

Scotland Excel

To: Executive Sub-Committee

On: 28 January 2022

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

Tender: Supply Only and Supply & Distribution of Frozen Foods

Schedule: 1120

Period: 1 April 2022 until 31st March 2026

1. Introduction and Background

The current framework for frozen foods will expire on 31 March 2022 after an additional extension period. This was put in place to provide supplier relief and to ensure continuity of service to member councils during the first impacts of the coronavirus (COVID-19) pandemic in line with applicable law and guidance. This recommendation is for the award of a renewal framework which is intended to operate from 1 April 2022 to 31st March 2026.

This framework will provide councils with a mechanism to procure a range of frozen goods including but not limited to, poultry, seafood, meat, pizza, potato products, ice cream and desserts. Users of the framework are likely to include schools, nurseries, leisure centres, community centres, social work, council buildings and civic centres.

As with the current framework, manufacturers were able to bid directly on this tender – creating greater brand flexibility, locally sourced produce and an increase in sustainable products.

The report summarises the outcome of the procurement process for this national framework arrangement.

2. Scope, Participation and Spend

As part of the strategy development, the User Intelligence Group (UIG) endorsed the inclusion of three lots as summarised in Table 1.

Table 1: Lotting Structure

Lot No.	Description	Estimated % Spend through lot
1	Supply Only	20%
2	Distribution	5%
3	Supply & Distribution	75%

Lot 1 (Supply Only) sought offers from Tenderers for individual product items. There was no limitation on the number of product items for which a tenderer could offer. Each product item and each offer was evaluated on its own merits as discrete and independent tenders, as outlined in the published tender documents

Lot 2 (Distribution) and Lot 3 (Supply and Distribution) were sub-divided into geographical sub-lots. Tenders for Lot 2 (Distribution) and Lot 3 (Supply and Distribution) were to be linked and could be considered non-compliant if no offer was submitted for the corresponding geographical sub-lot in the other Lot. A minimum pricing requirement was also set for Lot 3. Offers received for Lot 2 and Lot 3 were evaluated in accordance with the published tender documents.

This lotting structure recognises the current landscape of the marketplace, and is designed to align with council requirements more closely. The lotting strategy continued to maximise opportunities for Small or Medium sized enterprises (SMEs).

As detailed in the published tender documents, Tenderers are recommended for appointment to the Framework by reference to the individual product items for which Tenderers are successful (Lot 1), or to the lots and council areas (the geographical sub-lots) for which they are successful (Lots 2 and 3).

The framework was advertised to enable access by all 32 councils in Scotland and Tayside Contracts and all associate members. As detailed in Appendix 1, 31 councils and Tayside Contracts have confirmed their intention to participate in this framework. Orkney Islands Council has confirmed that they will not participate as they currently have their own arrangement in place.

Historical spend data would suggest a forecast framework spend of c. £21.2 million per annum. However, the framework was advertised with a potential value of £25 million per annum to allow increased participation from councils and associate members. It will also take into consideration:

- The Scottish Government's pledge to increase the annual provision of free early learning and childcare provision to 1140 hours by 2022
- The roll out of universal free school meals for Primary 4 to 7 by August 2022
- Any additional costs incurred due to the changes to the Nutritional Requirements which were introduced by the Nutritional Requirements for Food & Drink in Schools (Scotland) Regulations 2020 in April 2021.

3. Procurement Process

Two Prior Information Notices (PIN) were published in relation to this framework, on 3 September 2020 and 3 June 2021. These resulted in expressions of interest from 16 suppliers, which led to 7 engagement meetings which supported key elements of the development strategy. These included - ability to service, market trends, community benefits, sustainability, product range/specification

The UIG consisting of procurement and technical representatives from participating councils, endorsed the procurement strategy on 21st and 22nd September 2020. A working group of technical representatives from the councils reviewed the specifications and the technical criteria to be adopted during the tender process.

Scotland Excel has taken cognisance of the current situation relative to the Coronavirus pandemic. Balancing the current situation with the need to provide a route to market for Councils to obtain frozen foods, Scotland Excel has determined to proceed with the tender exercise to establish the framework for the Supply Only and Supply and Distribution of Frozen Foods. Scotland Excel has carefully monitored the situation throughout the period of the tender exercise and has taken cognisance of all relevant circumstances in coming to this decision to recommend the award of Framework placings to successful Tenderers.

The procurement exercise followed an open tender procedure to encourage maximum competition and participation. All bidders were evaluated against the advertised selection criteria using the Single Procurement Document (SPD), and the stated award criteria of:

- Technical 25%
- Commercial 75%

Within the technical section, bidders were required to evidence their knowledge and experience by responding to a series of technical areas which are detailed in Table 2.

Table 2: Technical Scoring

Description	Weighting
Fair Work Practices	3
Community Benefits	4
Supply Chain Traceability	4
Sustainability	5
Servicing the Contract	5

Allergens & Specifications Advice	4
Total score	25

The commercial section of the tender was worth 75 points.

4. Report on Offers Received

Offers were received from 14 tenderers, a summary of which is provided in Appendix 2 (List of Tenderers).

Based on the criteria and scoring methodology set out in the tender documents, a full evaluation of the offers received was carried out. Appendix 3 outlines the scoring achieved by each bidder.

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 14 suppliers across the three lots, as outlined in Appendix 3.

The 14 recommended suppliers provide the choice, scope and range of frozen foods required by councils as well as representing best value and providing geographical coverage. These 14 suppliers also represent a mix of small, medium and large organisations, with 10 of the recommended suppliers classified as SMEs.

As shown in Appendix 3, Scotland Excel did not receive any bids for Orkney Islands Council despite full engagement with organisations such as the Soil Association and Scotland Food and Drink to encourage participation from local suppliers. Continued engagement with appropriate council officers will follow to explore further opportunities.

For the recommended suppliers, Renfrewshire Council's Environmental Services team has assessed self-audit documentation, as well as the latest audit reports from relevant Food Enforcement Authorities to ensure compliance with the relevant legislation, and that they have robust processes in place to manage a contract of this nature. All relevant reports were considered satisfactory and compliant with defined requirements.

6. Benefits

Savings

Scotland Excel conducted a benchmarking exercise for each council based on the available historic spend information. The results of this benchmarking are detailed in Appendix 1.

The projected average saving across all councils is 1.8%, which equates to an estimated total saving of approximately £374K per annum based on current forecast spend levels. The projected savings per council ranges from a cost increase of 2.53% to a saving of 6.94%. These costs / savings are largely dependent on the menus adopted by each council, the sustainability of the products they are using and the suppliers tendering for each council. Scotland Excel will continue to work with councils to derive further savings by identifying opportunities to reduce costs by considering brand swaps or alternative pack sizes.

However, it should be noted that future buying patterns in councils may change in light of changes to catering services and menu options that schools may adopt.

Price Stability

Price Stability was not scored for this tender due to market uncertainty at the time of tendering. However, a price stability clause was included, and of the recommended suppliers, 3 suppliers have offered 12 months fixed pricing and 11 have offered 6 months fixed pricing across both core and non-core product offerings.

Subsequent pricing will then be held for 6 monthly periods with any price variance request within these windows being considered in accordance with the defined Scotland Excel process. All requests will be evaluated against market indices which monitor the consumer price index and agricultural price index.

Rebate

A retrospective rebate of 0.5% payable to Scotland Excel will be applied to framework spend above £500,000 (excluding the initial £500,000) and will be calculated based upon all framework spend with the supplier reported through management information returns.

Sustainable Procurement Benefits

Within the technical section of the tender, Scotland Excel included method statements to cover sustainability and supply chain traceability.

All manufacturers bidding on Lot 1 Supply Only of Frozen Foods provided input on their drive to improve packaging as manufacturers have more influence over the packaging used for their products. One supplier committed to improve the environmental and social impact of all its brands throughout the value chain and have set an ambition to achieve Net Zero emissions from all products by 2039. Another supplier detailed three key commitments in relation to reducing CO₂ emissions:

- 50% absolute reduction in CO2 emissions and 100% renewable electricity by 2030.
- 30% reduction in CO2 emissions intensity by 2030.
- Reducing CO2 per tonne from potato farming, storage, and freight by 25% by 2030.

Definitions of “country of origin of Scotland” and “manufactured in Scotland” were included within the tender to allow both elements to be monitored and recorded correctly. The origin of all products was captured through the tender process and this will be tracked during the life of the framework through quarterly management information returns.

Community Benefits

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 spend 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, 13 have committed to delivering these benefits. In addition to the above, one supplier has offered that 0.7% from each local authority spend will be awarded as a grant for current or required community benefits in each council region. Scotland Excel will continue to engage with all appointed suppliers to drive maximum adoption and 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 event for external charities / initiatives within the council
- Work placements to school students from councils
- Support local food banks and community pantry initiatives
- Support holiday hunger programmes
- Sponsorship of sports team or community event within the council to the value of £500
- Recruit a modern (or other approved) apprentice from within the council
- Recruit one person from within the council 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. Results reported on community benefits will be disseminated to councils on a 6 monthly basis.

Fair work Practice including Real Living Wage

Scotland Excel recognises the importance of fair work practices in the delivery of effective public services. Within the technical section of the tender, one of the method statements assessed bidders on areas such as how they will commit to fair work practices. These include payment of the Real Living Wage, a fair pay

policy, improving wider diversity of staff and avoiding exploitative employment practices, such as no inappropriate use of zero hours contracts.

Of the 14 suppliers to be awarded, four suppliers are fully accredited, one supplier is currently progressing with the accreditation process, another four suppliers pay the real living wage but are not accredited and two suppliers who do not currently pay the real living wage have made the commitment to within the first two years of the framework. There are three suppliers who do not currently pay the real living wage. It should be noted that Brakes, who are one of the suppliers who do not pay the real living wage do in fact pay circa. 97% of their staff the real living wage or higher.

Appendix 4 shows a breakdown of responses received from Tenderers on their approach to fair work practices and their position on the payment of the Real Living Wage.

Scotland Excel will monitor status with all awarded suppliers during the lifetime of the framework and engage with the Living Wage Foundation on this particular market.

7. Contract Mobilisation and Management

As part of the mobilisation process, all suppliers will be invited to a contract mobilisation meeting to outline the operation of the framework. This will include roles and responsibilities, management information requirements and community benefits reporting. Suppliers and participating councils will be issued with a mobilisation pack containing all required details which will enable them to utilise the framework.

In accordance with Scotland Excel's established contract and supplier management programme, this framework will be identified as a classification B framework. As such, Scotland Excel will conduct quarterly review meetings with suppliers and annual user group reviews, whilst monitoring management information and community benefits associated with this framework. Key performance indicators will also be monitored monthly. A summary of contract and supplier management classifications can be found in Appendix 5.

Supplier performance will be monitored by the contract supplier management process where surveys will be issued to councils for feedback on elements of the framework such as quality and service. This feedback will form the basis of contract management meetings with suppliers, who will be able to review the feedback and if required initiate an improvement programme.

Meetings and engagement undertaken with suppliers will adhere to all applicable health and safety guidelines.

8. Summary

This is the fourth-generation framework for the Supply Only and Supply and Distribution of Frozen and aims to maximise collaboration, consolidate demand and deliver best value.

The Executive Sub Committee is requested to approve the recommendation detailed in Section 5 (Recommendations) of the report, to award this framework to the suppliers detailed within Appendix 3 (Scoring and Recommendations).

Appendix 1 – Participation, Spend and Savings Summary - Supply Only & Supply and Distribution of Frozen Foods

Member Name	Participation in Contract	Participation Entry Date	Estimated Annual Spend (£)	Source of Spend Data	Indexation (%)	% Estimated Forecast Savings	Estimated Annual Savings (£)	Basis of Savings Calculation
Aberdeen City Council	YES	01 April 2022	£724,866	SXL Management Information	4.8%	2.02%	£14,642	Benchmark against current contract
Aberdeenshire Council	YES	01 April 2022	£1,124,955	Validated by council	4.8%	0.79%	£8,887	Benchmark against current contract
Angus Council	YES	01 April 2022	Tayside Contracts	Validated by council	4.8%	Tayside Contracts	Tayside Contracts	
Argyll & Bute Council	YES	01 April 2022	£581,005	Validated by council	4.8%	0.73%	£4,241	Benchmark against current contract
City of Edinburgh Council	YES	01 April 2022	£1,130,107	Validated by council	4.8%	1.66%	£18,760	Benchmark against current contract
Clackmannanshire Council	YES	01 April 2022	£224,912	SXL Management Information	4.8%	3.24%	£7,287	Benchmark against current contract
Comhairle nan Eilean Siar	YES	01 April 2022	£187,873	SXL Management Information	4.8%	5.84%	£10,972	Benchmark against current contract
Dumfries & Galloway Council	YES	01 April 2022	£466,039	Validated by council	4.8%	1.12%	£5,220	Benchmark against current contract
Dundee City Council	YES	01 April 2022	Tayside Contracts	Validated by council	4.8%	Tayside Contracts	Tayside Contracts	
East Ayrshire Council	YES	01 April 2022	£329,276	Validated by council	4.8%	6.67%	£21,963	Benchmark against current contract
East Dunbartonshire Council	YES	01 April 2022	£545,984	Validated by council	4.8%	4.45%	£24,296	Benchmark against current contract
East Lothian Council	YES	01 April 2022	£428,821	Validated by council	4.8%	4.15%	£17,796	Benchmark against current contract
East Renfrewshire Council	YES	01 April 2022	£403,137	Validated by council	4.8%	1.94%	£7,821	Benchmark against current contract
Falkirk Council	YES	01 April 2022	£696,597	Validated by council	4.8%	2.06%	£14,350	Benchmark against current contract
Fife Council	YES	01 April 2022	£724,866	SXL Management Information	4.8%	-2.53%	-£25,630	Benchmark against current contract
Glasgow City Council	YES	01 April 2022	£2,813,364	Validated by council	4.8%	2.79%	£78,493	Benchmark against current contract
Highland Council	YES	01 April 2022	£917,071	Validated by council	4.8%	-2.15%	-£19,717	Benchmark against current contract
Inverclyde Council	YES	01 April 2022	£329,974	Validated by council	4.8%	1.01%	£3,333	Benchmark against current contract
Midlothian Council	YES	01 April 2022	£420,611	Validated by council	4.8%	2.94%	£12,366	Benchmark against current contract
Moray Council	YES	01 April 2022	£188,459	Validated by council	4.8%	1.68%	£3,166	Benchmark against current contract
North Ayrshire Council	YES	01 April 2022	£344,161	Validated by council	4.8%	6.94%	£23,885	Benchmark against current contract
North Lanarkshire Council	YES	01 April 2022	£1,463,849	Validated by council	4.8%	-0.04%	-£586	Benchmark against current contract
Orkney Islands Council	NO	N/A	N/A	Validated by council	4.8%	N/A	N/A	N/A
Perth & Kinross Council	YES	01 April 2022	Tayside Contracts	Validated by council	4.8%	Tayside Contracts	Tayside Contracts	
Renfrewshire Council	YES	01 April 2022	£699,690	SXL Management Information	4.8%	4.89%	£34,215	Benchmark against current contract
Scottish Borders Council	YES	01 April 2022	£495,634	Validated by council	4.8%	0.50%	£2,478	Benchmark against current contract
Shetland Islands Council	YES	01 April 2022	£190,042	Validated by council	4.8%	0.00%	£0	Benchmark against current contract
South Ayrshire Council	YES	01 April 2022	£346,991	Validated by council	4.8%	1.04%	£3,609	Benchmark against current contract
South Lanarkshire Council	YES	01 April 2022	£1,232,510	Validated by council	4.8%	2.67%	£32,908	Benchmark against current contract
Stirling Council	YES	01 April 2022	£310,191	Validated by council	4.8%	-1.71%	-£5,304	Benchmark against current contract
West Dunbartonshire Council	YES	01 April 2022	£1,813,653	SXL Management Information	4.8%	0.97%	£17,592	Benchmark against current contract
West Lothian Council	YES	01 April 2022	£310,255	Validated by council	4.8%	3.16%	£9,804	Benchmark against current contract
Tayside Contracts	YES	01 April 2022	£933,757	Validated by council	4.8%	3.47%	£32,401	Benchmark against current contract
Totals			£20,378,650			1.8%	£359,248	
Associate Members	YES	01 April 2022	£821,350	SXL Management Information	4.8%	1.8%	£14,784	Benchmark against current contract
Totals			£21,200,000			1.8%	£374,032	

Appendix 2 - List of Tenderers with SME Status

Name of Tenderers	SME Status	Location	Lots Tendered	Lots Awarded
BFS Group Limited T/A Bidfood	Large	Slough	Lot 3	Lot 3
Brake Bros Limited	Large	Kent	Lots 2 and 3	Lots 2 and 3
Delice De France Limited	Large	Middlesex	Lot 1	Lot 1*
Downies of Whitehills (A Partnership)	Small	Whitehills	Lot 1	Lot 1
Failte Food Service Limited	Medium	Glasgow	Lots 2 and 3	Lots 2 and 3
Green Gourmet Limited	Medium	Stroud	Lot 1	Lot 1*
Hen House (Wholesale) Limited	Medium	Preston	Lot 1	Lot 1*
Marlow Foods Limited	Medium	Stokesley	Lot 1	Lot 1*
McCain Foods (G.B.) Ltd	Medium	Scarborough	Lot 1	Lot 1
The Shetland Freezer and Food Centre Ltd.	Small	Shetland	Lots 2 and 3	Lots 2 and 3
The UK Foodhall Ltd	Medium	Shrewsbury	Lot 1	Lot 1
TUGO Food Systems Limited	Medium	Edinburgh	Lot 1	Lot 1*
Unilever UK Limited	Large	London	Lot 1	Lot 1*
William Yule & Son Limited	Medium	Kirkaldy	Lots 2 and 3	Lots 2 and 3

*** Awarded in part**

See Appendix 3 – for further information about:

- the product items tendered and awarded for Lot 1
- the geographical sub-lots tendered and awarded for Lots 2 and 3

Appendix 3 - Scoring and Recommendations

Recommendations Lot 1 – Supply Only

Table A – Summary of Outcomes (for further information see Table B below)

Supplier Name	Items Bid for	Items Awarded	Items Awarded Score Range	Items Not Awarded	Items Not Awarded Score Range
Delice De France Limited	24	23	79	1	79
Downies of Whitehills (A Partnership)	3	3	92.88	N/A	N/A
Green Gourmet Limited	56	52	89.88	4	81.99-84
Marlow Foods Limited	12	11	86.3-86.5	1	83.7
McCain Foods (G.B.) Ltd	18	18	87.16-89.75	N/A	N/A
Hen House (Wholesale) Limited	4	2	87.75	2	82.37-87.75
TUGO Food Systems Limited	3	2	90.35-90.88	1	75.88
The UK Foodhall Ltd	22	14	88.13	8	13.21-85.61
Unilever UK Limited	9	4	85.88	5	57.94-85.88

Table B – Outcomes in detail

NEW ITEM NUMBER	SCOTLAND EXCEL PRODUCT DESCRIPTION	Delice De France Limited*	Downies of Whitehills*	Green Gourmet Limited*	Hen House (Wholesale) Limited*	Marlow Foods Limited *	McCain Foods (G.B.) Ltd*	The UK Foodhall Ltd*	TUGO Food Systems Limited*	Unilever U.K. Central Resources T/A Unilever UK Limited*
1	Belgium Sweet Waffles - Individually Wrapped	79.00	N/A							
2	Belgium Sweet Waffles									
3	Croissant	79.00								
4	Pancakes									
5	Mixed Muffins (Chocolate, Toffee & Blueberry)	79.00								
6	Reduced Fat Sugar Coated Doughnut									
7	Diced Beef									
8	Cooked Beef Slice 50G							88.13		
9	Beef Spinach & Broccoli Grills							88.13		
10	9" Fully Baked Baguette Pre-Sliced	79.00								
11	7.5" White Baguette Part Baked	79.00								
12	10" Part Baked White Baguette	79.00								
13	9.5" Part Baked Panini Baguette Unsliced	79.00								
14	10" Harvester Baguette	79.00								
15	10" Part Baked Bar Marked Panini Baguettes	79.00								
16	Panini Baguette	79.00								
17	Hot Dog Roll (Top Sliced)	79.00								
18	6.5" Hot Dog Roll (Side Sliced)									
19	Pre-cut Oval Bun									
20	White Bread Rolls									
21	Morning Rolls	79.00								
22	4" Sesame Seeded Burger Buns Pre-Sliced									
23	4" Unseeded White Burger Buns Pre Sliced									
24	50/50 Roll									
25	50/50 Finger Rolls									
26	4" Wholemeal Burger Bun									
27	Fully Baked Plain Bagel	79.00								
28	White Pitta Bread	79.00								
29	Wholemeal Pitta Bread									
30	Mini Naan Bread									
31	10" Flour Tortillas									
32	10" Fully Baked Tomato Flour Tortillas	79.00								
33	Garlic And Herb Bread Slices									
34	Garlic & Parsley Slice									
35	Thick Square Sliced 2 in 1 Loaves (Half White, Half Wholemeal)									
36	Bread Medium Sliced Wholemeal	79.00								
37	Bread Thick Sliced Brown Malted	79.00								
38	Bread Thick Sliced White	79.00								
39	Thick Sliced Wholemeal Loaf									
40	Thick Sliced Softgrain Wht Loaf									

NEW ITEM NUMBER	SCOTLAND EXCEL PRODUCT DESCRIPTION	Delice De France Limited*	Downies of Whitehills*	Green Gourmet Limited*	Hen House (Wholesale) Limited*	Marlow Foods Limited *	McCain Foods (G.B.) Ltd*	The UK Foodhall Ltd*	TUGO Food Systems Limited*	Unilever U.K. Central Resources T/A Unilever UK Limited*
41	Thick Sliced Malted Wheatgrain Loaf									
42	Folded Flatbread									
43	7" Wholemeal Hoagie									
44	Fully Cooked Chicken Breast Strips 12MM (Freeflow)			89.88						
45	Cooked Diced Chicken Breast Meat 19MM (Freeflow)			89.88						
46	Fully Cooked Chicken Breast Strips			89.88						
47	Cooked Diced Chicken Breast			89.88						
48	Chicken Poppers (Minimum 65% Chicken Content)			89.88						
49	Diced Chicken Breast Fillet Coated in Non-Fried Crumb 20G			89.88						
50	Tandoori Chicken Chunks 20G			89.88						
51	Breaded Chicken Goujons 28G			89.88						
52	Southern Style Chicken Goujons 28G			89.88						
53	Breaded Chicken Nuggets Approx 16G			89.88						
54	Cooked Chicken Tikka Breast Strips									
55	Fully Cooked Chicken Breast 55G									
56	Raw Chicken Breast Fillets 57G			89.88						
57	Chicken Grill in Breadcrumbs 60G			81.95				88.13		
58	Non-Fried Breaded Plain Chicken Fillet			89.88						
59	Non-Fried Breaded Spicy Southern Style Chicken Fillet									
60	Butcher Style Chicken Roast			89.88				84.14		
61	Wholemeal Non-Fried Breadcrumbs Breaded Reduced Fat Chicken Burger			89.88						
62	Chicken Meatballs 12G			89.88				65.30		
63	Raw Chicken Breast Fillets 85G - BBQ			89.88						
64	Raw Chicken Breast Fillets 60G - BBQ			89.88						
65	Raw Chicken Korma			89.88						
66	Chicken Sausages			89.88				85.61		
67	Fully Cooked Chicken Breast Strips 12MM			89.88						
68	Breaded Chicken Goujons			89.88						
69	Chicken Sausage			89.88				85.61		
70	Breaded Chicken Breast Steak			81.97				88.13		
71	Cooked Chicken Breasts									
72	Ready To Roast Chicken Breast Joint			89.88				84.14		
73	Red Tractor Raw Buttermilk Southern Style Chicken Breast			89.88						
74	Raw Chicken Strips			89.88						
75	West Indian Breaded Chicken Fillet Portion			89.88						
76	Jerk Breaded Chicken Fillet Portion			89.88						
77	Caribbean BBQ Breaded Chicken Goujons			89.88						
78	Piri Piri Chicken Breast Fillet Portion			89.88						
79	Sweet Chilli Chicken Breast Fillet Portion			89.88						
80	7/16 Medium Chips						89.75			

NEW ITEM NUMBER	SCOTLAND EXCEL PRODUCT DESCRIPTION	Delice De France Limited*	Downies of Whitehills*	Green Gourmet Limited*	Hen House (Wholesale) Limited*	Marlow Foods Limited *	McCain Foods (G.B.) Ltd*	The UK Foodhall Ltd*	TUGO Food Systems Limited*	Unilever U.K. Central Resources T/A Unilever UK Limited*
81	9/16 Thick Cut Chips						89.75			
82	9/16 Traditional Thick Cut Chips						89.75			
83	9/16 Thick Straight Cut Chips						89.75			
84	9/16 Thick Cut Oven Chips									
85	9/16 Reduced Fat Thick Cut Chips						89.75			
86	7/16 Medium Cut Reduced Fat Oven Chips						89.75			
87	Traditional 9/16 Thick Cut Chips						89.75			
88	Basic Grade Thick Chip									
89	Reduced Fat Cocoa Cookie Dough									
90	Cocoa Cookie Dough - Ready to Bake									
91	Raspberry Frozen Yoghurt									
92	Strawberry and Vanilla Swirled Mousse									
93	Raspberry Ripple Ice Cream Sponge Rolls - Approx. 13"									
94	Raspberry Fruit Sorbet									
95	Strawberry Gateau Pre-Cut 18 Slices									
96	Strawberry Frozen Yoghurt									
97	Light Choc Ices									
98	Black Forest Gateau									
99	Orange Fruit Sorbet									
100	Fruits Of The Forest Mix									
101	Raspberries									
102	MSC Gluten-Free Breaded Salmon Fillet Finger 30g			89.88						
103	MSC Gluten-Free Breaded Fish Fillet Finger 30g			89.88						
104	MSC Gluten Free bubble crumb fish fillet, 60g			89.88						
105	Gluten Free Reduced Salt Steak Burger 2oz			89.88						
106	Carrot And Pork Meatballs			89.88				74.90		
107	Gluten Free Reduced Salt Steak Burger 3oz			89.88						
108	Gluten Free Breaded Chicken Goujons									
109	Gluten Free White Loaf									
110	4" Gluten Free Burger Bun									
111	Halal Roasted Chicken Strips 12mm									
112	Halal Turkey Butterfly									
113	Halal Chicken Sausage 8's							88.13		
114	Halal Battered Chicken Breast Steaks									
115	Halal Chicken Chunks			89.88						
116	Halal Chicken Breast Diced									
117	Halal Diced Chicken Thigh Meat									
118	Vanilla Ice Cream (Insulated Tub)									
119	Vanilla Ice Cream (Tubs)									
120	Strawberry / Vanilla Ice Cream									

NEW ITEM NUMBER	SCOTLAND EXCEL PRODUCT DESCRIPTION	Delice De France Limited*	Downies of Whitehills*	Green Gourmet Limited*	Hen House (Wholesale) Limited*	Marlow Foods Limited *	McCain Foods (G.B.) Ltd*	The UK Foodhall Ltd*	TUGO Food Systems Limited*	Unilever U.K. Central Resources T/A Unilever UK Limited*
121	Vanilla Soft Scoop Ice Cream - Reduced Fat									85.88
122	Strawberry Yoghurt Ice Cream Tubs									
123	Reduced Sugar & Fat Vanilla Flavour Ice Cream Tubs									
124	Reduced Sugar & Fat Chocolate Flavour Ice Cream Tubs									
125	Reduced Sugar & Fat Strawberry Flavour Ice Cream Tubs									
126	Plain Omelette - Folded (Freeflow)									
127	Four Cheese Ravioli									
128	Whole Egg									
129	Organic Pork Meatballs			89.88						
130	10" Organic White Baguettes									
131	Jumbo Sausage Rolls 6"	79.00								
132	4" Sausage Roll									
133	Puff Pastry Block (Approx. 33.5cm x 21.5cm)									
134	Puff Pastry Squares 13cm									
135	Puff Pastry Sheets (Approx. 56cm x 36cm)									
136	Reduced Fat Baked Scotch Pies									
137	3" Fully Baked Yorkshire Pudding	79.00								
138	Unbaked Sausage Roll									
139	4" Fully Baked Yorkshire Puddings	79.00								
140	Vegetarian Sausage Roll									
141	Primary School Sausage Rolls									
142	PGI Beef Burger 113G (85% Visual Lean)			89.88						
143	Reduced Fat / Salt Scottish Beef Burger 57G (95% Visual Lean)			89.88						
144	Cheese & Tomato Pizzini									
145	11" Wholemeal Cheese & Tomato Pizza									
146	9.5" x 7.5" Multiserve Cheese & Tomato Pizza (with added wheatgerm and F				82.37		89.75			
147	11.25" Reduced Salt Cheese & Tomato Pizza (with added wheatgerm and Fil						89.75			
148	15" x 11" Cheese & Tomato Pizza Slab				87.75				75.88	
149	Cheese & Tomato Stuffed Crust Pizza									
150	Spicy Chicken with Tomato & Mozzarella Pizzini				87.75					
151	12" Stonebake Thin & Crispy Pizza Base				87.75				90.35	
152	9" Stonebaked Thin & Crispy Pizza Bases								90.88	
153	Unsmoked Rindless Back Bacon									
154	Reduced Fat & Salt Pork Sausage 8s			84.01				88.13		
155	Pigs in Blankets									
156	Lorne Sausage									
157	Raw Pork Sausages 45G			89.88						
158	Cooked Pork Cocktail Sausages									
159	Reduced Fat & Salt Pork Sausage 1x48			84.04				88.13		
160	Potato Diced Non-Flash Fried						89.75			

NEW ITEM NUMBER	SCOTLAND EXCEL PRODUCT DESCRIPTION	Delice De France Limited*	Downies of Whitehills*	Green Gourmet Limited*	Hen House (Wholesale) Limited*	Marlow Foods Limited *	McCain Foods (G.B.) Ltd*	The UK Foodhall Ltd*	TUGO Food Systems Limited*	Unilever U.K. Central Resources T/A Unilever UK Limited*
161	Sauté Potatoes									
162	Seasoned Skin-on Potato Wedges	79.00					87.16			
163	Potato Mash						89.75			
164	Roast Potatoes						89.75			
165	Baked Jacket Potatoes	79.00								
166	Potato Croquettes 30G									
167	Shaped Potato Formed into Smiley Face - No Palm Oil						89.75			
168	Mini Potato Waffles									
169	Potato Wedge 4x2.5kg						89.75			
170	Jacket Wedges 2.5kg						89.75			
171	Seasoned Herby Diced Potato						89.75			
172	Hash Browns						89.75			
173	Pommes Duchesse									
174	Breaded Skinless Boneless Haddock 85-110G Single Frozen									
175	Breaded Skinless Boneless Haddock 140-170G Single Frozen									
176	Breaded Skinless Boneless Haddock 110-140G Single Frozen									
177	Breaded Skinless Pollock 85-110G							88.13		
178	Pollock Goujons 30G			89.88						
179	Cod Mince Fish Finger 25G			89.88						
180	Cod Fillet Fish Finger in Breadcrumbs Flash Fried 25G			89.88						
181	Salmon Fillet Nibbles 19G in Non-Fried Crumb			89.88						
182	Salmon Minced Fingers 25G			89.88						
183	Salmon Minced Fingers 25G			89.88						
184	Salmon Supremes 140-170G									
185	Breaded Scampi (30-40 pieces per pack)									
186	Cod Fillet Crispy Battered 60G			89.88						
187	Breaded MSC Alaska Pollack Fillets (skinless, boneless)							88.13		
188	Msc Salmon & Sweet Potato Fishcake			89.88				13.21		
189	Battered MSC Pollock Fillet							88.13		
190	Red Tractor Farm Assured Uncooked Turkey Meatballs 14G			89.88						
191	Red Tractor Farm Assured Reduced Fat and Salt Turkey Burger			89.88						
192	Red Tractor Farm Assured Cooked Sliced Turkey Breast							88.13		
193	Boneless and Cooked Roasted Turkey Breast Saddle									
194	Red Tractor Raw Turkey Breast Fillet Portion 57g			89.88						
195	Broccoli Florets									
196	Sweetcorn (Freeflow)									
197	Sweetcorn (Freeflow)									
198	Half-Cut Corn on the Cob (Supersweet)									
199	Garden Peas									
200	Choice Peas (Freeflow)									

NEW ITEM NUMBER	SCOTLAND EXCEL PRODUCT DESCRIPTION	Delice De France Limited*	Downies of Whitehills*	Green Gourmet Limited*	Hen House (Wholesale) Limited*	Marlow Foods Limited *	McCain Foods (G.B.) Ltd*	The UK Foodhall Ltd*	TUGO Food Systems Limited*	Unilever U.K. Central Resources T/A Unilever UK Limited*
201	Diced Onions (Freeflow)									
202	Diced Carrots (Freeflow)									
203	Diced Carrots (Freeflow)									
204	Baby Carrots (Freeflow)									
205	Carrot Roundels (Freeflow)									
206	Diced Swede (Freeflow)									
207	Diced Swede (Freeflow)									
208	Mixed Vegetables (Freeflow)									
209	Mixed Broccoli, Cauliflower & Baby Carrots (Freeflow)									
210	Green Beans Sliced (Freeflow)									
211	Stew Pack (Freeflow)									
212	Cauliflower Florets (Freeflow)									
213	Mixed Peppers Sliced									
214	Mixed Peppers Diced									
215	Sliced Mushrooms									
216	Medium Brussel Sprouts									
217	Button Brussel Sprouts									
218	Oriental Vegetable Style Mix									
219	Leeks Cut (Freeflow)									
220	Macedoine									
221	Country Mixed Veg									
222	Mange Tout									
223	Garden Peas									
224	Garden Peas									
225	Supersweet Sweetcorn Cobettes									
226	Cut Beans 2.5kg									
227	Broccoli 1x2.5kg									
228	Sliced Carrots									
229	Fine Whole Baby Carrots									
230	Meat Free Sausages 50G					86.50		75.36		57.94
231	Meat Free Frankfurters Hot Dogs 45G					86.50				
232	Meat Free Mince					86.50				75.37
233	Meat Free Burgers 50G					86.50				
234	Crispy Crumbled Vegetable Burger 57G							88.13		
235	Meat Free Dippers 21G					86.50				83.23
236	Vegetable Nuggets Approx. 18G									85.88
237	Meat Free Pieces					86.50				81.71
238	Vegetarian Ball 12G									85.88
239	Meat Free Balls Approx 17G					86.50				
240	Vegan Sausages					83.68		88.13		

NEW ITEM NUMBER	SCOTLAND EXCEL PRODUCT DESCRIPTION	Delice De France Limited*	Downies of Whitehills*	Green Gourmet Limited*	Hen House (Wholesale) Limited*	Marlow Foods Limited *	McCain Foods (G.B.) Ltd*	The UK Foodhall Ltd*	TUGO Food Systems Limited*	Unilever U.K. Central Resources T/A Unilever UK Limited*
241	Meat Free Balls 15G									85.88
242	Plain Fillets					86.50				
243	Vegan Nuggets					86.30				85.88
244	6" Unbaked Vegan Sausage Roll	79.00								
245	Meat Free Falafel 60x25g									
246	Southern Style Burger					86.50				
247	Fishless Fingers					86.50				
248	Vegan Falafel Burger 57g							88.13		

Recommendations Lot 2 – Distribution

Council	Supplier	Overall	Awarded To Lot
Aberdeen City Council	Brake Bros Limited	97.50	YES

Council	Supplier	Overall	Awarded To Lot
Aberdeenshire Council	Brake Bros Limited	97.50	YES

Council	Supplier	Overall	Awarded To Lot
Angus Council	Brake Bros Limited	97.50	YES

Council	Supplier	Overall	Awarded To Lot
Argyll & Bute Council	Brake Bros Limited	97.50	YES

Council	Supplier	Overall	Awarded To Lot
City of Edinburgh Council	Brake Bros Limited	97.50	YES

Council	Supplier	Overall	Awarded To Lot
Clackmannanshire Council	Brake Bros Limited	97.50	YES
	Falite Food Service Limited	96.13	YES

Council	Supplier	Overall	Awarded To Lot
Comhairle Nan Eilean Siar	Brake Bros Limited	97.50	YES

Council	Supplier	Overall	Awarded To Lot
Dumfries & Galloway Council	Brake Bros Limited	97.50	YES

Council	Supplier	Overall	Awarded To Lot
Dundee City Council	Brake Bros Limited	97.50	YES

Council	Supplier	Overall	Awarded To Lot
East Ayrshire Council	Brake Bros Limited	97.50	YES

Council	Supplier	Overall	Awarded To Lot
East Dunbartonshire Council	Brake Bros Limited	97.50	YES

Council	Supplier	Overall	Awarded To Lot
East Lothian Council	Brake Bros Limited	97.50	YES

Council	Supplier	Overall	Awarded To Lot
East Renfrewshire Council	Brake Bros Limited	97.50	YES
	Falite Food Service Limited	96.13	YES

Council	Supplier	Overall	Awarded To Lot
Falkirk Council	Brake Bros Limited	97.50	YES

Council	Supplier	Overall	Awarded To Lot
Fife Council	William Yule & Son Limited	93.88	YES

Council	Supplier	Overall	Awarded To Lot
Glasgow City Council	Brake Bros Limited	97.50	YES

Council	Supplier	Overall	Awarded To Lot
Highland Council	Brake Bros Limited	97.50	YES

Council	Supplier	Overall	Awarded To Lot
Inverclyde Council	Brake Bros Limited	97.50	YES

Council	Supplier	Overall	Awarded To Lot
Midlothian Council	Brake Bros Limited	97.50	YES

Council	Supplier	Overall	Awarded To Lot
North Ayrshire Council	Brake Bros Limited	97.50	YES

Council	Supplier	Overall	Awarded To Lot
North Lanarkshire Council	Brake Bros Limited	97.50	YES
	Failte Food Service Limited	96.13	YES

Council	Supplier	Overall	Awarded To Lot
Perth & Kinross Council	Brake Bros Limited	97.50	YES

Council	Supplier	Overall	Awarded To Lot
Scottish Borders Council	Brake Bros Limited	97.50	YES

Council	Supplier	Overall	Awarded To Lot
South Ayrshire Council	Brake Bros Limited	97.50	YES

Council	Supplier	Overall	Awarded To Lot
Stirling Council	William Yule & Son Limited	93.88	YES

Council	Supplier	Overall	Awarded To Lot
Orkney Islands Council	NO OFFER	N/A	N/A

Council	Supplier	Overall	Awarded To Lot
Renfrewshire Council	Brake Bros Limited	97.50	YES
	Failte Food Service Limited	96.13	YES

Council	Supplier	Overall	Awarded To Lot
Shetland Islands Council	The Shetland Freezer and Food Centre Ltd.	93.00	YES

Council	Supplier	Overall	Awarded To Lot
South Lanarkshire Council	Brake Bros Limited	97.50	YES
	Failte Food Service Limited	96.13	YES

Council	Supplier	Overall	Awarded To Lot
Tayside Contracts	Brake Bros Limited	97.50	YES

Council	Supplier	Overall	Awarded To Lot
The Moray Council	Brake Bros Limited	97.50	YES

Council	Supplier	Overall	Awarded To Lot
West Lothian Council	Brake Bros Limited	97.50	YES

Council	Supplier	Overall	Awarded To Lot
West Dunbartonshire Council	Brake Bros Limited	97.50	YES

Recommendations Lot 3 – Supply and Distribution

Council	Supplier	Overall	Awarded To Lot
Aberdeen City Council	Brake Bros Limited	97.50	YES

Council	Supplier	Overall	Awarded To Lot
Aberdeenshire Council	Brake Bros Limited	97.50	YES

Council	Supplier	Overall	Awarded To Lot
Angus Council	Brake Bros Limited	97.50	YES

Council	Supplier	Overall	Awarded To Lot
Argyll & Bute Council	Brake Bros Limited	97.50	YES

Council	Supplier	Overall	Awarded To Lot
City of Edinburgh Council	Brake Bros Limited	97.50	YES
	BFS Group Limited T/A Bidfood	74.27	YES

Council	Supplier	Overall	Awarded To Lot
Clackmannanshire Council	Brake Bros Limited	97.50	YES
	Failte Food Service Limited	86.58	YES
	BFS Group Limited T/A Bidfood	82.43	YES

Council	Supplier	Overall	Awarded To Lot
Comhairle Nan Eilean Siar	Brake Bros Limited	97.50	YES

Council	Supplier	Overall	Awarded To Lot
Dumfries & Galloway Council	Brake Bros Limited	97.50	YES

Council	Supplier	Overall	Awarded To Lot
Dundee City Council	Brake Bros Limited	97.50	YES

Council	Supplier	Overall	Awarded To Lot
East Ayrshire Council	Brake Bros Limited	97.50	YES
	BFS Group Limited T/A Bidfood	82.88	YES

Council	Supplier	Overall	Awarded To Lot
East Dunbartonshire Council	Brake Bros Limited	97.50	YES
	BFS Group Limited T/A Bidfood	76.67	YES

Council	Supplier	Overall	Awarded To Lot
East Lothian Council	Brake Bros Limited	97.50	YES
	BFS Group Limited T/A Bidfood	82.44	YES

Council	Supplier	Overall	Awarded To Lot
East Renfrewshire Council	Brake Bros Limited	97.50	YES
	Failte Food Service Limited	93.11	YES
	BFS Group Limited T/A Bidfood	82.01	YES

Council	Supplier	Overall	Awarded To Lot
Falkirk Council	Brake Bros Limited	97.50	YES
	BFS Group Limited T/A Bidfood	82.13	YES

Council	Supplier	Overall	Awarded To Lot
Fife Council	William Yule & Son Limited	93.88	YES
	BFS Group Limited T/A Bidfood	90.88	YES

Council	Supplier	Overall	Awarded To Lot
Glasgow City Council	Brake Bros Limited	97.50	YES
	BFS Group Limited T/A Bidfood	83.97	YES

Council	Supplier	Overall	Awarded To Lot
Highland Council	Brake Bros Limited	97.50	YES

Council	Supplier	Overall	Awarded To Lot
Inverclyde Council	Brake Bros Limited	97.50	YES
	BFS Group Limited T/A Bidfood	78.69	YES

Council	Supplier	Overall	Awarded To Lot
Midlothian Council	Brake Bros Limited	97.50	YES
	BFS Group Limited T/A Bidfood	80.80	YES

Council	Supplier	Overall	Awarded To Lot
North Lanarkshire Council	Brake Bros Limited	97.50	YES
	Failte Food Service Limited	87.04	YES
	BFS Group Limited T/A Bidfood	80.80	YES

Council	Supplier	Overall	Awarded To Lot
Perth & Kinross Council	Brake Bros Limited	97.50	YES

Council	Supplier	Overall	Awarded To Lot
Scottish Borders Council	Brake Bros Limited	97.50	YES

Council	Supplier	Overall	Awarded To Lot
South Ayrshire Council	Brake Bros Limited	97.50	YES
	BFS Group Limited T/A Bidfood	80.19	YES

Council	Supplier	Overall	Awarded To Lot
North Ayrshire Council	Brake Bros Limited	97.50	YES
	BFS Group Limited T/A Bidfood	91.71	YES

Council	Supplier	Overall	Awarded To Lot
Orkney Islands Council	NO OFFER	N/A	N/A

Council	Supplier	Overall	Awarded To Lot
Renfrewshire Council	Failte Food Service Limited	96.13	YES
	Brake Bros Limited	93.72	YES
	BFS Group Limited T/A Bidfood	81.33	YES

Council	Supplier	Overall	Awarded To Lot
Shetland Islands Council	The Shetland Freezer and Food Centre Ltd.	93.00	YES

Council	Supplier	Overall	Awarded To Lot
South Lanarkshire Council	Brake Bros Limited	97.50	YES
	Failte Food Service Limited	85.19	YES
	BFS Group Limited T/A Bidfood	80.82	YES

Council	Supplier	Overall	Awarded To Lot
Stirling Council	William Yule & Son Limited	93.88	YES
	BFS Group Limited T/A Bidfood	92.71	YES

Council	Supplier	Overall	Awarded To Lot
Tayside Contracts	Brake Bros Limited	97.50	YES
	BFS Group Limited T/A Bidfood	72.51	YES

Council	Supplier	Overall	Awarded To Lot
The Moray Council	Brake Bros Limited	97.50	YES

Council	Supplier	Overall	Awarded To Lot
West Dunbartonshire Council	Brake Bros Limited	97.50	YES

Council	Supplier	Overall	Awarded To Lot
West Lothian Council	Brake Bros Limited	97.50	YES
	BFS Group Limited T/A Bidfood	82.63	YES

Appendix 4- List of Recommended Suppliers with Living Wage Status

Name of Tenderers	Accredited	Currently Progressing through Real Living Wage accreditation process	Pay Real Living Wage to all employees, and committed to gaining accreditation over the initial 2 years of framework	Pay Real Living Wage to all employees but not accredited	Neither accredited nor paying Real Living Wage, but do commit to pay the Real Living Wage to all employees over the initial 2 years of the framework	Neither accredited nor paying Real Living Wage
BFS Group Limited T/A Bidfood					YES	
Brake Bros Limited						YES*
Delice De France Limited						YES
Downies of Whitehills (A Partnership)				YES		
Failte Food Service Limited	YES					
Green Gourmet Limited		YES				
Hen House (Wholesale) Limited				YES		
Marlow Foods Limited						YES
McCain Foods (G.B.) Ltd				YES		
The Shetland Freezer and Food Centre Ltd.	YES					
The UK Foodhall Ltd	YES					
TUGO Food Systems Limited				YES		
Unilever UK Limited	YES					
William Yule & Son Limited					YES	

* In Scotland, Brakes Bros Limited pay circa 97% of staff the real living wage or higher

Appendix 5 – Segmentation classifications

1120 Supply Only & Supply and Distribution of Frozen Foods is classified as class B.

There are five segmentation classifications, and these classifications are rated from Class A to Class E. Each classification has contract and supplier management activities associated with it based on pre-determined weighted criteria.

Class A

Due to the unique and bespoke nature of the frameworks that fall within this class, a contract management plan to be developed and agreed with CSG.

Class B

Quarterly supplier contact, six monthly surveys, annual UIG, frequent support to councils, suppliers and external stakeholders requiring high level of procurement expertise, extensive contract monitoring.

Class C

Six monthly supplier contact, six monthly to annual surveys, annual UIG, regular support to councils, suppliers and external stakeholders requiring procurement expertise, high contract monitoring.

Class D

Annual supplier contact, annual surveys, optional annual UIG, ad-hoc support to councils, suppliers and external stakeholders potentially requiring procurement expertise, regular contract monitoring.

Class E

Annual supplier contact (if required), optional annual surveys, no requirement for annual UIG, straightforward ad-hoc support to councils, suppliers and potentially requiring procurement assistance, basic contract monitoring.