Company Limited          | Large             | Option 7                       | Northampton        | 8                                 | 7                                     | PART-SUCCESSFUL                      | 69.87                         | 18.75                        | 88.62              | 2              | Y   |
| 3.1                   | General Plumbing and Heating Materials             | Wolseley UK Limited                             | Large             | Option 7                       | Warwick            | 2                                 | 2                                     | SUCCESSFUL                           | 65.45                         | 20.00                        | 85.45              | 3              | Y   |
| 3.1                   | General Plumbing and Heating Materials             | City Plumbing Supplies Holdings Limited         | Large             | Option 5                       | Northampton        | 4                                 | 4                                     | SUCCESSFUL                           | 66.06                         | 19.00                        | 85.06              | 4              | Y   |
| 3.1                   | General Plumbing and Heating Materials             | Stark Building Materials UK Limited             | Large             | Option 5                       | Coventry           | 12                                | 11                                    | PART-SUCCESSFUL                      | 60.10                         | 20.00                        | 80.10              | 5              | Y   |
| 3.1                   | General Plumbing and Heating Materials             | Coast Plumbing Supplies Limited                 | Micro             | Option 3                       | Kilwinning         | 2                                 | 1                                     | PART-SUCCESSFUL                      | 58.46                         | 18.00                        | 76.46              | 6              | Y   |
| 3.1                   | General Plumbing and Heating Materials             | Richmonds Plumbing & Heating Merchants Limited  | Medium            | Option 7                       | Glasgow            | 3                                 | 2                                     | PART-SUCCESSFUL                      | 58.24                         | 15.88                        | 74.12              | 7              | Y   |
| 3.1                   | General Plumbing and Heating Materials             | UK Plumbing Supplies Limited                    | Large             | Option 5                       | Cheshire           | 3                                 | 3                                     | SUCCESSFUL                           | 53.53                         | 20.00                        | 73.53              | 8              | Y   |
| 3.1                   | General Plumbing and Heating Materials             | Beatsons Building Supplies Limited              | Medium            | Option 5                       | Alloa              | 6                                 | 2                                     | PART-SUCCESSFUL                      | 58.35                         | 13.88                        | 72.23              | 9              | Y   |
| 3.1                   | General Plumbing and Heating Materials             | Poplar Building & Drainage Supplies Ltd         | Small             | Option 5                       | Glenrothes         | 13                                | 2                                     | PART-SUCCESSFUL                      | 48.51                         | 13.38                        | 61.89              | 10             | N   |
| 3.1                   | General Plumbing and Heating Materials             | M.K.M. Building Supplies (Holdings) Limited     | Large             | Option 7                       | Hull               | 9                                 | 7                                     | PART-SUCCESSFUL                      | 38.42                         | 18.38                        | 56.80              | 11             | N   |
| 3.1                   | General Plumbing and Heating Materials             | Newline Building Products Limited               | Small             | Option 5                       | Aberdeen           | 7                                 | 0                                     | UNSUCCESSFUL                         | 46.27                         | 9.13                         | 55.40              | 12             | N   |
| 3.1                   | General Plumbing and Heating Materials             | GPH Builders Merchants Limited                  | Medium            | Option 7                       | Aberdeen           | 6                                 | 2                                     | PART-SUCCESSFUL                      | 33.81                         | 16.38                        | 50.19              | 13             | N   |
| 3.1                   | General Plumbing and Heating Materials             | Scotia Roofing & Building Supplies Ltd.         | Small             | Option 4                       | Grangemouth        | 2                                 | 1                                     | PART-SUCCESSFUL                      | 26.64                         | 13.50                        | 40.14              | 14             | N   |
| 3.2                   | Sanitary Ware, Accessories and Adaptations         | Richmonds Plumbing & Heating Merchants Limited  | Medium            | Option 7                       | Glasgow            | 3                                 | 2                                     | PART-SUCCESSFUL                      | 78.00                         | 15.88                        | 93.88              | 1              | Y   |
| 3.2                   | Sanitary Ware, Accessories and Adaptations         | Wolseley UK Limited                             | Large             | Option 7                       | Warwick            | 2                                 | 2                                     | SUCCESSFUL                           | 65.42                         | 20.00                        | 85.42              | 2              | Y   |
| 3.2                   | Sanitary Ware, Accessories and Adaptations         | UK Plumbing Supplies Limited                    | Large             | Option 5                       | Cheshire           | 3                                 | 3                                     | SUCCESSFUL                           | 62.97                         | 20.00                        | 82.97              | 3              | Y   |
| 3.2                   | Sanitary Ware, Accessories and Adaptations         | William Wilson Ltd.                             | Medium            | Option 7                       | Aberdeen           | 2                                 | 2                                     | SUCCESSFUL                           | 60.67                         | 19.25                        | 79.92              | 4              | Y   |
| 3.2                   | Sanitary Ware, Accessories and Adaptations         | M.K.M. Building Supplies (Holdings) Limited     | Large             | Option 7                       | Hull               | 9                                 | 7                                     | PART-SUCCESSFUL                      | 56.09                         | 18.38                        | 74.47              | 5              | Y   |
| 3.2                   | Sanitary Ware, Accessories and Adaptations         | Nicholls & Clarke Limited                       | Large             | Option 2                       | Essex              | 1                                 | 1                                     | SUCCESSFUL                           | 59.78                         | 12.50                        | 72.28              | 6              | Y   |
| 3.2                   | Sanitary Ware, Accessories and Adaptations         | Stark Building Materials UK Limited             | Large             | Option 5                       | Coventry           | 12                                | 11                                    | PART-SUCCESSFUL                      | 48.90                         | 20.00                        | 68.90              | 7              | Y   |
| 3.2                   | Sanitary Ware, Accessories and Adaptations         | City Plumbing Supplies Holdings Limited         | Large             | Option 5                       | Northampton        | 4                                 | 4                                     | SUCCESSFUL                           | 48.76                         | 19.00                        | 67.76              | 8              | Y   |
| 3.2                   | Sanitary Ware, Accessories and Adaptations         | Beatsons Building Supplies Limited              | Medium            | Option 5                       | Alloa              | 6                                 | 2                                     | PART-SUCCESSFUL                      | 45.97                         | 13.88                        | 59.85              | 9              | N   |
| 3.2                   | Sanitary Ware, Accessories and Adaptations         | Travis Perkins Trading Company Limited          | Large             | Option 7                       | Northampton        | 8                                 | 7                                     | PART-SUCCESSFUL                      | 40.34                         | 18.75                        | 59.09              | 10             | N   |
| 3.2                   | Sanitary Ware, Accessories and Adaptations         | Newline Building Products Limited               | Small             | Option 5                       | Aberdeen           | 7                                 | 0                                     | UNSUCCESSFUL                         | 49.85                         | 9.13                         | 58.98              | 11             | N   |
| 3.2                   | Sanitary Ware, Accessories and Adaptations         | Poplar Building & Drainage Supplies Ltd         | Small             | Option 5                       | Glenrothes         | 13                                | 2                                     | PART-SUCCESSFUL                      | 40.95                         | 13.38                        | 54.33              | 12             | N   |
| 3.2                   | Sanitary Ware, Accessories and Adaptations         | Coast Plumbing Supplies Limited                 | Micro             | Option 3                       | Kilwinning         | 2                                 | 1                                     | PART-SUCCESSFUL                      | 34.38                         | 18.00                        | 52.38              | 13             | N   |
| 4.1                   | Tools  | S.I.I.S. Limited                                | Small             | Option 3                       | Kirkcaldy          | 2                                 | 2                                     | SUCCESSFUL                           | 70.32                         | 14.75                        | 85.07              | 1              | Y   |
| 4.1                   | Tools  | Decco Limited                                   | Large             | Option 2                       | Newbury            | 2                                 | 2                                     | SUCCESSFUL                           | 69.05                         | 15.13                        | 84.18              | 2              | Y   |
| 4.1                   | Tools  | Lion Safety Limited                             | Small             | Option 1                       | Grangemouth        | 1                                 | 1                                     | SUCCESSFUL                           | 54.98                         | 19.75                        | 74.73              | 3              | Y   |
| 4.1                   | Tools  | Highland Industrial Supplies Limited            | Medium            | Option 3                       | Inverness          | 2                                 | 2                                     | SUCCESSFUL                           | 55.34                         | 15.63                        | 70.97              | 4              | Y   |
| 4.1                   | Tools  | Diamond Industrial Supply Company Limited       | Small             | Option 4                       | Falkirk            | 2                                 | 1                                     | PART-SUCCESSFUL                      | 50.51                         | 15.88                        | 66.39              | 5              | Y   |
| 4.1                   | Tools  | Scott Direct Limited                            | Medium            | Option 5                       | Dunfermline        | 2                                 | 2                                     | SUCCESSFUL                           | 45.27                         | 18.88                        | 64.15              | 6              | Y   |
| 4.1                   | Tools  | Travis Perkins Trading Company Limited          | Large             | Option 7                       | Northampton        | 8                                 | 7                                     | PART-SUCCESSFUL                      | 43.86                         | 18.75                        | 62.61              | 7              | Y   |
| 4.1                   | Tools  | Tower Tools and Equipment Limited               | Small             | Option 5                       | Dundonald          | 1                                 | 1                                     | SUCCESSFUL                           | 51.75                         | 8.63                         | 60.38              | 8              | Y   |
| 4.1                   | Tools  | Gibb & Beveridge (Engineering Agencies) Limited | Small             | Option 7                       | Dunfermline        | 2                                 | 2                                     | SUCCESSFUL                           | 40.72                         | 16.63                        | 57.35              | 10             | Y   |
| 4.1                   | Tools  | A1 Ironmongery Limited                          | Small             | Option 1                       | Ayr                | 2                                 | 2                                     | SUCCESSFUL                           | 39.57                         | 17.75                        | 57.32              | 11             | Y   |
| 4.1                   | Tools  | Tudor (UK) Ltd T/A Tudor Environmental          | Medium            | Option 5                       | Coventry           | 1                                 | 1                                     | SUCCESSFUL                           | 43.30                         | 14.25                        | 57.55              | 9              | Y   |
| 4.1                   | Tools  | Stark Building Materials UK Limited             | Large             | Option 5                       | Coventry           | 12                                | 11                                    | PART-SUCCESSFUL                      | 34.25                         | 20.00                        | 54.25              | 12             | Y   |
| 4.1                   | Tools  | Cromwell Tools Limited                          | Small             | Option 5                       | Leicester          | 3                                 | 0                                     | UNSUCCESSFUL                         | 33.66                         | 18.13                        | 51.79              | 13             | N   |
| 4.1                   | Tools  | Sealco (Scotland) Limited                       | Small             | Option 3                       | Falkirk            | 2                                 | 1                                     | PART-SUCCESSFUL                      | 31.22                         | 15.50                        | 46.72              | 14             | N   |
| 4.1                   | Tools  | Beatsons Building Supplies Limited              | Medium            | Option 5                       | Alloa              | 6                                 | 2                                     | PART-SUCCESSFUL                      | 32.21                         | 13.88                        | 46.09              | 15             | N   |
| 4.1                   | Tools  | Red Stag Materials Limited                      | Micro             | Option 3                       | Aberdeen           | 3                                 | 1                                     | PART-SUCCESSFUL                      | 24.91                         | 18.00                        | 42.91              | 16             | N   |
| 4.1                   | Tools  | M.K.M. Building Supplies (Holdings) Limited     | Large             | Option 7                       | Hull               | 9                                 | 7                                     | PART-SUCCESSFUL                      | 24.02                         | 18.38                        | 42.40              | 17             | N   |
| 4.1                   | Tools  | James M Anderson Limited                        | Small             | Option 1                       | Glasgow            | 4                                 | 1                                     | PART-SUCCESSFUL                      | 24.53                         | 17.13                        | 41.66              | 18             | N   |
| 4.1                   | Tools  | IBT Building & Timber (Merchants) Ltd           | Small             | Option 3                       | Edinburgh          | 4                                 | 0                                     | UNSUCCESSFUL                         | 26.85                         | 14.75                        | 41.60              | 19             | N   |

| <u>SUB-LOT NUMBER</u> | <u>SUB-LOT NAME</u>                                     | <u>TENDERER NAME</u>  | <u>SME STATUS</u> | <u>REAL LIVING WAGE STATUS</u> | <u>LOCATION</u> | <u>NUMBER OF SUB-LOTS BID FOR</u> | <u>NUMBER OF SUB-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> |
|-----------------------|---|---|-------------------|--------------------------------|-----------------|-----------------------------------|---------------------------------------|--------------------------------------|-------------------------------|------------------------------|--------------------|----------------|---|
| 4.1                   | Tools   | Poplar Building & Drainage Supplies Ltd                       | Small             | Option 5                       | Glenrothes      | 13                                | 2                                     | PART-SUCCESSFUL                      | 27.59                         | 13.38                        | 40.97              | 20             | N   |
| 4.1                   | Tools   | Newline Building Products Limited                             | Small             | Option 5                       | Aberdeen        | 7                                 | 0                                     | UNSUCCESSFUL                         | 29.28                         | 9.13                         | 38.41              | 21             | N   |
| 4.1                   | Tools   | P.F. Cusack (Tools Supplies) Limited                          | Medium            | Option 5                       | London          | 2                                 | 0                                     | UNSUCCESSFUL                         | 17.72                         | 16.13                        | 33.85              | 22             | N   |
| 4.1                   | Tools   | Diatech Scotland Ltd  | Small             | Option 5                       | Perth           | 1                                 | 0                                     | UNSUCCESSFUL                         | 21.08                         | 10.00                        | 31.08              | 23             | N   |
| 4.1                   | Tools   | GPH Builders Merchants Limited                                | Medium            | Option 7                       | Aberdeen        | 6                                 | 2                                     | PART-SUCCESSFUL                      | 12.87                         | 16.38                        | 29.25              | 24             | N   |
| 4.1                   | Tools   | Hilti (GT.Britain) Limited                                    | Large             | Option 1                       | Manchester      | 2                                 | 0                                     | UNSUCCESSFUL                         | 17.97                         | 1.63                         | 19.60              | 25             | N   |
| 4.1                   | Tools   | Harlequin Fixings and Sealants Limited                        | Small             | Option 5                       | Kilmarnock      | 2                                 | 1                                     | PART-SUCCESSFUL                      | -                             | -                            | -                  | -              | NON-COMPLIANT                                 |
| 4.2                   | Ironmongery, Fixings, Adhesives, Sealants and Silicones | S.I.I.S. Limited  | Small             | Option 3                       | Kirkcaldy       | 2                                 | 2                                     | SUCCESSFUL                           | 78.00                         | 14.75                        | 92.75              | 1              | Y   |
| 4.2                   | Ironmongery, Fixings, Adhesives, Sealants and Silicones | Highland Industrial Supplies Limited                          | Medium            | Option 3                       | Inverness       | 2                                 | 2                                     | SUCCESSFUL                           | 73.33                         | 15.63                        | 88.96              | 2              | Y   |
| 4.2                   | Ironmongery, Fixings, Adhesives, Sealants and Silicones | Decco Limited   | Large             | Option 2                       | Newbury         | 2                                 | 2                                     | SUCCESSFUL                           | 60.75                         | 15.13                        | 75.88              | 3              | Y   |
| 4.2                   | Ironmongery, Fixings, Adhesives, Sealants and Silicones | A1 Ironmongery Limited  | Small             | Option 1                       | Ayr             | 2                                 | 2                                     | SUCCESSFUL                           | 53.69                         | 17.75                        | 71.44              | 4              | Y   |
| 4.2                   | Ironmongery, Fixings, Adhesives, Sealants and Silicones | Gibb & Beveridge (Engineering Agencies) Limited               | Small             | Option 7                       | Dunfermline     | 2                                 | 2                                     | SUCCESSFUL                           | 53.47                         | 16.63                        | 70.10              | 5              | Y   |
| 4.2                   | Ironmongery, Fixings, Adhesives, Sealants and Silicones | Sealco (Scotland) Limited                                     | Small             | Option 3                       | Falkirk         | 2                                 | 1                                     | PART-SUCCESSFUL                      | 54.24                         | 15.50                        | 69.74              | 6              | Y   |
| 4.2                   | Ironmongery, Fixings, Adhesives, Sealants and Silicones | Travis Perkins Trading Company Limited                        | Large             | Option 7                       | Northampton     | 8                                 | 7                                     | PART-SUCCESSFUL                      | 40.74                         | 18.75                        | 59.49              | 7              | Y   |
| 4.2                   | Ironmongery, Fixings, Adhesives, Sealants and Silicones | M.K.M. Building Supplies (Holdings) Limited                   | Large             | Option 7                       | Hull            | 9                                 | 7                                     | PART-SUCCESSFUL                      | 36.84                         | 18.38                        | 55.22              | 8              | Y   |
| 4.2                   | Ironmongery, Fixings, Adhesives, Sealants and Silicones | Harlequin Fixings and Sealants Limited                        | Small             | Option 5                       | Kilmarnock      | 2                                 | 1                                     | PART-SUCCESSFUL                      | 42.36                         | 10.75                        | 53.11              | 9              | Y   |
| 4.2                   | Ironmongery, Fixings, Adhesives, Sealants and Silicones | Stark Building Materials UK Limited                           | Large             | Option 5                       | Coventry        | 12                                | 11                                    | PART-SUCCESSFUL                      | 30.42                         | 20.00                        | 50.42              | 10             | Y   |
| 4.2                   | Ironmongery, Fixings, Adhesives, Sealants and Silicones | Cromwell Tools Limited  | Small             | Option 5                       | Leicester       | 3                                 | 0                                     | UNSUCCESSFUL                         | 28.85                         | 18.13                        | 46.98              | 11             | N   |
| 4.2                   | Ironmongery, Fixings, Adhesives, Sealants and Silicones | Diamond Industrial Supply Company Limited                     | Small             | Option 4                       | Falkirk         | 2                                 | 1                                     | PART-SUCCESSFUL                      | 30.09                         | 15.88                        | 45.97              | 12             | N   |
| 4.2                   | Ironmongery, Fixings, Adhesives, Sealants and Silicones | Red Stag Materials Limited                                    | Micro             | Option 3                       | Aberdeen        | 3                                 | 1                                     | PART-SUCCESSFUL                      | 27.01                         | 18.00                        | 45.01              | 13             | N   |
| 4.2                   | Ironmongery, Fixings, Adhesives, Sealants and Silicones | Newline Building Products Limited                             | Small             | Option 5                       | Aberdeen        | 7                                 | 0                                     | UNSUCCESSFUL                         | 35.38                         | 9.13                         | 44.51              | 14             | N   |
| 4.2                   | Ironmongery, Fixings, Adhesives, Sealants and Silicones | Poplar Building & Drainage Supplies Ltd                       | Small             | Option 5                       | Glenrothes      | 13                                | 2                                     | PART-SUCCESSFUL                      | 25.41                         | 13.38                        | 38.79              | 15             | N   |
| 4.2                   | Ironmongery, Fixings, Adhesives, Sealants and Silicones | Beatsons Building Supplies Limited                            | Medium            | Option 5                       | Alloa           | 6                                 | 2                                     | PART-SUCCESSFUL                      | 24.36                         | 13.88                        | 38.24              | 16             | N   |
| 4.2                   | Ironmongery, Fixings, Adhesives, Sealants and Silicones | IBT Building & Timber (Merchants) Ltd                         | Small             | Option 3                       | Edinburgh       | 4                                 | 0                                     | UNSUCCESSFUL                         | 23.48                         | 14.75                        | 38.23              | 17             | N   |
| 4.2                   | Ironmongery, Fixings, Adhesives, Sealants and Silicones | Fence'N'Deck Limited  | Micro             | Option 5                       | Grangemouth     | 3                                 | 0                                     | UNSUCCESSFUL                         | 22.07                         | 11.75                        | 33.82              | 18             | N   |
| 4.2                   | Ironmongery, Fixings, Adhesives, Sealants and Silicones | Hilti (GT.Britain) Limited                                    | Large             | Option 1                       | Manchester      | 2                                 | 0                                     | UNSUCCESSFUL                         | 21.08                         | 1.63                         | 22.71              | 19             | N   |
| 4.3                   | Paint and Paint Sundries                                | Crown Paints Limited  | Large             | Option 7                       | Lancashire      | 1                                 | 1                                     | SUCCESSFUL                           | 78.00                         | 13.63                        | 91.63              | 1              | Y   |
| 4.3                   | Paint and Paint Sundries                                | Imperial Chemical Industries Limited T/A ICI Paints Akzonobel | Large             | Option 7                       | Slough          | 1                                 | 1                                     | SUCCESSFUL                           | 70.44                         | 18.75                        | 89.19              | 2              | Y   |
| 4.3                   | Paint and Paint Sundries                                | Pro Paints (Ayrshire) Limited                                 | Micro             | Option 3                       | Ayr             | 1                                 | 1                                     | SUCCESSFUL                           | 47.06                         | 19.00                        | 66.06              | 3              | Y   |
| 4.3                   | Paint and Paint Sundries                                | Stark Building Materials UK Limited                           | Large             | Option 5                       | Coventry        | 12                                | 11                                    | PART-SUCCESSFUL                      | 42.88                         | 20.00                        | 62.88              | 4              | Y   |
| 4.3                   | Paint and Paint Sundries                                | Valtti Ltd T/A Tikkurila UK                                   | Small             | Option 7                       | Edinburgh       | 1                                 | 1                                     | SUCCESSFUL                           | 46.14                         | 15.63                        | 61.77              | 5              | Y   |
| 4.3                   | Paint and Paint Sundries                                | Scott Direct Limited  | Medium            | Option 5                       | Dunfermline     | 2                                 | 2                                     | SUCCESSFUL                           | 38.17                         | 18.88                        | 57.05              | 6              | Y   |
| 4.3                   | Paint and Paint Sundries                                | Travis Perkins Trading Company Limited                        | Large             | Option 7                       | Northampton     | 8                                 | 7                                     | PART-SUCCESSFUL                      | 37.19                         | 18.75                        | 55.94              | 7              | Y   |
| 4.3                   | Paint and Paint Sundries                                | Cromwell Tools Limited  | Small             | Option 5                       | Leicester       | 3                                 | 0                                     | UNSUCCESSFUL                         | 34.29                         | 18.13                        | 52.42              | 8              | N   |
| 4.3                   | Paint and Paint Sundries                                | Poplar Building & Drainage Supplies Ltd                       | Small             | Option 5                       | Glenrothes      | 13                                | 2                                     | PART-SUCCESSFUL                      | 34.98                         | 13.38                        | 48.36              | 9              | N   |
| 4.3                   | Paint and Paint Sundries                                | Beatsons Building Supplies Limited                            | Medium            | Option 5                       | Alloa           | 6                                 | 2                                     | PART-SUCCESSFUL                      | 32.84                         | 13.88                        | 46.72              | 10             | N   |
| 5.1                   | General Road Maintenance Materials                      | Red Stag Materials Limited                                    | Micro             | Option 3                       | Aberdeen        | 3                                 | 1                                     | PART-SUCCESSFUL                      | 78.00                         | 18.00                        | 96.00              | 1              | Y   |
| 5.1                   | General Road Maintenance Materials                      | GPH Builders Merchants Limited                                | Medium            | Option 7                       | Aberdeen        | 6                                 | 2                                     | PART-SUCCESSFUL                      | 77.23                         | 16.38                        | 93.61              | 2              | Y   |
| 5.1                   | General Road Maintenance Materials                      | Scotia Supply Co. Ltd.  | Small             | Option 2                       | Falkirk         | 1                                 | 1                                     | SUCCESSFUL                           | 73.73                         | 9.88                         | 83.61              | 3              | Y   |
| 5.1                   | General Road Maintenance Materials                      | Travis Perkins Trading Company Limited                        | Large             | Option 7                       | Northampton     | 8                                 | 7                                     | PART-SUCCESSFUL                      | 64.51                         | 18.75                        | 83.26              | 4              | Y   |
| 5.1                   | General Road Maintenance Materials                      | Mallatite Limited   | Medium            | Option 2                       | Solihull        | 1                                 | 1                                     | SUCCESSFUL                           | 70.23                         | 12.00                        | 82.23              | 5              | Y   |
| 5.1                   | General Road Maintenance Materials                      | M.K.M. Building Supplies (Holdings) Limited                   | Large             | Option 7                       | Hull            | 9                                 | 7                                     | PART-SUCCESSFUL                      | 62.77                         | 18.38                        | 81.15              | 6              | Y   |
| 5.1                   | General Road Maintenance Materials                      | Poplar Building & Drainage Supplies Ltd                       | Small             | Option 5                       | Glenrothes      | 13                                | 2                                     | PART-SUCCESSFUL                      | 60.47                         | 13.38                        | 73.85              | 7              | Y   |
| 5.1                   | General Road Maintenance Materials                      | James M Anderson Limited                                      | Small             | Option 1                       | Glasgow         | 4                                 | 1                                     | PART-SUCCESSFUL                      | 55.55                         | 17.13                        | 72.68              | 8              | Y   |
| 5.1                   | General Road Maintenance Materials                      | Stark Building Materials UK Limited                           | Large             | Option 5                       | Coventry        | 12                                | 11                                    | PART-SUCCESSFUL                      | 52.65                         | 20.00                        | 72.65              | 9              | Y   |
| 5.1                   | General Road Maintenance Materials                      | P.F. Cusack (Tools Supplies) Limited                          | Medium            | Option 5                       | London          | 2                                 | 0                                     | UNSUCCESSFUL                         | 50.89                         | 16.13                        | 67.02              | 10             | N   |
| 5.1                   | General Road Maintenance Materials                      | Glasdon (UK) Limited  | Medium            | Option 1                       | Blackpool       | 1                                 | 0                                     | UNSUCCESSFUL                         | 50.83                         | 16.00                        | 66.83              | 11             | N   |
| 5.1                   | General Road Maintenance Materials                      | Hugh Logan Plant & Engineering Services Limited               | Small             | Option 4                       | Hamilton        | 1                                 | 0                                     | UNSUCCESSFUL                         | 49.88                         | 14.50                        | 64.38              | 12             | N   |
| 5.1                   | General Road Maintenance Materials                      | Street Lighting Supplies & Co Ltd.                            | Small             | Option 1                       | Grangemouth     | 2                                 | 0                                     | UNSUCCESSFUL                         | 48.84                         | 15.25                        | 64.09              | 13             | N   |

**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.  |