

**Scotland Excel**

**To: Executive Sub Committee**

**On: 2 August 2019**

**Report  
by  
Director Scotland Excel**

**Tender: New Build Residential Construction**

**Schedule: 1518**

**Period: Initially 24 months from the award date with the option to extend for up to a further 24 months**

## **1. Introduction and Background**

This recommendation is for the award of Scotland Excel's first national collaborative framework for the construction of new build residential properties. The development of this framework has been separately funded by 11 councils. This created a close partnership which has seen the procurement and management being led by Scotland Excel and supported through all stages by the investor councils.

This framework will provide councils, housing associations and other associate members with a mechanism to procure a range of residential properties from contractors, including all enabling and ancillary works and services. It is primarily focused on the delivery of affordable houses, bungalows and flats, but also allows for the delivery of other residential properties such as sheltered housing, student accommodation and mixed tenure properties.

The Scottish Government introduced the Affordable Housing Supply Programme (AHSP) to address the shortfall in affordable homes and fund the building of 50,000 homes by 2021. As such there is an increased demand from our members for these services and this will continue beyond the period of the AHSP.

This new framework supports the delivery of Scotland's National Outcomes including; tackling inequalities in Scottish society; living in well designed, sustainable places with access to amenities and services we need; improving the life chances for children, young people and families at risk; and allowing people to maintain their independence as they get older.

The framework specification encourages the delivery of properties that comply with Housing for Varying Needs and Secure by Design to maximise the adaptability of the delivered properties and the living standards of tenants.

This report summarises the outcome of the procurement process for the national framework agreement.

## 2. Scope, Participation and Spend

As part of the strategy development, the User Intelligence Group (UIG) approved the inclusion of five lots, summarised in Table 1. which covers the scope of member requirements for the delivery of new build residential properties.

**Table 1**

<b>Lot No.</b>	<b>Description</b>
1	Developments of 1-15 units – Build
2	Developments of 1-15 units – Design & Build
3	Developments of 16-25 units
4	Developments of 26-40 units
5	Developments 41 units and over

The lotting strategy was designed to be representative of the marketplace and member purchasing requirements. The lots were split according to the total number of properties to be built within a development, allowing flexibility and ease of use for purchasers whilst also supporting participation of small to medium enterprises (SMEs). To encourage the participation of specialist, small contractors and competitive offers under the framework, lots 1 and 2 reflect different contract types, whilst lots 3, 4 and 5 cover both build only and design and build.

Each lot was subdivided into the 32 geographical council areas of Scotland. This strategy was designed to simultaneously encourage local contractors and SMEs to submit offers, whilst also facilitating all contractors to submit competitive bids.

To meet the contracting requirements of our members, Scotland Excel has developed this framework to incorporate the Standard Building Contract Committee (SBCC) 2011 and 2016 suite of contracts, namely their Design & Build Contract, Standard Building Contract without Quantities and their Standard Building Contract with Quantities.

As detailed in Appendix 1, 13 councils have confirmed their intention to participate in the framework from the start date, with a further 9 anticipated to use the framework at a later date. The remaining ten councils are currently not looking to participate in the framework as they either have no housing stock or are using their other framework arrangements. To allow for potential migration

from existing agreements, all 32 councils are included in the contract notice for the framework.

Cross sectoral discussions have also been held with Advanced Procurement for Universities and Colleges (APUC) and associate members, including housing associations, who have confirmed their intention to participate.

It is anticipated that spend under the framework will be lower in the first year of the framework due to the gap between housing projects being awarded and work commencing, but it will increase to the levels indicated in Appendix 1 in the later years. Using information provided directly from councils and housing associations, analysis of the Scottish Government's long-term resource planning assumptions and analysis of council's Strategic Housing Investment Plan (SHIP), the framework was advertised at £1.5bn over the maximum period of four years.

### **3. Procurement Process**

User Intelligence Groups (UIGs) were set up comprising of key personnel from the investor councils to support the development of the framework. The Procurement & Commercial UIG agreed the procurement route, terms and conditions and the overall strategy, and a Technical UIG developed the specification and the commercial and technical evaluation.

Prior Information Notices (PIN) were published on 30 March 2018 and 24 August 2018. Scotland Excel held 25 supplier meetings and distributed a supplier survey which resulted in the sharing of valuable information on market trends, innovations and cost drivers in the industry and the risks they face.

Furthermore, Scotland Excel worked in partnership with a range of other stakeholders to develop this framework, including Scottish Government, Homes for Scotland, Construction Scotland, the Federation of Master Builders, Zero Waste Scotland, The Fair Work Convention and the Supplier Development Programme.

As a result of this extensive engagement Scotland Excel was able to prioritise concepts such as adaptability of properties to future needs and sustainability as these were identified as key considerations from the framework stakeholders.

A contract notice was published on the Public Contracts Scotland (PCS) portal on 5 December 2018. The tender documentation was made available for immediate download via the Public Contracts Scotland Tenders (PCS-T) portal.

The procurement processes followed a two-stage restricted procurement procedure. Stage one, the Invitation to Participate (ITP), was conducted using the European Single Procurement Document, Scotland (ESPD). Candidates were required to answer a number of exclusionary questions along with questions on insurance, financial standing, quality management, health and safety and environmental management. Candidates were also required to confirm which

lots and council areas they were offering for, and were evaluated against the following criteria and weightings:

**Table 2**

Question	Description	Lot 1 Weighting	Lots 2 – 5 Weighting
1	Delivery Capability	40	30
2	Key People	30	25
3	Supply Chain Capability	15	15
4	Stakeholder Management	15	15
5	Design Capability	N/A	10
6	BIM Capability	N/A	5

Responses to the ITP were submitted by 28 candidates. These responses were evaluated in line with the criteria and weightings set out in tender documents. As detailed in Appendix 2, 26 of the candidates passed stage one. Candidates who passed this stage were then invited to submit a tender in stage two of the procurement exercise, the Invitation to Tender (ITT).

The ITT documentation was made available for immediate download on 6 March 2019 via the Public Contracts Scotland Tenders (PCS-T) portal.

At the ITT stage, tenderers were evaluated against the following criteria and weightings:

- Technical 40%
- Commercial 60%

Within the technical section, tenderers were required to evidence their knowledge and experience by responding to the following series of technical questions:

**Table 3**

Question	Description	Lot 1 Weighting	Lots 2 – 5 Weighting
1	Programme Management	4	3.5
2	Project Management & Delivery	6	5
3	Cost, Change & Risk Management	4	3.5
4A	Resourcing & Key People – Part A	4	3
4B	Resourcing & Key People – Part B	2	1
5	Stakeholder Management	4	4
6	Quality Management	3	2.5
7	Framework Management	3	2.5
8	Design	N/A	5
9	Community Benefits	4	4

10	Supported Businesses and Social Enterprises	1	1
11	Fair Work Practices	5	5

Within the commercial section, tenderers were required to submit a separate schedule of rates for each council area and lot that they wanted to tender for. The schedule of rates covers a range of different property types and was then evaluated using quantities derived from a range of example property types.

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

From the 26 candidates brought forward to the ITT stage, Scotland Excel received 22 offers before the closing date.

One supplier failed to submit a complete commercial response, as such this bid was non-compliant, and this supplier was advised that they would not be considered further.

Based on the criteria and scoring methodology set out in the tender document, a full evaluation of the 21 compliant offers was completed. Appendix 3 confirms the scoring achieved by each tenderer in each lot, per council area

#### **5. Recommendations**

Based on the evaluation undertaken, and in line with the criteria and weightings set out above, and to secure best value, capacity and coverage, it is recommended that a multi supplier framework is awarded to 19 suppliers across the 32 geographical areas and five lots, as outlined in Appendix 3.

These 19 recommended suppliers offer nationwide coverage under the framework and represent a mix of small, medium and large organisations, with 13 being classed as SME's.

#### **6. Benefits**

##### **Benchmarking**

Scotland Excel conducted a benchmarking exercise comparing its framework pricing with pricing from recent completed council housing projects, adjusted for inflation.

From each of these projects, councils shared the superstructure costs for each property and details of the house type, size and specification therein. Scotland Excel made a like for like comparison by calculating a total cost of the same property by house type, size and specification from tenderers' framework pricing returns. Pricing from a total of 486 completed properties was benchmarked and

demonstrated a saving of 2.8% which equates to a minimum of £5.9 million per annum.

It is likely that actual savings will be in excess of this when members select the most economically advantageous contractor from the framework for a particular work order, based on the type of properties and the size of development. It is anticipated that further savings will be realised through mini-competition and that the majority of call-off contracts will be subject to mini-competition.

### **Price Stability**

Framework pricing is fixed for the first year of the framework. Thereafter any price increases will require to be supported with documentary evidence and will be validated against changes in market pricing, tracked in accordance with Scotland Excel's indexation model.

To account for the current volatility of the Construction sector, particularly in reference to Brexit, there is also an exceptional price variance clause in the framework contract.

### **Community Benefits**

Scotland Excel is committed to maximising community benefit delivery. Tenderers were asked to confirm whether they were willing to comply with our community benefits approach for the lifetime of the framework and scored on their ability to deliver it. This approach is designed to deliver local community benefits based on individual member spend thresholds and all 19 recommended suppliers have confirmed their acceptance. The community benefits approach focused on increasing the local skilled workforce within house building and the benefits delivered will include:

- Apprenticeships
- Graduate placements
- Employment opportunities
- Training and accreditation
- Work experience

Suppliers have agreed to report ongoing delivery of community benefits to Scotland Excel on a quarterly basis.

### **Supported Businesses and Social Enterprises**

Supported businesses deliver employment, development and training opportunities for disadvantaged or disabled persons and to help them, whenever possible, into mainstream employment. A Social Enterprise is an organisation that seeks to deliver improvements in our overall social and environmental well-being; reinvesting or donating their profits to deliver this change within local communities (and beyond).

As part of an innovative strategy, suppliers were scored on subcontracting commitments to supported businesses and social enterprises. As a result, all recommended suppliers have committed to engaging supported businesses or social enterprises in the delivery of any work order exceeding £1 million.

Scotland Excel will work closely with awarded suppliers to encourage continued and increased adoption of these organisations into their supply chain throughout the framework life.

### **Fair Work Practices including the Living Wage**

Suppliers were scored on their approach to providing fair work practices to their staff and supply chain and this was done across a range of questions developed in collaboration with the Fair Work Convention, incorporating the fair work framework. The questions which focused on issues specifically pertaining to the construction industry including opportunities & advancement within the workplace, trade union membership, the use of project bank accounts and exploitation.

Suppliers were also asked to confirm their approach to the payment of the Scottish Living Wage to their workforce. As detailed in Appendix 4, all 19 recommended suppliers pay their employees (except volunteers, apprentices and interns) the Scottish Living Wage, with five of these being living wage accredited and 6 suppliers committing to becoming living wage accredited during the first two years of the framework.

Scotland Excel will work with all awarded suppliers during the lifetime of the framework to ensure commitments are met.

### **Environmental Initiatives**

The Specification requires that houses meet certain sustainability standards, namely Bronze Active with minimum Silver Level achieved for Aspects 1 and 2, as detailed in section 7 of the Building Standards technical handbook 2017. This offers substantial benefits in areas like low or zero carbon generating technology, carbon dioxide emissions and energy for space heating whilst being easily achieved by a large section of the housebuilding market.

The Specification was specifically drafted so that it does not mandate the method of construction, as such it enables offsite construction methods to compete equally with traditional building methods and the Specification encourages the use of local materials and labour in order to reduce the carbon footprint of the building site. This will help local authorities to meet their obligations under section 72 of the Climate Change (Scotland) Act 2009 and encourage best practice across the construction sector.

### **Local Economic Development**

In order to promote local economic development, the Specification encourages suppliers to use the local labour and materials as far as possible and the

community benefits approach targets recruitment from the local workforce, which will increase employment opportunities in the local area.

Further there is a requirement within the Framework Contract that suppliers advertise any new subcontracting opportunities on Public Contracts Scotland, in order to give local suppliers the opportunity to bid for work.

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

In accordance with Scotland Excel's established contract and supplier management programme, this framework has been classified as a level 1 arrangement.

In addition, due to the size, scale and nature of this framework, as well as the potentially critical role it will play in ensuring national targets are achieved, the framework will require significant management oversight and day to day support to ensure effective use by members. This will include wide stakeholder engagement, providing support and advice to members on the contract terms and tender documents and the implementation and tracking of essential KPIs. As part of regular contract management, management information including commitments to community benefits and supported businesses and social enterprises, subcontractor payment terms and living wage will be gathered quarterly and reported six-monthly. Given the volatility of the construction industry and the value of the contracts anticipated to be awarded through this framework, the financial health of suppliers will be monitored closely and any action to mitigate the impact of suppliers with financial troubles will be undertaken quickly.

Scotland Excel will host a national launch event, bringing together key players across procurement, housing and policy and the awarded suppliers. This will be followed up with individual member mobilisation sessions which will be used to familiarise staff with the bespoke framework that has been developed. In addition, suppliers and members will be issued with a mobilisation pack containing details relating to the operation of the framework, roles and responsibilities, as well as a range of templates and guidance documents for ease of implementation.

Scotland Excel will also hold mobilisation meetings with all awarded suppliers to ensure they understand how the framework operates, what is contractually expected of them and the various contract templates available.

## **8. Summary**

The framework for New Build Residential Construction aims to maximise collaboration and deliver best value to Scotland Excel members and associate members.



This framework will help members improve their housing stock, reduce carbon emissions, deliver substantial savings and efficiencies, and support fair work practices and improved subcontractor payments. It will also deliver a wide range of additional benefits, including significant local community benefits through local employment opportunities and contracting opportunities for supported businesses and social enterprises.

The Executive Sub Committee is requested to approve the recommendations to award this framework agreement as detailed in Appendix 3.



## Appendix 1 – Participation and Spend Summary

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	26 August 2019	£136,000	Council SHIP	2.5%	£3,400	Benchmarked Council Data
Aberdeenshire Council	Yes	26 August 2019	£5,134,000	Council SHIP	2.5%	£128,350	Benchmarked Council Data
Angus Council	Yes	26 August 2019	£10,540,000	Council SHIP	2.5%	£263,500	Benchmarked Council Data
Argyll & Bute Council	Yes	26 August 2019	£0	Council SHIP	2.5%	£0	N/A
City of Edinburgh Council	No	N/A	N/A	N/A	0.0%	£0	N/A
Clackmannanshire Council	Yes	26 August 2019	£3,658,000	Council SHIP	0.0%	£0	N/A
Comhairle nan Eilean Siar	No	N/A	N/A	N/A	0.0%	£0	N/A
Dumfries & Galloway Council	No	N/A	N/A	N/A	0.0%	£0	N/A
Dundee City Council	No	N/A	N/A	N/A	0.0%	£0	N/A
East Ayrshire Council	Yes	TBC	N/A	N/A	0.0%	£0	N/A
East Dunbartonshire Council	Yes	TBC	N/A	N/A	0.0%	£0	N/A
East Lothian Council	No	N/A	N/A	N/A	0.0%	£0	N/A
East Renfrewshire Council	No	N/A	N/A	N/A	0.0%	£0	N/A
Falkirk Council	Yes	26 August 2019	£25,840,000	Council SHIP	2.5%	£646,000	Benchmarked Council Data
Fife Council	Yes	26 August 2019	£64,770,000	Council SHIP	2.5%	£1,619,250	Benchmarked Council Data
Glasgow City Council	No	N/A	N/A	N/A	0.0%	£0	N/A
Highland Council	Yes	TBC	N/A	N/A	0.0%	£0	N/A
Inverclyde Council	No	N/A	N/A	N/A	0.0%	£0	N/A
Midlothian Council	Yes	TBC	N/A	N/A	0.0%	£0	N/A
Moray Council	Yes	26 August 2019	£12,716,000	Council SHIP	0.0%	£0	N/A
North Ayrshire Council	Yes	26 August 2019	£28,900,000	Council SHIP	2.5%	£722,500	Benchmarked Council Data
North Lanarkshire Council	Yes	26 August 2019	£27,302,000	Council SHIP	2.5%	£682,550	Benchmarked Council Data
Orkney Islands Council	Yes	TBC	N/A	N/A	0.0%	£0	N/A
Perth & Kinross Council	Yes	TBC	N/A	N/A	0.0%	£0	N/A
Renfrewshire Council	Yes	26 August 2019	£16,796,000	Council SHIP	2.5%	£419,900	Benchmarked Council Data
Scottish Borders Council	No	N/A	N/A	N/A	0.0%	£0	N/A
Shetland Islands Council	Yes	TBC	N/A	N/A	0.0%	£0	N/A
South Ayrshire Council	No	N/A	N/A	N/A	0.0%	£0	N/A
South Lanarkshire Council	Yes	26 August 2019	£23,358,000	Council SHIP	2.5%	£583,950	Benchmarked Council Data
Stirling Council	Yes	TBC	N/A	N/A	0.0%	£0	N/A
West Dunbartonshire Council	Yes	26 August 2019	£7,480,000	Council SHIP	2.5%	£187,000	Benchmarked Council Data
West Lothian Council	Yes	TBC	N/A	N/A	0.0%	£0	N/A
Associate Members	Yes	26 August 2019	£40,000,000	N/A	0.0%	£0	N/A
<b>Totals</b>			<b>£266,630,000</b>		<b>2.5%</b>	<b>£5,256,400</b>	

\*Asterisk (\*) SHIP means Strategic Housing investment Plans as published by all Scottish local authorities which detail all Scottish Government grant funded house building projects



## Appendix 2 – List of Candidates and Tenderers

Name of Candidates and Tenderers	SME Status	Location	Lots Tendered
Andrew Shepherd Construction Ltd	Medium	Angus	1
Ashleigh (Scotland) Limited	Medium	Glasgow City	1,2,3,4 and 5
Bancon Construction Ltd	Medium	Aberdeenshire	1,2,3,4 and 5
Campion Homes Ltd	Medium	Fife	2,3,4 and 5
Central Building Contractors (Glasgow) Ltd T/A CBC (Glasgow) Ltd	Medium	Glasgow City	1,2,3,4 and 5
CCG (Scotland) Ltd	Large	Glasgow City	1,2,3,4 and 5
CHAP Group (Aberdeen) Ltd	Medium	Aberdeenshire	1,2,3,4 and 5
City Building (Contracts) LLP	Medium	Glasgow City	1,2,4 and 5
Clark Contracts Ltd	Large	Renfrewshire	1,2,3 and 4
Cruden Investments Ltd	Large	City of Edinburgh	3,4 and 5
D. McLaughlin & Sons Limited	Medium	North Ayrshire	1,2,3 and 4
ENGIE Regeneration Limited	Large	England	1,2,3,4 and 5
Hadden Construction Limited	Medium	Perth & Kinross	1,2,3,4 and 5
JR Construction (Scotland) Ltd	Small	Renfrewshire	1,2,3 and 4
McTaggart Construction Ltd	Large	North Ayrshire	3,4 and 5
Mears Limited	Medium	England	2
MM Miller (Wick) Ltd	Small	Highland	1
Morris & Spottiswood Ltd	Medium	Glasgow City	1,2,3 and 4
Springfield Properties PLC	Large	Moray	4 and 5
Stewart & Shields Ltd	Medium	Argyll & Bute	1,2,3,4 and 5
Urban Union Ltd	Medium	North Ayrshire	5
Pert Bruce Construction Ltd	Medium	Angus	Non compliant tender
Connolly & Fee Ltd	Small	Northern Ireland	Did not submit a tender
Galliford Try Building Ltd T/A Morrison Construction	Large	Aberdeenshire	Did not submit a tender
Muir Construction Limited	Medium	Fife	Did not submit a tender
Ogilvie Construction Ltd	Large	Stirling	Did not submit a tender
Merchant Homes Partnerships Limited	Medium	Glasgow City	Did not pass ITP Stage
Realm Homes (Scotland) Ltd	Micro	Glasgow City	Did not pass ITP Stage



## Appendix 3 – Scoring and Recommendations Lot 1 Developments of 1-15 units – Build only

XXX = Unsuccessful

	Aberdeen City Council	Aberdeenshire Council	Angus Council	Argyll & Bute Council	City of Edinburgh	Clackmannanshire Council	Comhairle nan Eilan Siar	Dumfries & Galloway Council	Dundee City Council	East Ayrshire Council	East Dunbartonshire Council	East Lothian Council	East Renfrewshire Council	Falkirk Council	Fife Council	Glasgow City Council
Andrew Shepherd Construction Ltd	49.4	53.3	42.1						XXX						41.4	
Ashleigh (Scotland) Limited							89.3		89.3				89.3			89.3
Bancon Construction Ltd	71.5	74.6	65.9					68.2						XXX		XXX
Central Building Contractors (Glasgow) Limited T/A CBC (Glasgow) Ltd					82.7	82.7				77.4	81.4		77.4	81.4		77.4
CCG (Scotland) Ltd					98.0	98.0				93.3	96.9		93.3	96.9	98.0	93.3
CHAP Group (Aberdeen) Ltd	73.9	76.7	68.8					70.9								
City Building (Contracts) LLP											86.6	86.6	83.1	86.6		83.1
Clark Contracts Ltd	XXX	XXX	XXX	46.3	XXX	XXX		XXX	XXX	XXX	XXX	42.7	XXX	XXX	44.8	XXX
D. McLaughlin & Sons Limited							80.5		73.6	77.9			73.6			73.6
ENGIE Regeneration Limited	94.0	94.0	87.0		89.2	91.8	78.4	94.0	87.0	90.7	85.3	87.0	87.0	90.7	91.8	87.0
Hadden Construction Limited			93.0		88.6	92.6			90.9		87.4	91.5		91.5	92.6	
JR Construction (Scotland) Ltd				79.5	69.1	69.1		62.8	72.0	62.8	XXX	67.6	XXX	67.6	69.1	62.8
MM Miller (Wick) Ltd																
Stewart & Shields Ltd			73.4	82.0						67.6	72.0			67.9		
Morris & Spottiswood Ltd																

	Highland Council	Inverclyde Council	Midlothian Council	Moray Council	North Ayrshire Council	North Lanarkshire Council	Orkney Islands Council	Perth & Kinross Council	Renfrewshire Council	Scottish Borders Council	Shetland Islands Council	South Ayrshire Council	South Lanarkshire Council	Stirling Council	West Dunbartonshire Council	West Lothian Council
Andrew Shepherd Construction Ltd								XXX								
Ashleigh (Scotland) Limited					89.3				89.3			89.3				
Bancon Construction Ltd				83.2		XXX		65.3					XXX	XXX		
Central Building Contractors (Glasgow) Limited T/A CBC (Glasgow) Ltd		82.7	83.1		77.4	81.4						77.4	81.4	82.7	81.4	81.4
CCG (Scotland) Ltd			98.0		93.3	96.9		98.0	93.3			93.3	96.9	98.0	96.9	96.9
CHAP Group (Aberdeen) Ltd	84.6			84.6												
City Building (Contracts) LLP						86.6			83.1				86.6		86.6	86.6
Clark Contracts Ltd	56.9	44.8	45.5		XXX	XXX		XXX	XXX	46.9		XXX	XXX	XXX	XXX	XXX
D. McLaughlin & Sons Limited		79.2			73.6	77.9			73.6			73.6	77.9		77.9	
ENGIE Regeneration Limited			87.0		87.0	90.7		91.8	87.0	93.1		87.0	90.7	91.8	90.7	90.7
Hadden Construction Limited			93.0			91.5		92.6					87.4	92.6	87.4	91.5
JR Construction (Scotland) Ltd			69.1	69.7		62.8	XXX		62.8	79.9		62.8	XXX	69.1	XXX	XXX
MM Miller (Wick) Ltd	60.5															
Stewart & Shields Ltd					67.6	72.0		73.3	67.9	82.0		67.6	72.0	73.3	72.0	72.0
Morris & Spottiswood Ltd						XXX			XXX				XXX		XXX	

## Lot 2 Developments of 1-15 units – Design & Build

XXX = Unsuccessful

	Aberdeen City Council	Aberdeenshire Council	Angus Council	Argyll & Bute Council	City of Edinburgh Council	Clackmannanshire Council	Comhairle nan Eilan Siar	Dumfries & Galloway Council	Dundee City Council	East Ayrshire Council	East Dunbartonshire Council	East Lothian Council	East Renfrewshire Council	Falkirk Council	Fife Council	Glasgow City Council
<b>Ashleigh (Scotland) Limited</b>								90.3		90.3			90.3			90.3
<b>Bancon Construction Ltd</b>	71.0	74.1	65.6						67.7					XXX		XXX
<b>Central Building Contractors (Glasgow) Limited T/A CBC (Glasgow) Ltd</b>					84.1	83.9				76.7	79.5		76.7	79.9		76.7
<b>CCG (Scotland) Ltd</b>					98.0	97.9				91.4	93.8		91.4	94.3	97.9	91.4
<b>CHAP Group (Aberdeen) Ltd</b>	74.3	77.1	69.5						71.3							
<b>City Building (Contracts) LLP</b>											87.5	87.9	85.2	87.9		85.2
<b>Clark Contracts Ltd</b>	42.6	47.1	XXX	55.4	XXX	XXX	XXX	XXX	XXX	XXX	XXX	42.4	XXX	XXX	48.8	XXX
<b>D. McLaughlin &amp; Sons Limited</b>							81.2		74.7	77.6			74.7			74.7
<b>ENGIE Regeneration Limited</b>	93.4	93.4	86.5		89.3	91.9		76.3	93.4	85.2	87.7	82.4	85.2	88.1	91.9	85.2
<b>Hadden Construction Limited</b>			93.8		90.0	93.8			91.5		85.6	90.1		90.1	93.8	
<b>JR Construction (Scotland) Ltd</b>				83.5	70.0	69.8		61.2	71.8	XXX	XXX	65.0	XXX	65.0	69.8	XXX
<b>Mears Limited</b>										81.0	83.3		81.0			81.0
<b>Stewart &amp; Shields Ltd</b>			71.2	84.0		71.6		63.3		XXX	XXX		XXX	67.2		XXX
<b>Morris &amp; Spottiswood Ltd</b>																
<b>Campion Homes Ltd</b>			XXX		XXX	XXX			XXX					XXX	XXX	

	Highland Council	Inverclyde Council	Midlothian Council	Moray Council	North Ayrshire Council	North Lanarkshire Council	Orkney Islands Council	Perth & Kinross Council	Renfrewshire Council	Scottish Borders Council	Shetland Islands Council	South Ayrshire Council	South Lanarkshire Council	Stirling Council	West Dunbartonshire Council	West Lothian Council
<b>Ashleigh (Scotland) Limited</b>					90.3				90.3			90.3				
<b>Bancon Construction Ltd</b>	81.4			81.4		XXX		65.6					XXX	65.6		
<b>Central Building Contractors (Glasgow) Limited T/A CBC (Glasgow) Ltd</b>		79.5			76.7	79.5						76.7	79.5	83.9	79.5	79.9
<b>CCG (Scotland) Ltd</b>		93.8			91.4	93.8		97.9	91.4			91.4	93.8	97.9	93.8	94.3
<b>CHAP Group (Aberdeen) Ltd</b>	83.7			83.7												
<b>City Building (Contracts) LLP</b>					87.5				85.2					87.5		87.5
<b>Clark Contracts Ltd</b>	57.8	XXX	48.8	57.8	XXX	XXX		48.8	XXX	51.3		XXX	XXX	XXX	XXX	XXX
<b>D. McLaughlin &amp; Sons Limited</b>		77.6			74.7	77.6			74.7			74.7	77.6		77.6	
<b>ENGIE Regeneration Limited</b>		87.7	86.5		85.2	87.7		91.9	85.2	93.4		85.2	87.7	91.9	87.7	88.1
<b>Hadden Construction Limited</b>			93.8			89.7		93.8					85.6	93.8	85.6	90.1
<b>JR Construction (Scotland) Ltd</b>		64.4	69.8		XXX	XXX			XXX	80.8		XXX	XXX	69.8	XXX	65.0
<b>Mears Limited</b>		83.3			81.0	83.3			81.0			81.0	83.3		83.3	
<b>Stewart &amp; Shields Ltd</b>		66.7			XXX	XXX		71.6	XXX	81.2		XXX	XXX	71.6	XXX	67.2
<b>Morris &amp; Spottiswood Ltd</b>						XXX			XXX				XXX		XXX	
<b>Campion Homes Ltd</b>			XXX					XXX						XXX		XXX



## Lot 3 Developments of 16-25 units

XXX = Unsuccessful

	Aberdeen City Council	Aberdeenshire Council	Angus Council	Argyll & Bute Council	City of Edinburgh Council	Clackmannanshire Council	Comhairle nan Eilan Siar	Dumfries & Galloway Council	Dundee City Council	East Ayrshire Council	East Dunbartonshire Council	East Lothian Council	East Renfrewshire Council	Falkirk Council	Fife Council	Glasgow City Council
<b>Ashleigh (Scotland) Limited</b>								90.3		90.3			90.3			90.3
<b>Bancon Construction Ltd</b>	77.7	80.6	72.5						74.6					72.2		67.6
<b>Central Building Contractors (Glasgow) Limited T/A CBC (Glasgow) Ltd</b>					80.4	80.4				76.2	80.4		76.2	80.4		
<b>CCG (Scotland) Ltd</b>					98.0	98.0				94.4	98.0		94.4	98.0	98.0	94.4
<b>CHAP Group (Aberdeen) Ltd</b>	75.7	78.5	70.7						72.8							
<b>Clark Contracts Ltd</b>	42.8	47.4	XXX	56.0	XXX	XXX		XXX	XXX	XXX	XXX	XXX	XXX	XXX	XXX	XXX
<b>Cruden Investments Ltd</b>					72.9	72.9		68.2		XXX	XXX	73.2	XXX	72.9	72.9	68.2
<b>D. McLaughlin &amp; Sons Limited</b>								85.1		85.1	89.0		85.1			85.1
<b>ENGIE Regeneration Limited</b>	93.4	93.4	86.2		88.7	91.4		79.0	93.4	87.6	91.4	86.2	87.6	91.4	91.4	87.6
<b>Hadden Construction Limited</b>			93.8		89.5	93.5			91.5		89.5	93.8		93.5	93.5	
<b>JR Construction (Scotland) Ltd</b>				81.3	XXX	XXX		61.0	68.8	XXX	XXX	66.4	XXX	XXX	66.1	XXX
<b>McTaggart Construction Ltd</b>					83.8	83.8		80.0		80.0	83.8	84.0	80.0	83.8		80.0
<b>Stewart &amp; Shields Ltd</b>			70.6	84.0		70.6				XXX	XXX		XXX	70.6		66.2
<b>Morris &amp; Spottiswood Ltd</b>																
<b>Campion Homes Ltd</b>			XXX		XXX	XXX			XXX					XXX	XXX	

	Highland Council	Inverclyde Council	Midlothian Council	Moray Council	North Ayrshire Council	North Lanarkshire Council	Orkney Islands Council	Perth & Kinross Council	Renfrewshire Council	Scottish Borders Council	Shetland Islands Council	South Ayrshire Council	South Lanarkshire Council	Stirling Council	West Dunbartonshire Council	West Lothian Council
<b>Ashleigh (Scotland) Limited</b>					90.3				90.3			90.3				
<b>Bancon Construction Ltd</b>	86.0			86.0		72.2		72.2					72.2	72.2		
<b>Central Building Contractors (Glasgow) Limited T/A CBC (Glasgow) Ltd</b>		80.4	80.7		76.2	80.4						76.2	80.4	80.4	80.4	80.4
<b>CCG (Scotland) Ltd</b>		98.0			94.4	98.0		98.0	94.4			94.4	98.0	98.0	98.0	98.0
<b>CHAP Group (Aberdeen) Ltd</b>	83.7			83.7												
<b>Clark Contracts Ltd</b>	56.0	XXX	XXX	56.0	XXX	XXX		XXX	XXX	XXX		XXX	XXX	XXX	XXX	XXX
<b>Cruden Investments Ltd</b>		72.9	73.2		XXX	72.9			68.2	74.8		XXX	72.9	72.9	XXX	72.9
<b>D. McLaughlin &amp; Sons Limited</b>		89.0			85.1	89.0			85.1			85.1	89.0		89.0	
<b>ENGIE Regeneration Limited</b>		91.4	86.2		87.6	91.4		91.4	87.6	84.9		87.6	91.4	91.4	91.4	91.4
<b>Hadden Construction Limited</b>			93.8			93.5		93.5					89.5	93.5	89.5	93.5
<b>JR Construction (Scotland) Ltd</b>		XXX	66.4		XXX	XXX			XXX	68.1		XXX	XXX	XXX	XXX	XXX
<b>McTaggart Construction Ltd</b>		83.8	84.0		80.0	83.8		83.8	80.0	85.3		80.0	83.8	83.8	83.8	83.8
<b>Stewart &amp; Shields Ltd</b>		70.6			XXX	XXX		70.6	66.2	72.1		XXX	XXX	XXX	XXX	70.6
<b>Morris &amp; Spottiswood Ltd</b>						XXX			XXX				XXX		XXX	
<b>Campion Homes Ltd</b>			XXX					XXX						XXX		XXX

## Lot 4 Developments of 26-40 units

XXX = Unsuccessful

	Aberdeen City Council	Aberdeenshire Council	Angus Council	Argyll & Bute Council	City of Edinburgh Council	Clackmannanshire Council	Comhairle nan Eilan Siar	Dumfries & Galloway Council	Dundee City Council	East Ayrshire Council	East Dunbartonshire Council	East Lothian Council	East Renfrewshire Council	Falkirk Council	Fife Council	Glasgow City Council
<b>Ashleigh (Scotland) Limited</b>								90.3		90.3			90.3			90.3
<b>Bancon Construction Ltd</b>	77.4	80.3	71.1					74.4						XXX		XXX
<b>Central Building Contractors (Glasgow) Limited T/A CBC (Glasgow) Ltd</b>					80.6	80.6				77.7	80.0		77.7	80.0		77.7
<b>CCG (Scotland) Ltd</b>					98.0	98.0				95.5	97.5		95.5	97.5	98.0	95.5
<b>CHAP Group (Aberdeen) Ltd</b>	75.2	78.0	67.4					72.2								
<b>City Building (Contracts) LLP</b>											87.9	87.9	86.0	87.9		86.0
<b>Clark Contracts Ltd</b>	44.7	49.1	XXX	57.4	XXX	XXX		XXX	XXX	XXX	XXX	XXX	XXX	XXX	XXX	XXX
<b>Cruden Investments Ltd</b>					71.6	71.6		68.4		XXX	XXX	70.9	XXX	70.9	71.6	XXX
<b>D. McLaughlin &amp; Sons Limited</b>								86.1		86.1	88.2		86.1			86.1
<b>ENGIE Regeneration Limited</b>	93.4	93.4	85.2		87.4	90.1		78.8	93.4	87.5	89.5	84.0	87.5	89.5	90.1	87.5
<b>Hadden Construction Limited</b>			93.8		89.1	93.2			92.4		88.5	92.6			92.6	93.2
<b>JR Construction (Scotland) Ltd</b>				80.4	63.5	XXX		XXX	67.9	XXX	XXX	62.7	XXX	XXX	63.5	XXX
<b>McTaggart Construction Ltd</b>					83.8	83.8		81.3		81.3	83.3	83.3	81.3	83.3		81.3
<b>Springfield Properties PLC</b>	63.0	66.7	55.0		XXX	XXX		XXX	63.6	XXX	XXX	57.9	XXX	XXX	58.7	XXX
<b>Stewart &amp; Shields Ltd</b>			69.8	84.0		69.4		66.0		XXX	XXX		XXX	XXX		XXX
<b>Morris &amp; Spottiswood Ltd</b>																
<b>Campion Homes Ltd</b>			XXX		XXX	XXX			XXX					XXX	XXX	
	Highland Council	Inverclyde Council	Midlothian Council	Moray Council	North Ayrshire Council	North Lanarkshire Council	Orkney Islands Council	Perth & Kinross Council	Renfrewshire Council	Scottish Borders Council	Shetland Islands Council	South Ayrshire Council	South Lanarkshire Council	Stirling Council	West Dunbartonshire Council	West Lothian Council
<b>Ashleigh (Scotland) Limited</b>					90.3				90.3			90.3				
<b>Bancon Construction Ltd</b>	86.2			86.2		XXX		70.4					XXX	XXX		
<b>Central Building Contractors (Glasgow) Limited T/A CBC (Glasgow) Ltd</b>		80.6	81.3		77.7	80.0						77.7	80.0	80.6	80.0	80.0
<b>CCG (Scotland) Ltd</b>		98.0			95.5	97.5		98.0	95.5			95.5	97.5	98.0	97.5	97.5
<b>CHAP Group (Aberdeen) Ltd</b>	83.7			83.7												
<b>City Building (Contracts) LLP</b>						87.9			86.0				87.9		87.9	87.9
<b>Clark Contracts Ltd</b>	58.4	XXX	XXX	58.4	XXX	XXX		XXX	XXX	XXX		XXX	XXX	XXX	XXX	XXX
<b>Cruden Investments Ltd</b>		71.6	72.4		XXX	70.9			XXX	73.5		XXX	70.9	71.6	XXX	70.9
<b>D. McLaughlin &amp; Sons Limited</b>		88.8			86.1	88.2			86.1			86.1	88.2		88.2	
<b>ENGIE Regeneration Limited</b>		90.1	85.2		87.5	89.5		90.1	87.5	83.5		87.5	89.5	90.1	89.5	89.5
<b>Hadden Construction Limited</b>			93.8			92.6		93.2					88.5	93.2	88.5	92.6
<b>JR Construction (Scotland) Ltd</b>		XXX	64.3		XXX	XXX			XXX	65.5		XXX	XXX	XXX	XXX	XXX
<b>McTaggart Construction Ltd</b>		83.8	84.4		81.3	83.3		83.8	81.3	85.3		81.3	83.3	83.8	83.3	83.3
<b>Springfield Properties PLC</b>	74.3		XXX	78.0	XXX	XXX		58.7	XXX	54.5			XXX	XXX	XXX	XXX
<b>Stewart &amp; Shields Ltd</b>		69.4			XXX	XXX		69.4	XXX	70.8		XXX	XXX	XXX	XXX	XXX
<b>Morris &amp; Spottiswood Ltd</b>						XXX			XXX				XXX		XXX	
<b>Campion Homes Ltd</b>			XXX					XXX						XXX		XXX

## Lot 5 Developments of 41 units and over

XXX = Unsuccessful

	Aberdeen City Council	Aberdeenshire Council	Angus Council	Argyll & Bute Council	City of Edinburgh Council	Clackmannanshire Council	Comhairle nan Eilan Siar	Dumfries & Galloway Council	Dundee City Council	East Ayrshire Council	East Dunbartonshire Council	East Lothian Council	East Renfrewshire Council	Falkirk Council	Fife Council	Glasgow City Council
Ashleigh (Scotland) Limited								90.3		90.3			90.3			90.3
Bancon Construction Ltd	75.3	67.1	66.4						71.6					XXX		XXX
Central Building Contractors (Glasgow) Limited T/A CBC (Glasgow) Ltd					80.7	80.1				77.9	80.0		77.9	80.0		77.9
CCG (Scotland) Ltd		98.0			98.0	97.5				95.6	97.4		95.6	97.4	97.5	95.6
CHAP Group (Aberdeen) Ltd	72.9	64.9	64.3						69.3							
City Building (Contracts) LLP											87.9	87.9	86.1	87.9		86.1
Cruden Investments Ltd					73.0	72.3		69.8		69.8	XXX	72.2	XXX	72.2	72.3	XXX
ENGIE Regeneration Limited	93.4	83.8	83.2		86.6	88.8		78.0	92.9	86.7	88.7	83.1	86.7	88.7	88.8	86.7
Hadden Construction Limited			93.8		90.2	93.8			93.8			89.6	93.6	93.6	93.8	
McTaggart Construction Ltd					83.1	82.6				80.6	82.5	82.5	80.6	82.5		80.6
Springfield Properties PLC	63.1	52.9	XXX		XXX	XXX		XXX	63.0	XXX	XXX	XXX	XXX	XXX	56.9	XXX
Stewart & Shields Ltd			69.3	82.6		XXX		66.9		XXX	XXX		XXX	XXX		XXX
Urban Union Ltd	82.2	74.8	74.3	86.9	74.8	74.3	86.9	71.9	78.9	71.9	XXX	74.1	XXX	74.1	74.3	71.9
Campion Homes Ltd			XXX		XXX	XXX			XXX					XXX	XXX	

	Highland Council	Inverclyde Council	Midlothian Council	Moray Council	North Ayrshire Council	North Lanarkshire Council	Orkney Islands Council	Perth & Kinross Council	Renfrewshire Council	Scottish Borders Council	Shetland Islands Council	South Ayrshire Council	South Lanarkshire Council	Stirling Council	West Dunbartonshire Council	West Lothian Council
Ashleigh (Scotland) Limited					90.3				90.3			90.3				
Bancon Construction Ltd	80.6			80.6		XXX		XXX					XXX	XXX		
Central Building Contractors (Glasgow) Limited T/A CBC (Glasgow) Ltd		80.7			77.9	80.0						77.9	80.0	80.1	80.0	80.0
CCG (Scotland) Ltd		98.0			95.6	97.4		97.5	95.6			95.6	97.4	97.5	97.4	97.4
CHAP Group (Aberdeen) Ltd	78.1			78.1												
City Building (Contracts) LLP						87.9			86.1				87.9		87.9	87.9
Cruden Investments Ltd		73.0	72.3		69.8	72.2			69.8	75.7		69.8	72.2	72.3	72.2	XXX
ENGIE Regeneration Limited		89.4	83.2		86.7	88.7		88.8	86.7	83.5		86.7	88.7	88.8	88.7	88.7
Hadden Construction Limited			93.8			93.6		93.8					89.6	93.8	89.6	93.6
McTaggart Construction Ltd		83.1	82.6		80.6	82.5		82.6	80.6	85.3		80.6	82.5	82.6	82.5	82.5
Springfield Properties PLC	69.6		56.9	73.6	XXX	XXX		XXX	XXX	54.5			XXX	XXX	XXX	XXX
Stewart & Shields Ltd		XXX			XXX	XXX		69.7	67.2	72.5		XXX	XXX	XXX	XXX	XXX
Urban Union Ltd	86.9	74.8	74.3	86.9	71.9	74.1	86.9	74.3	71.9	77.4	86.9	71.9	74.1	74.3	74.1	XXX
Campion Homes Ltd			XXX					XXX						XXX		XXX



## Appendix 4 – List of Suppliers with Scottish Living Wage Status at Point of Tender

Supplier	Accredited	Currently progressing through Scottish Living Wage accreditation process	Pay Scottish Living Wage to all employees, and committed to gaining accreditation over the initial 2 years of framework	Pay Scottish Living Wage to all employees, but not accredited	Neither accredited nor paying Scottish Living Wage, but do commit to pay the Scottish Living Wage to all employees over the initial 2 years of the framework	Neither accredited nor paying Scottish Living Wage
Andrew Shepherd Construction Ltd			Yes			
Ashleigh (Scotland) Limited				Yes		
Bancon Construction Ltd		Yes				
Central Building Contractors (Glasgow) Ltd T/A CBC (Glasgow) Ltd	Yes					
CCG (Scotland)Ltd				Yes		
CHAP Group (Aberdeen) Ltd				Yes		
City Building (Contracts) LLP	Yes					
Clark Contracts Ltd				Yes		
Cruden Investments Ltd				Yes		
D.McLaughlin & Sons Construction	Yes					
ENGIE Regeneration Ltd	Yes					
Hadden Construction Limited			Yes			
JR Construction (Scotland) Ltd			Yes			
McTaggart Construction Ltd				Yes		
Mears Ltd	Yes					
MM Miller (Wick) Ltd				Yes		
Springfield Properties Ltd			Yes			
Stewart & Shields Ltd				Yes		
Urban Union Ltd			Yes			