

## **Scotland Excel**

**To: Executive Sub Committee**

**On: 30 June 2017**

**Report  
by  
Director Scotland Excel**

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

**Schedule: 09-16**

**Period: 1 August 2017 until 31 July 2019 (with the option to extend for up to two 12 month periods until 31 July 2021)**

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

The current framework for education materials will expire on 30 June 2017. This recommendation is for the award of a renewal framework which will operate from 1 August 2017 to 31 July 2019 with the option to extend for up to two 1 year periods until 31 July 2021.

This framework will provide councils with a mechanism to procure a range of educational materials, including but not limited to, arts and crafts, board, card and paper, exercise books, homework diaries, science equipment and sports equipment. Users of the framework are likely to include schools and nurseries, including those catering for children with additional support needs.

The renewal incorporates a number of enhancements to the current framework including the use of sub-lots, creating opportunities for SME's to bid as well as a simplified rebates structure.

Also incorporated into the framework were products for additional support needs, Higher and Advanced Higher requirements to ensure it met the requirements of individual learners.

The framework was developed to support the Curriculum for Excellence (CfE), around its four capacities:

- Successful learners;
- Confident individuals;
- Responsible citizens; and
- Effective contributors.

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 nine lots as summarised in Table 1.

**Table 1: Lotting Structure**

Lot No.	Description	Estimated % Spend through lot
1	General Education Materials	34%
2	Arts and Craft Materials	11%
3	Board, Card and Paper	5%
4	Exercise Books	11%
5	Early Learning Materials	14%
6	Bespoke Homework Diaries	2%
7	Music Instruments	10%
8	Scientific equipment	8%
9	Sports Equipment	5%

This lotting structure recognises the current structure of the market place and was designed to more closely align with council requirements. It was designed to maximise the number of products that are available for councils to purchase, ensuring that every child's learning and development requirements are met and support the Curriculum for Excellence agenda in schools and nurseries.

Lot 1 General Education Materials has been included for councils as a "one-stop shop" to allow councils an easy method of procuring commonly purchased items in arts and crafts, board, card and paper, early learning materials and sports equipment.

Lots 2 to 9 provide councils with access to more specialist suppliers and continued to maximise opportunities for SMEs with two of the lots, Lot 5 Early Learning Materials and Lot 7 Music Instruments, including sub-lots to further encourage SME participation.

As detailed in Appendix 1, 32 councils have confirmed their intention to participate in this framework.

Based on the historical spend of councils; the framework has a forecast spend of circa £15 million per annum. However, to allow for additional expenditure from grant or attainment funding, and increased spend with specialist suppliers not currently captured by the framework, the framework was advertised at £17.5 million per annum. However it should be noted that no guarantee of any level of business is given.

### 3. Procurement Process

A Prior Information Notice (PIN) was published for this tender on 23 September 2016 which resulted in expressions of interest from 49 organisations. A supplier engagement meeting was held to inform the supply base of Scotland Excel's intentions and to generate interest from SME's.

The UIG consisting of procurement and technical representatives from the participating councils endorsed the procurement strategy on 4<sup>th</sup> October 2016. A working group of technical representatives from the councils was also formed to review the technical specifications and establish the technical criteria to adopt during the tender process. This group also played an integral role in evaluating technical responses from bidders.

To ensure maximum competition, the UIG agreed that an open tender process should be followed to establish the renewal framework. The tender was advertised on the Official Journal of the European Union and the Public Contracts Scotland portal on 10 April 2017. The tender process was conducted using the Public Contracts Scotland Tender system (PCS-T).

The procurement process followed a two stage tendering procedure. Stage one, Qualification was conducted using the European Single Procurement Document (ESPD). Within the ESPD tenderers are required to answer a number of exclusionary questions along with questions on insurance, financial standing, quality management, health and safety and environmental management.

At the second stage of the process, the offers were evaluated against the following criteria and weightings:

- All Lots
  - Technical 20%
  - Commercial 80%

Within the technical section for Lot 1, bidders were required to evidence their knowledge and experience by responding to technical questions including servicing the framework requirements, supply chain sustainability issues and community benefits. There was also a scored question concerning fair work practices.

Within the technical section for Lot 2 to 9, bidders were required to evidence their knowledge and experience by responding to technical questions including how they would provide reliable and responsive service, customer service and community benefits that they would deliver.

Within the commercial section for all lots, apart from Lot 5 and 7, bidders were invited to offer for a basket of goods on a lot-by-lot basis. For each lot, bidders were also invited to offer a retrospective rebate.

For Lot 5 Early Learning Materials, the lot was split into sub-lots. There were 9 sub-lots and bidders could bid for one, any or all of these. Bidders were invited to offer for a basket of goods for each of the product groupings.

For Lot 7 Music Instruments, the lot was split into sub-lots. There were 6 sub-lots and bidders could bid for one, any or all of these. Bidders were invited to offer for a basket of goods for each of the product groupings based on a discount off of manufacturers recommended retail price.

For each of the lots or product groupings, all bidders, bar one, bid products and prices that were applicable to all of Scotland.

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

The tender document was downloaded by 70 organisations, with 36 tender responses received.

A summary of all offers received is provided in Appendix 2.

Based on the criteria and scoring methodology set out in the tender document, a full evaluation of the compliant offers received was completed. Appendix 3 confirms the scoring achieved by each bidder.

#### **5. Recommendations**

Scotland Excel recognised, through UIG feedback and management information, that the current framework lacked specialist suppliers who were able to support such a diverse range of requirements.

In order to ensure that this renewal framework met the widest possible range of needs and supported the curriculum for excellence in schools, Scotland Excel included, within the contract notice, an envisaged number of suppliers of 30 to encourage a wide range of suppliers to bid, increasing the product range available via the framework.

Based on the evaluation undertaken in line with the criteria and weightings set out above, it is recommended that a multi supplier framework agreement is awarded to 30 suppliers across the nine lots as outlined in Appendix 3.

The 30 recommended suppliers provide the choice, scope and broad range of products required by councils as well as representing best value and providing geographical coverage. These suppliers also represent a range of specialist suppliers that can offer a diverse range of products for nurseries and for children with additional support needs.

The recommended suppliers also represent a mix of small, medium and large organisations, with 19 of the recommended suppliers classified as SMEs. Within these, 9 suppliers are Micro businesses, with less than 9 employees.

## **6. Benefits**

### **Savings**

In the previous framework, over 30,000 different products were purchased which made benchmarking every previously purchased product unmanageable.

Therefore, Scotland Excel conducted a benchmarking exercise for councils based on previously purchased products that formed Lot 1, General Education Materials, which had the highest volume and value lines. This approach was endorsed by the UIG at the strategy stage.

As all member councils spent the majority of their budgets with one of two suppliers – Findel Education Ltd and YPO – it was agreed that the benchmark would be based on their current prices. For each supplier, their current framework pricing was compared to the pricing they submitted in the tender.

The results of this benchmarking are detailed in Appendix 1.

The projected average saving across all councils is 6.9%, which equates to an estimated total saving of approximately £1.14 million per annum, based on current spend forecasts. The projected savings per council range from a saving of 10.9% for councils that predominantly use Findel Education Ltd, to a saving of 0.4%, for councils that predominantly use YPO.

It should be noted that these savings are representative of a small proportion of products that will be purchased through the framework and may not be representative of the individual product mix required by each school. However, the benchmark illustrates the potential for savings to be delivered through the framework, based on current purchasing habits and council's current suppliers.

In addition to these savings, a retrospective rebate of up to 8% was offered by suppliers, offering further savings to individual councils. Councils may also seek non-core or sole supply discounts from suppliers which were requested in the tender, the details of which will be shared at individual council mobilisation meetings.

### **Price Stability**

As part of the Special Terms and Conditions of the contract, all bidders were asked to hold core pricing for twelve months.

### **Sustainable Procurement Benefits**

This framework incorporates a number of sustainability aspects, including a method statement for all Lot 1 suppliers regarding supply chain sustainability, waste reduction, environmental considerations and end-of-life processes as well as transportation considerations.

For Lot 1, bidders provided details on their sourcing strategies, including sourcing fair trade and ethical products, and how they audit international suppliers that they use.

With regards to their environmental impact, bidders detailed how they have minimised the packaging required in deliveries and maximised recycling of waste generated by their operations. In addition, bidders provided details on how they can consolidate deliveries, reducing their carbon footprint. One bidder confirmed that, as a result of sustainable initiatives, they are now a “zero to land fill” company.

Bidders also provided details of delivery methods, including the trialing of electric and hybrid vehicles, route planning and how they incorporated environmental factors into their own subcontract activity for delivery partners.

### **Community Benefits**

Bidders were asked to detail community benefit initiatives in line with the Scottish Government’s National Outcomes that they would commit to deliver during the lifetime of the framework. Various types of community benefit commitments were made including:

- National Outcome B - We realise our full economic potential with more and better employment opportunities for our people.
  - Three new members of staff to be employed dependent on framework spend
  - Opportunities for work placements in Music Repair, Graphic Design, Production, Administration, Printing and Print Finishing
- National Outcome C - We are better educated, more skilled and more successful, renowned for our research and innovation.
  - 10 employability workshops to be run in schools
  - 13 donations of product vouchers to support apprentices, each worth £250
- National Outcome D - Our young people are successful learners, confident individuals, effective contributors and responsible citizens.
  - Support for science clubs with donations to support pupils undertaking STEM (Science, Technology, Engineering and Maths) projects in these clubs
  - Free of charge borrowing of high value science equipment for Science Fairs or Career Days
  - Workshops for teachers and educational staff to support Higher and Advanced Higher curriculum requirements
  - 15 sponsorships of local sports teams or community events, each to the value of £250
- National Outcome G – We have tackled the significant inequalities in Scottish society.
  - Music instrument loan scheme for disadvantaged children

- Sponsorship for charity “Big Noise” that focuses on providing opportunities for vulnerable children from disadvantaged backgrounds
- National Outcome H - We have improved the life chances for children, young people and families at risk.
  - Working directly with music educators in socially deprived areas providing sponsorship and events with a donation of £2000 for instruments
  - 26 donations of materials and/or labour to support community projects in local authorities

Scotland Excel will support 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 six monthly basis.

### **Fair Work Practices**

For information, bidders were asked to confirm their approach to fair work practices and their Scottish Living Wage status. Within Lot 1, Fair Work Practices was a scored element of the technical section.

Of the 30 recommended suppliers, 24 pay the living wage or above to all employees (except volunteers, apprentices and interns) and 2 further suppliers have agreed to provide this same commitment within the initial two year period of the Framework Contract.

The recommended suppliers also incorporate a number of other initiatives to support their workforce, most notably:

- 18 offer flexible working and/or career breaks;
- 5 have arranged development schemes for graduates and apprentices;
- 5 offer development programmes for all staff;
- 20 offer on-going training opportunities for staff;
- 16 stated that they do not use zero hour contracts for any staff members; and
- 2 offer employees free lunches or provide canteen facilities free of charge.

Scotland Excel includes monitoring Fair Work Practices including the Scottish Living Wage within its contract and supplier management programme. Scotland Excel will work with all awarded suppliers who do not yet pay the Scottish Living Wage to achieve this.

## **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 2 arrangement in terms of both risk and spend requiring as a minimum bi-annual

supplier meetings. Suppliers with high levels of spend will require quarterly meetings and be managed using Key Supplier Management tools within the PCS-Tender system.

The UIG will be convened on a regular basis throughout the framework period.

Achievement of key performance indicators as outlined in the tender, such as on-time deliveries, continuous improvement measures, sustainable practices and pricing stability will be finalised and agreed at contract award.

## **8. Summary**

This framework for supply and delivery of education materials aims to maximise collaboration, promote added value and deliver best value to schools and councils across Scotland. A range of benefits can be reported in relation to savings, price stability, sustainability and community benefits.

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



**Appendix 1 – Participation, Spend and Savings Summary  
Supply and Delivery of Education Materials 09-16 – Saving based on Lot 1 Benchmark**

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	1st August 2017	£739,990	Contract MI	10.9%	£80,511	Benchmarked Using Current Market Rates
Aberdeenshire Council	Yes	1st August 2017	£732,333	Contract MI	10.9%	£79,678	Benchmarked Using Current Market Rates
Angus Council	Yes	1st August 2017	£352,182	Contract MI	10.9%	£38,317	Benchmarked Using Current Market Rates
Argyll & Bute Council	Yes	1st August 2017	£262,432	Contract MI	10.9%	£28,553	Benchmarked Using Current Market Rates
City of Edinburgh Council	Yes	1st August 2017	£1,247,291	Contract MI	10.9%	£135,705	Benchmarked Using Current Market Rates
Clackmannanshire Council	Yes	1st August 2017	£121,639	Contract MI	0.4%	£499	Benchmarked Using Current Market Rates
Comhairle nan Eilean Siar	Yes	1st August 2017	£97,748	Contract MI	10.9%	£10,635	Benchmarked Using Current Market Rates
Dumfries & Galloway Council	Yes	1st August 2017	£500,402	Contract MI	10.9%	£54,444	Benchmarked Using Current Market Rates
Dumfries City Council	Yes	1st August 2017	£320,650	Contract MI	0.4%	£1,315	Benchmarked Using Current Market Rates
East Ayrshire Council	Yes	1st August 2017	£390,564	Contract MI	0.4%	£1,601	Benchmarked Using Current Market Rates
East Dunbartonshire Council	Yes	1st August 2017	£280,796	Contract MI	10.9%	£30,551	Benchmarked Using Current Market Rates
East Lothian Council	Yes	1st August 2017	£323,021	Contract MI	0.4%	£1,324	Benchmarked Using Current Market Rates
East Renfrewshire Council	Yes	1st August 2017	£482,604	Contract MI	0.4%	£1,979	Benchmarked Using Current Market Rates
Falkirk Council	Yes	1st August 2017	£471,447	Contract MI	10.9%	£51,293	Benchmarked Using Current Market Rates
Fife Council	Yes	1st August 2017	£1,393,476	Contract MI	10.9%	£151,610	Benchmarked Using Current Market Rates
Glasgow City Council	Yes	1st August 2017	£1,763,589	Contract MI	0.4%	£7,231	Benchmarked Using Current Market Rates
Highland Council	Yes	1st August 2017	£761,226	Contract MI	10.9%	£82,821	Benchmarked Using Current Market Rates
Inverclyde Council	Yes	1st August 2017	£237,980	Contract MI	0.4%	£976	Benchmarked Using Current Market Rates
Midlothian Council	Yes	1st August 2017	£256,227	Contract MI	10.9%	£27,877	Benchmarked Using Current Market Rates
North Ayrshire Council	Yes	1st August 2017	£436,996	Contract MI	0.4%	£1,792	Benchmarked Using Current Market Rates
North Lanarkshire Council	Yes	1st August 2017	£1,115,447	Contract MI	10.9%	£121,361	Benchmarked Using Current Market Rates
Orkney Islands Council	Yes	1st August 2017	£92,657	Contract MI	10.9%	£10,081	Benchmarked Using Current Market Rates
Perth & Kinross Council	Yes	1st August 2017	£476,350	Contract MI	10.9%	£51,827	Benchmarked Using Current Market Rates
Renfrewshire Council	Yes	1st August 2017	£518,790	Contract MI	10.9%	£56,444	Benchmarked Using Current Market Rates
Scottish Borders Council	Yes	1st August 2017	£264,722	Contract MI	0.4%	£1,085	Benchmarked Using Current Market Rates
Shetland Islands Council	Yes	1st August 2017	£49,464	Contract MI	10.9%	£5,382	Benchmarked Using Current Market Rates
South Ayrshire Council	Yes	1st August 2017	£362,376	Contract MI	10.9%	£39,427	Benchmarked Using Current Market Rates
South Lanarkshire Council	Yes	1st August 2017	£806,612	Contract MI	0.4%	£3,307	Benchmarked Using Current Market Rates
Stirling Council	Yes	1st August 2017	£232,152	Contract MI	0.4%	£952	Benchmarked Using Current Market Rates
The Moray Council	Yes	1st August 2017	£238,147	Contract MI	10.9%	£25,910	Benchmarked Using Current Market Rates
West Dunbartonshire Council	Yes	1st August 2017	£300,000	Member Provided	10.9%	£32,640	Benchmarked Using Current Market Rates
West Lothian Council	Yes	1st August 2017	£800,000	Member Provided	0.4%	£3,280	Benchmarked Using Current Market Rates
<b>Totals</b>			<b>£16,429,310.00</b>		<b>6.9%</b>	<b>£1,140,407.54</b>	



## Appendix 2 – Offers Received and SME Status

Tenderers	SME Status	Location	Lots Tendered
Agenta Education Ltd	Micro	Corby	5
Anderson Scientific Ltd	Micro	Cardross	8
Band Supplies Limited	Small	Glasgow	7
Bishop Sports and Leisure Ltd	Small	Slough	9
CPP Trading Group Ltd, t/a Clyde Paper and Print	Small	Glasgow	3, 4
Community Products (UK) Ltd. t/a Community Playthings	Medium	Robertsbridge	5
Dawsons Music Ltd	Medium	Warrington	7
Eduzone Ltd	Micro	Cuffley	5
ESPO Joint Committee of Local Authorities	Large	Enderby	1, 2, 3, 4, 5
Findel Education Ltd	Large	Cheshire	1, 2, 3, 4, 5, 6, 8, 9
Foams 4 Sports Ltd	Small	Ashton U Lyne	9
Grosvenor House Papers Limited	Small	Kendal	2, 3, 4, 6
Haydock Music Ltd	Micro	Milngavie	7
HDC (Scotland and NI) Ltd	Small	Inchinnan	6
K G MUSIC LTD	Small	Dunfermline	7
BGR Musical Instruments Ltd t/a Biggars Music	Micro	Glasgow	7
Newitt and Company Limited	Medium	Flaxton	9
Normans (Burton Upon Trent) Ltd	Medium	Burton Upon Trent	7
Anderson & Partners t/a Penstripe (Penstripe)	Small	Leeds	6
Rainbow Musical Instruments Ltd.	Micro	Dundee	7
Red Dog Music Limited	Small	Edinburgh	7
Rimmers Music Ltd	Small	Leyland	7
Specialist Crafts Ltd	Medium	Leicester	2
Stringers of Edinburgh Ltd	Micro	Edinburgh	7
The Consortium for Purchasing and Distribution	Large	Trowbridge	1, 2, 3, 4, 5, 6, 9
The Wind Section Ltd	Micro	Edinburgh	7
Timstar Laboratory Suppliers Ltd	Medium	Cheshire	8
TTS Group Ltd	Large	Kirkby-in-Ashfield	1, 2, 3, 4, 5, 9
W ENTERPRISES (ABDN) LTD	Micro	Aberdeen	3
YPO Joint Committee of Local Authorities	Large	Wakefield	1, 2, 3, 4, 5, 7, 8, 9

Non-Compliant Bids - Tenderer Name	Lots Tendered
Spectrum Educational	1, 2, 3, 5
Wallace Bagpipes Ltd	7
Nexus The Educators Connection Ltd	2, 5
Oxford University Press	5
Interactive Learning Psychological Services Limited	5
Rae Macintosh Musicroom	7



### Appendix 3 - Scoring and Recommendations

<b>Lot 1 General Education Materials</b>	
<b>Tenderer</b>	<b>Score</b>
Findel Education Ltd trading as Hope Education*	95.38
The Consortium for Purchasing and Distribution*	64.04
YPO - Joint Committee of Local Authorities*	58.85
TTS Group Ltd*	48.85
ESPO - Joint Committee of Local Authorities	Non-compliant

<b>Lot 2 Arts and Crafts Materials</b>	
<b>Tenderer</b>	<b>Score</b>
Findel Education Ltd trading as Hope Education*	93.50
The Consortium for Purchasing and Distribution*	69.05
YPO - Joint Committee of Local Authorities*	61.86
ESPO - Joint Committee of Local Authorities*	51.74
TTS Group Ltd*	47.76
Specialist Crafts Ltd*	45.65
Grosvenor House Papers Limited	Non-compliant

<b>Lot 3 Board, Card and Paper</b>	
<b>Tenderer</b>	<b>Score</b>
Findel Education Ltd trading as Hope Education*	93.50
CPP Trading Group Ltd t/a Clyde Paper and Print*	56.64
YPO - Joint Committee of Local Authorities*	56.59
The Consortium for Purchasing and Distribution*	51.97
W ENTERPRISES (ABDN) LTD*	45.92
Grosvenor House Papers Limited*	44.90
TTS Group Ltd*	39.25
ESPO - Joint Committee of Local Authorities	Non-compliant

<b>Lot 4 Exercise Books</b>	
<b>Tenderer</b>	<b>Score</b>
Findel Education Ltd trading as Hope Education*	93.50
The Consortium for Purchasing and Distribution *	70.47
YPO - Joint Committee of Local Authorities*	62.97
CPP Trading Group Ltd t/a Clyde Paper and Print*	62.58
Grosvenor House Papers Limited*	58.10
TTS Group Ltd*	48.49
ESPO - Joint Committee of Local Authorities	Non-compliant

<sup>1</sup> Asterisk (\*) denotes recommended suppliers

<b>Lot 5 Early Learning Materials</b>	
<b>Nursery Equipment and Teaching Aids Product Grouping</b>	
<b>Tenderer</b>	<b>Score</b>
Findel Education Ltd trading as Hope Education*	93.50
The Consortium for Purchasing and Distribution*	40.93
YPO - Joint Committee of Local Authorities*	27.62
TTS Group Ltd*	24.73
Eduzone Ltd*	22.81
ESPO - Joint Committee of Local Authorities*	22.02

<b>Lot 5 Early Learning Materials</b>	
<b>Handwriting Product Grouping</b>	
<b>Tenderer</b>	<b>Score</b>
Findel Education Ltd trading as Hope Education*	93.50
YPO - Joint Committee of Local Authorities*	60.81
The Consortium for Purchasing and Distribution*	59.14
TTS Group Ltd*	51.82
ESPO - Joint Committee of Local Authorities*	48.81

<b>Lot 5 Early Learning Materials</b>	
<b>Numeracy Product Grouping</b>	
<b>Tenderer</b>	<b>Score</b>
Findel Education Ltd trading as Hope Education*	93.50
The Consortium for Purchasing and Distribution*	48.80
YPO - Joint Committee of Local Authorities*	45.97
ESPO - Joint Committee of Local Authorities*	31.62
TTS Group Ltd*	26.53
Agenta Education Ltd*	25.17

<b>Lot 5 Early Learning Materials</b>	
<b>Time Product Grouping</b>	
<b>Tenderer</b>	<b>Score</b>
Findel Education Ltd trading as Hope Education*	93.50
The Consortium for Purchasing and Distribution*	68.46
YPO - Joint Committee of Local Authorities*	50.03
Eduzone Ltd*	48.58
ESPO - Joint Committee of Local Authorities*	46.44
TTS Group Ltd*	38.92
Agenta Education Ltd*	14.96

<sup>1</sup> Asterisk (\*) denotes recommended suppliers

<b>Lot 5 Early Learning Materials</b>	
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<b>Language and Literacy Product Grouping</b>	
<b>Tenderer</b>	<b>Score</b>
Findel Education Ltd trading as Hope Education*	93.50
The Consortium for Purchasing and Distribution*	54.92
YPO - Joint Committee of Local Authorities*	53.59
ESPO - Joint Committee of Local Authorities*	40.63
TTS Group Ltd*	38.82
Eduzone Ltd*	38.19

<b>Lot 5 Early Learning Materials</b>	
<b>Play Product Grouping</b>	
<b>Tenderer</b>	<b>Score</b>
Findel Education Ltd trading as Hope Education*	93.50
The Consortium for Purchasing and Distribution*	75.36
YPO - Joint Committee of Local Authorities*	54.67
Eduzone Ltd*	45.34
ESPO - Joint Committee of Local Authorities*	40.79
TTS Group Ltd*	40.56

<b>Lot 5 Early Learning Materials</b>	
<b>Construction Product Grouping</b>	
<b>Tenderer</b>	<b>Score</b>
Findel Education Ltd trading as Hope Education*	93.50
The Consortium for Purchasing and Distribution*	70.38
YPO - Joint Committee of Local Authorities*	49.67
ESPO - Joint Committee of Local Authorities*	44.51
TTS Group Ltd*	40.36
Eduzone Ltd*	40.18

<b>Lot 5 Early Learning Materials</b>	
<b>Outdoor Toys and Learning Materials Product Grouping</b>	
<b>Tenderer</b>	<b>Score</b>
Findel Education Ltd trading as Hope Education*	93.50
The Consortium for Purchasing and Distribution*	68.34
YPO - Joint Committee of Local Authorities*	43.61
TTS Group Ltd*	32.88
Eduzone Ltd*	27.00
ESPO - Joint Committee of Local Authorities*	Non-compliant

<sup>1</sup> Asterisk (\*) denotes recommended suppliers

<b>Lot 5 Early Learning Materials</b>	
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<b>Natural Wood Product Grouping</b>	
<b>Tenderer</b>	<b>Score</b>
Findel Education Ltd trading as Hope Education*	93.50
The Consortium for Purchasing and Distribution*	70.42
TTS Group Ltd*	42.84
YPO - Joint Committee of Local Authorities*	27.59
Community Products (UK) Ltd. t/a Community Playthings*	23.76
ESPO - Joint Committee of Local Authorities*	21.91

<b>Lot 6 Bespoke Homework Diaries</b>	
<b>Tenderer</b>	<b>Score</b>
Findel Education Ltd trading as Hope Education*	93.50
HDC (Scotland and NI) Ltd*	66.05
Anderson and Partners t/a Penstripe*	55.88
The Consortium for Purchasing and Distribution*	33.65
Grosvenor House Papers Limited*	30.72

<b>Lot 7 Music Instruments</b>	
<b>Wind Instruments Product Grouping</b>	
<b>Tenderer</b>	<b>Score</b>
Band Supplies Ltd*	90.50
Haydock Music Ltd*	88.11
The Wind Section Ltd*	78.65
Normans (Burton Upon Trent) Ltd*	69.16
Dawsons Music Ltd*	67.35
YPO - Joint Committee of Local Authorities*	65.25
Rimmers Music Ltd*	64.92
K G MUSIC LTD*	58.46
BGR Musical Instruments Ltd*	49.02
Rainbow Musical Instruments Ltd.	Non-compliant
Red Dog Music Ltd	Non-compliant

<sup>1</sup> Asterisk (\*) denotes recommended suppliers

<b>Lot 7 Music Instruments</b>	
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<b>Brass Instruments Product Grouping</b>	
<b>Tenderer</b>	<b>Score</b>
Band Supplies Ltd*	90.50
The Wind Section Ltd*	71.32
Haydock Music Ltd*	71.24
Rimmers Music Ltd*	66.60
Normans (Burton Upon Trent) Ltd*	60.26
YPO - Joint Committee of Local Authorities*	58.34
Dawsons Music Ltd*	53.96
K G MUSIC LTD*	42.30
BGR Musical Instruments Ltd*	41.75
Rainbow Musical Instruments Ltd	Non-compliant
Red Dog Music Ltd	Non-compliant

<b>Lot 7 Music Instruments</b>	
<b>String Instruments Product Grouping</b>	
<b>Tenderer</b>	<b>Score</b>
Stringers of Edinburgh Ltd*	93.03
Band Supplies Ltd*	90.50
Haydock Music Ltd*	88.63
The Wind Section Ltd*	83.55
Rimmers Music Ltd*	82.18
K G MUSIC LTD*	75.30
Dawsons Music Ltd*	73.58
Normans (Burton Upon Trent) Ltd*	71.86
Rainbow Musical Instruments Ltd.*	69.76
YPO - Joint Committee of Local Authorities*	68.49
BGR Musical Instruments Ltd*	58.07
Red Dog Music Ltd	Non-compliant

<sup>1</sup> Asterisk (\*) denotes recommended suppliers

<b>Lot 7 Music Instruments</b>	
<b>Percussion Instruments Product Grouping</b>	
<b>Tenderer</b>	<b>Score</b>
Band Supplies Ltd.*	90.15
The Wind Section Ltd*	90.06
Haydock Music Ltd*	89.00
Dawsons Music Ltd*	80.54
Rimmers Music Ltd*	77.22
Normans (Burton Upon Trent) Ltd*	76.16
YPO - Joint Committee of Local Authorities*	72.21
K G MUSIC LTD*	60.15
Stringers of Edinburgh Ltd	Non-compliant
Red Dog Music Ltd	Non-compliant
BGR Musical Instruments Ltd	Non-compliant
Rainbow Musical Instruments Ltd.	Non-compliant

<b>Lot 7 Music Instruments</b>	
<b>Rock and Pop Band Product Grouping</b>	
<b>Tenderer</b>	<b>Score</b>
Haydock Music Ltd*	89.00
Stringers of Edinburgh Ltd*	80.67
The Wind Section Ltd*	80.40
Band Supplies Ltd*	77.13
Normans (Burton Upon Trent) Ltd*	68.74
YPO - Joint Committee of Local Authorities*	65.65
Red Dog Music Ltd*	63.51
K G MUSIC LTD*	61.93
Dawsons Music Ltd*	61.28
Rimmers Music Ltd*	60.30
Rainbow Musical Instruments Ltd*	40.04
BGR Musical Instruments Ltd*	37.89

<b>Lot 7 Music Instruments</b>	
<b>Scottish Instruments Product Grouping</b>	
<b>Tenderer</b>	<b>Score</b>
Stringers of Edinburgh Ltd*	96.92
The Wind Section Ltd*	85.55
Haydock Music Ltd*	76.26
K G MUSIC LTD*	70.12
Band Supplies Ltd*	52.95
Red Dog Music Ltd	Non-compliant

<sup>1</sup> Asterisk (\*) denotes recommended suppliers

<b>Lot 8 Scientific Equipment</b>	
<b>Tenderer</b>	<b>Score</b>
Findel Education Ltd trading as Hope Education*	93.50
Timstar Laboratory Suppliers Ltd*	55.42
Anderson Scientific Limited*	53.81
YPO - Joint Committee of Local Authorities*	43.42

<b>Lot 9 Sports Equipment</b>	
<b>Tenderer</b>	<b>Score</b>
Findel Education Ltd trading as Hope Education*	93.50
The Consortium for Purchasing and Distribution*	58.56
YPO - Joint Committee of Local Authorities*	54.86
Newitt and Co Ltd*	47.14
Bishop Sports and Leisure Ltd*	45.62
Foams 4 Sports Ltd*	43.43
TTS Group Ltd*	42.94

<sup>1</sup> Asterisk (\*) denotes recommended suppliers