

Scotland Excel

To: Executive Sub-Committee

On: 20 August 2021

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

Tender: Dynamic Purchasing System (DPS) for Digital Telecare Goods

Schedule: 16/20

Period: 13th September 2021 for up to 10 years

1. Introduction

The purpose of this report is to recommend a new Dynamic Purchasing System (DPS) for Digital Telecare Goods to the Executive Sub-Committee, which the Chief Executive has elected to establish, pursuant to Contract Standing Order 28 (Dynamic Purchasing Systems), and seeks authority for the Chief Executive of Scotland Excel to be granted the appropriate delegation of authority for appointing new entrants to the DPS during its lifetime as detailed in this report.

2. Background

The introduction of this DPS will focus on the provision of digital telecare products that assist the person and monitor the person's environment. Scotland Excel supports the Scottish Government's Technology Enabled Care ("TEC") programme through procurement support. The programme focuses on citizen facing digital solutions where "outcomes for individuals in home or community settings are improved through the application of technology as an integral part of quality, cost effective care and support to look after more people at home". All 32 local authorities will be able to purchase through this agreement, as will Associate Members.

Scotland Excel provides a third-generation framework, Technology Enabled Care (31/17), that provides stakeholders a route to market for most products needed to support care at home. This framework is highly valued by stakeholders, and there is a strong support for this to be renewed in 2022. The proposed Dynamic Purchasing System ("DPS") is intended as a complimentary agreement for Digital only Technologies to be procured and will align itself to a turbulent market more easily than a framework. The turbulence in the market is largely due to the impending analogue telephone network switch off, which is due to be completed by 2025. Over the last 10 years the Technology Enabled Care framework has provided analogue equipment to all 32 councils, with a total spend to date of c. £36

million. The majority of this has been on personal alarm units that will become redundant when the analogue telephone system is discontinued. It is the intention to utilise the features of a DPS to allow new entrants to engage more easily with contracting bodies, but also ensure price stability for key products sourced through a renewed technology enabled care framework. The DPS will also provide an insight into the changing market, supporting the development of the framework within a landscape of policy change and market uncertainty.

In recommending the establishment of the DPS at this time, Scotland Excel has taken cognisance of the current situation and impact during the tender exercise of the Coronavirus/COVID-19 outbreak. Balancing the current situation with the need to provide a route to market for councils seeking the supply of Digital Telecare Goods meeting the assessed care needs of council citizens Scotland Excel determined it was appropriate to undertake this tender exercise and to recommend the establishment of this DPS as part of its suite of related solutions for telecare goods.

3. Scope Participation and Spend

The Lot categories are shown in the table below:

Lot Number	Lot Description
1	Lot 1 - Monitoring and Detection for the person
2	Lot 2 - Monitoring and Detection for the persons environment

Figure 1: Lot structure

The DPS has been advertised for use by all 32 Councils. The Digital Office and the TEC programme assisted Scotland Excel with the strategy and lot structure for this DPS. The scope and breadth of products available via this DPS, the structure and flexibility of the process to award and the ability to allow new entrants throughout its lifetime, will help to ensure participation remains high.

The DPS has been advertised at an estimated value of £12 million over its ten-year life span. This figure was derived at 10 % of the value of the current 31/17 framework, but It should be noted however that no guarantee of any business is given under the DPS.

4. Procurement Process

A PIN notice was issued on 12th October 2020 informing the market of Scotland Excel's intention to issue a DPS. Following preparation and approval of necessary documentation, a Contract Notice was issued on 28th May 2021 that detailed the goods the DPS sought and invited applications from companies that considered themselves suitably qualified to provide these goods.

The applicants completed an SPD, which if successful in passing, would grant them access to Contract opportunities issued under the DPS. Applicants were required to complete an SPD and meet mandatory requirements including:

- Evidence of 3 relevant projects that demonstrated suitable experience.
- Insurance certification.
- Quality management systems.
- Environmental management systems.
- Health and safety systems; and,
- Equifax checks that did not bring back a warning.

5. Offers received

A list of applicants requesting to be granted access to the DPS at its establishment by adequately evidencing their ability to meet the defined qualification criteria is provided in Appendix 1. Of the 17 applications received, 11 applicants have fully satisfied the requirements of selection for the DPS. A summary of recommended participants is provided in Appendix 2.

Following establishment of the DPS, when awarding contracts, Councils will be able to issue an Invitation to Tender to those applicants granted access to the DPS and evaluate technical and commercial responses as required for their own individual operational needs and service requirements, including, but not limited to, Community Benefits, Added Value and Fair Working Practices. The weightings of the tenders can be varied for each tender and will allow stakeholders great flexibility in procuring goods, where the weightings available may be selected within the following ranges: 85-60 % commercial and 40-15% technical.

6. Mobilisation and Management

As a new route to market for Scotland Excel and Councils, a Microsoft Teams meeting will also be arranged with all of our stakeholders and the phase 1 appointed suppliers to fully explain the operation of the DPS. Tools to assist in directing Councils how to use the DPS to its fullest potential will include user guides, training, direct support to individual Councils that request assistance as well as associated document templates.

Suppliers awarded contracts via the DPS will provide Management Information to Scotland Excel on a quarterly basis or as required. In addition, the Scotland Excel Team will meet with all stakeholders on a regular basis, building and maintaining professional relationships to encourage smooth operation of the DPS. The management information will be used to provide insight for the complimentary 31/17 Technology Enabled Care framework that Scotland Excel intends to renew in 2022 and will ensure that all stakeholders will be able to obtain favourable pricing, which is something that has been noted by our stakeholders as a key feature of that framework.

All of the applicant's expiry dates for certificates have been noted: Scotland Excel will, on at least an annual basis confirm that all documents and licences linked to qualification criteria remain live and correct, safeguarding peace of mind for those Councils wishing to award contracts.

Note: Scotland Excel reserves the right as per the Regulations, to request resubmission of the SPD as and when required, (with minimum 5 days' notice) ensuring suppliers granted access to the DPS remain suitably qualified throughout.

7. New Entrants

A key outcome of the DPS route to market is a facility to allow new entrants throughout the lifetime of the arrangement and thereby not "lock-out" new providers who can meet the regulatory requirements and potentially offer best value to Councils. This feature of new entrants is especially relevant when the market is about to enter a period of substantial change.

As such, following commencement of the DPS, a second Contract Notice will be issued, inviting new entrants to complete the qualification process. This invitation will remain open throughout the lifetime of the DPS and as stated in this report, approval of new entrants will be the responsibility of Scotland Excel.

New entrants will complete the qualification process and if evaluated as meeting requirements, will be granted access to the DPS, allowing them to compete for contract opportunities issued under it.

The Public Contracts (Scotland) Regulations 2015 require that applicants putting themselves forward to be granted access to the DPS must, ordinarily, be informed of their success or failure within a maximum of 10 days following completion and submission of the qualification documents. (Regulations 35, (13) and (14) of the aforementioned Regulations).

In order to remain compliant with this statutory requirement, it is essential that Scotland Excel evaluate and notify respondents of the outcome in as timely a manner as possible. As Committee will clearly be unavailable at 10 days' notice or less each time a new entrant or entrants apply to access the DPS, this report will therefore recommend that the Chief Executive of Scotland Excel be granted the appropriate Delegated Authority to approve such decisions and that the Executive Sub-Committee be updated on status of available service providers on an annual basis via incorporation to the Annual Procurement Report.

8. Recommendation

The Executive Sub Committee are requested to:

- (a) Grant Delegation of Authority to the Chief Executive of Scotland Excel (or Head of Strategic Procurement in the Director's absence) to approve the evaluation outcome of initial respondents and any new entrants that complete the Qualification process for entry to the Dynamic Purchasing System during its lifetime, ensuring compliance with the applicable procurement rules including the statutory period for evaluation and notification of outcome; and
- (b) Approve Scotland Excel's proposal that the Executive Sub-Committee be updated on the status of available service providers on an annual basis via incorporation into the Annual Procurement Report; and
- (c) Approve the applicants stated in the appendix 2 respondents table be admitted to the DPS.

Appendix 1 – Stage 1 Respondents

Name	SME Status	Location
**Alcuris Ltd	Small	England
Appello Smart Living Solutions Limited	Small	England
Chiptech International Limited	Small	England
Chubb Fire & Security Limited	Large	England
**Current Health LTD	Medium	Edinburgh & Lothians
Doro Care (UK) Limited	Medium	England
**Everon UK Ltd	Small	England
Masimo Europe Limited	Medium	England
Possum LTD	Small	England
SECOM plc	Large	England
**Secure Meters (UK) Ltd	Medium	England
Secureshield Ltd	Small	Glasgow & Strathclyde
**Solcom Limited	Small	England
Salveas Ltd trading as Synaptik	Small	Tayside, Central & Fife
TeleAlarm Europe GmbH	Medium	Other - EU
Tunstall Healthcare (UK) Limited	Medium	England
**Yourmedpack Limited	Small	England

**** Not recommended for appointment to the DPS**

Appendix 2 – Stage 1 Recommended suppliers

Name	SME Status	Location	Lots
Appello Smart Living Solutions Limited	Small	England	Lot 1 - Monitoring and Detection for the person. Lot 2 - Monitoring and Detection for the persons environment;
Chiptech International Limited	Small	England	Lot 1 - Monitoring and Detection for the person. Lot 2 - Monitoring and Detection for the persons environment;
Chubb Fire & Security Limited	Large	England	Lot 1 - Monitoring and Detection for the person. Lot 2 - Monitoring and Detection for the persons environment;
Doro Care (UK) Limited	Medium	England	Lot 1 - Monitoring and Detection for the person Lot 2 - Monitoring and Detection for the persons environment;
Masimo Europe Limited	Medium	England	Lot 1 - Monitoring and Detection for the person
Possum LTD	Small	England	Lot 1 - Monitoring and Detection for the person Lot 2 - Monitoring and Detection for the persons environment;
SECOM plc	Large	England	Lot 1 - Monitoring and Detection for the person Lot 2 - Monitoring and Detection for the persons environment;
Secureshield Ltd	Small	Glasgow	Lot 1 - Monitoring and Detection for the person Lot 2 - Monitoring and Detection for the persons environment;
Salveas Ltd trading as Synaptik	Small	Tayside, Central & Fife	Lot 1 - Monitoring and Detection for the person Lot 2 - Monitoring and Detection for the persons environment;
TeleAlarm Europe GmbH	Medium	Other - EU	Lot 1 - Monitoring and Detection for the person Lot 2 - Monitoring and Detection for the persons environment
Tunstall Healthcare (UK) Limited	Medium	England	Lot 1 - Monitoring and Detection for the person Lot 2 - Monitoring and Detection for the persons environment;