Item 8

### **Scotland Excel Executive Sub Committee**

To: Executive Sub Committee

On: 6 March 2015

**Report by Director** 

Tender: Asbestos Survey, Removal & Disposal and Analytical Services

Schedule: 11/14

Period: 1 April 2015 to 31 March 2017, with an option to extend for up to 24

months to 31 March 2019

### 1. Introduction and Background

The current framework for asbestos survey, removals and analytical services expires on 31 March 2015. Following User Intelligence Group (UIG) discussions it was agreed that a second generation framework should be established, subject to a comprehensive update to the terms and conditions as well as enhancements to the specification to respond to changing council needs and legislative requirements. The terms and conditions adopted for this framework are NEC Professional Services, NEC Engineering and Construction and SBCC Minor Works Building Contract. The new framework will operate from 1 April 2015 until 31 March 2017 with the option to extend for up to 24 months to 31 March 2019.

Asbestos related services, particularly surveys are often required on an urgent and reactive basses. The current FW has limited choice for survey and removal demands, the key objective of this framework is to offer the necessary choice to meet often urgent requirements.

This framework will enable member councils to procure asbestos related services to ensure their housing and commercial properties are kept up to date in terms of asbestos surveys, removals and testing. The framework will is supported, where appropriate, by United Kingdom Accreditation Service (UKAS) accreditation and the Health and Safety Executive (HSE) licenses.

### 2. Scope, Participation and Spend

The required asbestos services covered by this framework are segmented into two markets, with one market being for asbestos removal services and the other for survey and/or analytical services. Legislation prevents a supplier who surveys a property being involved in the removal of any asbestos located within the same property. In response to this market segmentation, the following lots have been agreed:

Table 1: Lotting Structure

Lot		% Spend
No.	Description	Distribution
1	Surveys	25%
2	Removal & Disposal	70%
3	Analytical Services	5%

As detailed in Appendix 1, 29 councils have confirmed their intention to participate in this framework. East Ayrshire, Glasgow and Fife councils have confirmed they will not participate in the framework. These councils have their own arrangements in place. All member councils however are listed in the EU contract notice as potential participants so that they may access the framework in the future if required.

Based on the spend profile of councils members, the framework has an advertised forecast spend of £8 million per annum across all three lots.

### 3. Procurement Process

A User Intelligence Group (UIG) consisting of procurement and technical representatives from the participating councils was established to develop a procurement strategy to best meet user requirements.

To ensure that the contract was awarded to the most capable tenderers, the UIG agreed that the Open Procedure for tendering should be used. It was also agreed that a two stage procedure would be used, stage 1 Qualification and Stage 2 Award. Stage 1 assessed tenderers business probity, quality management, environmental and health and safety systems and insurances, as well as industry required accreditation.

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

Commercial 65%

• Technical 35%

Tenderers had the ability to offer up to six pricing structures and indicate which councils they wished to service through each pricing structure. This method was adopted to best reflect this service based market and ensure the provision of the most competitive pricing both locally and across Scotland.

The framework was advertised in the Public Contracts Scotland portal as well as the Official Journal of the European Union. The tender process was conducted using the Public Contract Scotland – Tenders system (PCS –Tenders).

### 4. Report on Offers Received

A total of 68 organisations accessed the tender documents, with 41 submitting an offer before the closing date and time. Two of the suppliers submitted non compliant bids and were not considered further in the evaluation process.

Based on the criteria and scoring methodology set out in the tender document, a full evaluation of the 39 compliant offers received was conducted and details of the overall scores per lot are set out in Appendix 3.

### 5. Recommendations

Under EU procurement legislation a framework arrangement can be concluded with a single supplier. If the agreement is concluded with several suppliers, the minimum number of suppliers must be three (provided there is sufficient numbers of suppliers satisfying the selection criteria and tenders meeting the award criteria).

Based on the evaluations carried out in line with the criteria and weightings set out above, it is recommended that the framework be awarded to a total of 24 suppliers across all lots as detailed in Appendix 3.

The range of suppliers recommended will meet the varied operational and geographical requirements of participating councils and provides an appropriate degree of choice with regards to maximising operational efficiency and best commercial value. The 24 recommended suppliers also represent a very healthy mix of small/medium and large organisations, with 22 of the recommended suppliers classified as SMEs.

### 6. Benefits

### Savings

Scotland Excel conducted a benchmarking exercise for each council comparing the current framework pricing against the highest ranking supplier for each council for each lot. Based on the benchmarking, estimated savings ranging from 0.6% to 28.4% are achievable. The overall estimated savings are approximately £907k (12.7%) per annum across the participating councils, based on current spend forecast.

These forecast savings are in addition to the enhanced specification adopted that ensures an increased volume of sampling. For lot 1 survey the current specification required three samples to be taken with any additional samples purchased at an additional cost per sample. The new framework now requires 10 samples within the core cost, this will give councils further significant savings as they currently pay for all additional samples. For lot 2, pricing allows for both removal and disposal, while the current framework only requires the removal and the disposal of the associated asbestos waste is charged at an additional cost.

### **Price Stability**

From the 24 recommended suppliers 20 of them have fixed their prices for 24 months, with one supplier fixing their pricing for 18 months and the remaining three fixed for 12 months.

Any requests for price increases will be considered in accordance with the defined Scotland Excel process and evaluated against a range of market analysis indices.

### **Sustainable Procurement Benefits**

The majority of the recommended suppliers are ISO14001 Environmental Management accredited or equivalent meaning they are actively working towards reducing cost, emissions and waste.

Within the tender document questions were asked and scored on environmental initiatives and community benefits in addition a non scored question on added value was also asked.

### **Environmental Initiatives**

As asbestos products are hazardous waste and need to be disposed in specialist landfills, the suppliers on the framework are only able to direct minimal waste from landfill. However, successful suppliers have demonstrated their commitment to reducing their carbon footprint. Initiatives that will be pursued include producing asbestos survey reports electronically, the use of Euro 5 and 6 emission standard vehicles and online work schedules to reduce visits to the office. Many suppliers have also detailed their commitment to reuse, recycle and reduce waste.

### **Community Benefits**

Tenderers were asked to detail community benefits initiatives they would commit to deliver during the lifetime of the framework. These commitments will be agreed during mobilisation and reported through ongoing contract management returns. Results on reported community benefits will be disseminated to councils on a six monthly basis. A range of community benefits were offered by bidders including

- Asbestos awareness sessions
- Apprenticeships
- Community events sponsorship
- Commitment to employing locally
- Commitment to use local suppliers
- Fundraising for charities

### Added Value

Successful suppliers have also offered a range of supplementary benefits including:

- Free asbestos consultancy advice to support councils with asbestos related issues
- Assistance with establishing project specific technical specifications
- Asbestos removal trained operatives to carry out specific jobs were councils need both asbestos removal and electrical/plumbing works carried out
- Giving councils access to their asbestos management databases, where they keep records of properties that have had surveys and or removal works done

### **Living Wage**

As part of their tender submission suppliers were asked non scored questions on the living wage. Suppliers were asked to confirm if they currently pay their full workforce the living wage and if not what percentage of staff received the living wage. A question was also asked on their intention to gain living wage accreditation over the framework arrangement.

From the 24 recommended suppliers, one is an accredited living wage supplier, two are currently going through the process of becoming accredited and 15 have committed to gain accreditation throughout the initial framework period.

The supplier's responses confirm that 11 of those recommended currently pay 100% of their staff the living wage or above, the remaining suppliers pay between 69 - 98% of their staff the living wage. Many of the staff not being paid living wage are trainees. In such circumstances suppliers have detailed their commitment to train and develop their staff members to ultimately earn the living wage or above.

### 7. Contract Mobilisation and Management

In accordance with Scotland Excel's established Contract Supplier Management (CSM) programme, in terms of risk and spend, this framework is classified as level 2. As such, on a quarterly basis Scotland Excel will collect, analyse and review detailed supplier management information and will monitor the community benefits associated with this framework.

Key performance indicators will be finalised and monitored quarterly, these will be a driver to ensure that the required service is monitored, maintained and where possible improved during the framework period.

Due to the large number of new suppliers being appointed to the framework, Scotland Excel will be hosting two Council/Supplier mobilisation events during which the suppliers will be given the opportunity to give a presentation to councils and hold a question and answers session. In addition to these events an online "Hub" will be established for the User Intelligence Group (UIG) and Technical Group members to share best practice, any good news stories and any issues. This will give Scotland Excel full visibility of how the framework is operating and allow for the early resolution of any identified issues.

### 8. Summary

This framework aims to provide contract users with access to the best value supplier(s) for asbestos related services.

Although this is a second generation framework, positive efficiencies and savings have still been achieved through close working relationships with an already existing UIG and in particular the technical representatives from the member councils.

The Executive Sub Committee is requested to approve the recommendations to award agreements to the suppliers as detailed in Appendix 3.

Appendix 1 – Participation, Spend and Savings Summary Asbestos Survey, Removal & Disposal and Analytical Services 11-14

Spikes Cavell - Confirmed by Member								
Ves         O1 April 2015         £504,000         Spikes Cavell - Confirmed by Member         3.7%           Vess         O1 April 2015         £189,000         Spikes Cavell - Confirmed by Member         3.7%           Vess         O1 April 2015         £189,000         Spikes Cavell - Confirmed by Member         0.6%           Vess         O1 April 2015         £180,000         Spikes Cavell - Confirmed by Member         0.6%           Vess         O1 April 2015         £150,000         Member Provided         16.3%           Ves         O1 April 2015         £10,000         Member Provided         16.3%           No         O1 April 2015         £10,000         Member Provided         16.3%           Ind         Ves         O1 April 2015         £270,000         Member Provided         16.3%           Ind         Ves         O1 April 2015         £270,000         Spikes Cavell - Confirmed by Member         16.3%           Ind         Ves         O1 April 2015         £100,000         Spikes Cavell - Confirmed by Member         16.3%           Ind         Ves         O1 April 2016         £100,000         Spikes Cavell - Confirmed by Member         16.3%           Ind         Ves         O1 April 2015         £100,000         Spikes Cavell - Conf	Member Name	Participation in Contract		Estimated Annual Spend (£)	Source of Spend Data	% Estimated Forecast Savings	Estimated Annual Savings (£)	Basis of Savings Calculation
Ves         01 April 2015         £199,000         Spikes Cavell - Confirmed by Member         3.7%           Ves         01 April 2015         £190,000         Spikes Cavell - Confirmed by Member         0.6%           Ves         01 April 2015         £190,000         Member Provided         0.6%           I         Yes         0.1 April 2015         £190,000         Member Provided         16.3%           I         Yes         0.1 April 2015         £190,000         Member Provided         16.3%           Incl         Yes         0.1 April 2015         £130,000         Spikes Cavell         16.3%           Incl         Yes         0.1 April 2015         £270,000         Member Provided         16.3%           Incl         Yes         0.1 April 2015         £270,000         Spikes Cavell         16.3%           Incl         Yes         0.1 April 2015         £20,000         Spikes Cavell         16.3%           Incl         Yes         0.1 April 2015         £20,000         Spikes Cavell         16.3%           Incl         Yes         0.1 April 2015         £20,000         Spikes Cavell         16.3%           Incl         Yes         0.1 April 2015         £20,000         Spikes Cavell         16.3% </td <td>Aberdeen City Council</td> <td>Yes</td> <td>01 April 2015</td> <td>£304,000</td> <td>Spikes Cavell - Confirmed by Member</td> <td>3.7%</td> <td>£11,339</td> <td>£11,339 Benchmarked Current Contract</td>	Aberdeen City Council	Yes	01 April 2015	£304,000	Spikes Cavell - Confirmed by Member	3.7%	£11,339	£11,339 Benchmarked Current Contract
Ves         01 April 2015         £66,000         Spikes Cavell - Confirmed by Member         3.7%           1         Yes         01 April 2015         £183,000         Spikes Cavell - Confirmed by Member         16.3%           1         Yes         01 April 2015         £180,000         Member Provided         16.3%           1         Yes         01 April 2015         £10,000         Member Provided         16.3%           1         Yes         01 April 2015         £10,000         Spikes Cavell - Confirmed by Member         16.3%           1         Yes         01 April 2015         £270,000         Spikes Cavell - Confirmed by Member         16.3%           1         Yes         01 April 2015         £270,000         Spikes Cavell - Confirmed by Member         16.3%           1         Yes         01 April 2015         £270,000         Spikes Cavell - Confirmed by Member         16.3%           1         Yes         01 April 2015         £270,000         Spikes Cavell - Confirmed by Member         16.3%           1         Yes         01 April 2015         £130,000         Spikes Cavell - Confirmed by Member         16.3%           1         Yes         01 April 2015         £137,000         Spikes Cavell - Confirmed by Member         16.3%     <	Aberdeenshire Council	Yes	01 April 2015	£184,000	Spikes Cavell - Confirmed by Member	3.7%	£6,863	£6,863 Benchmarked Current Contract
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No         No           Yes         01 April 2015         £750,000         Spikes Cavell - Confirmed by Member         3.7%           Yes         01 June 2016         £45,000         Spikes Cavell - Confirmed by Member         16.3%           Yes         01 April 2015         £137,200         Spikes Cavell - Confirmed by Member         16.3%         £6.3%           Yes         01 November 2015         £11,377,200         Spikes Cavell - Confirmed by Member         16.3%         £6.3%           Yes         01 Luly 2016         £1377,200         Spikes Cavell - Confirmed by Member         16.3%         £7           Yes         01 July 2016         £139,000         Spikes Cavell - Confirmed by Member         16.3%         £7           Yes         01 April 2015         £30,000         Spikes Cavell - Confirmed by Member         20.0%         20.0%           Yes         01 April 2015         £30,000         Spikes Cavell - Confirmed by Member         16.3%         20.0%           Yes         01 April 2015         £40,000         Spikes Cavell - Confirmed by Member         3.7%         20.0%           Yes         01 April 2015         £40,000         Spikes Cavell - Confirmed by Member         16.3%         20.0%           Yes         01 April 2015         £40,000	Fife Council	No						
Yes         01 April 2015         £750,000         Spikes Cavell - Confirmed by Member         3.7%           Yes         01 June 2016         £45,000         Spikes Cavell - Confirmed by Member         16.3%           Yes         01 April 2015         £135,000         Spikes Cavell - Confirmed by Member         16.3%           Yes         01 November 2015         £137,200         Spikes Cavell - Confirmed by Member         16.3%         £           Yes         01 July 2016         £137,200         Spikes Cavell - Confirmed by Member         0.0%         £           Yes         01 July 2016         £139,000         Spikes Cavell - Confirmed by Member         16.3%         £           Yes         01 April 2015         £84,000         Spikes Cavell - Confirmed by Member         2.0%         £           Yes         01 April 2015         £5,000         Spikes Cavell - Confirmed by Member         16.3%         £           Yes         01 April 2015         £300,000         Spikes Cavell - Confirmed by Member         16.3%         £           Yes         01 April 2015         £40,000         Spikes Cavell - Confirmed by Member         16.3%         £           Yes         01 April 2015         £40,000         Spikes Cavell - Confirmed by Member         16.3%         16.3%	Glasgow City Council	No						
Yes         01 June 2016         £45,000         Spikes Cavell - Confirmed by Member         16.3%           Yes         01 April 2015         £137,200         Spikes Cavell - Confirmed by Member         16.3%         £           Yes         01 November 2015         £1,377,200         Spikes Cavell - Confirmed by Member         16.3%         £           Yes         01 July 2016         £1377,200         Spikes Cavell - Confirmed by Member         0.0%         £           Yes         01 July 2016         £139,000         Spikes Cavell - Confirmed by Member         16.3%         £           Yes         01 April 2015         £84,000         Spikes Cavell - Confirmed by Member         2.0%         £           Yes         01 April 2015         £84,000         Spikes Cavell - Confirmed by Member         16.3%         £           Yes         01 April 2015         £300,000         Spikes Cavell - Confirmed by Member         16.3%         £           Yes         01 April 2015         £5,000         Spikes Cavell - Confirmed by Member         16.3%         £           Yes         01 April 2015         £60,000         Spikes Cavell - Confirmed by Member         16.3%         £           Yes         01 April 2015         £50,000         Spikes Cavell - Confirmed by Member         <	Highland Council	Yes	01 April 2015	£750,000	Spikes Cavell - Confirmed by Member	3.7%	£27,975	£27,975 Benchmarked Current Contract
Yes         01 April 2016         £352,000         Spikes Cavell - Confirmed by Member         16.3%           iil         Yes         01 April 2015         £119,000         Spikes Cavell - Confirmed by Member         16.3%         £           iil         Yes         01 November 2015         £137,200         Spikes Cavell - Confirmed by Member         16.3%         £           Yes         01 July 2016         £139,000         Spikes Cavell - Confirmed by Member         16.3%         2.0%           Yes         01 April 2015         £30,000         Spikes Cavell - Confirmed by Member         2.0%         2.0%           Yes         01 April 2015         £84,000         Spikes Cavell - Confirmed by Member         23.9%         2.0%           Yes         01 April 2015         £300,000         Spikes Cavell - Confirmed by Member         16.3%         2.0%           Yes         01 April 2015         £300,000         Spikes Cavell - Confirmed by Member         3.7%         2.0%           Yes         01 April 2015         £40,000         Spikes Cavell - Confirmed by Member         3.7%         2.0%           Yes         01 April 2015         £50,000         Spikes Cavell - Confirmed by Member         16.3%         2.0%           Yes         01 April 2015         £40,000	Inverclyde Council	Yes	01 June 2016	£45,000	Spikes Cavell - Confirmed by Member	16.3%	£7,322	£7,322 Benchmarked Current Contract
yes         01 April 2015         £119,000         Spikes Cavell - Confirmed by Member         16.3%         £           yes         01 November 2015         £1,377,200         Spikes Cavell - Confirmed by Member         16.3%         £           yes         01 July 2016         £139,000         Spikes Cavell - Confirmed by Member         14.8%         £           yes         01 July 2016         £305,000         Spikes Cavell - Confirmed by Member         16.3%         £           yes         01 April 2015         £84,000         Spikes Cavell - Confirmed by Member         2.0%         £           yes         01 April 2015         £300,000         Spikes Cavell - Confirmed by Member         16.3%         £           yes         01 April 2015         £300,000         Spikes Cavell - Confirmed by Member         16.3%         £           yes         01 April 2015         £40,000         Spikes Cavell - Confirmed by Member         3.7%         £           yes         01 April 2015         £500,000         Spikes Cavell - Confirmed by Member         16.3%         £           yes         01 April 2015         £500,000         Spikes Cavell - Confirmed by Member         16.3%         £           yes         01 April 2015         £500,000         Spikes Cavell - Confirmed	Midlothian Council	Yes	01 April 2016	£352,000	Spikes Cavell - Confirmed by Member	16.3%	£57,270	£57,270 Benchmarked Current Contract
iil         Yes         01 November 2015         £1,377,200         Spikes Cavell - Confirmed by Member         16.3%         £           Yes         TBC         £10,000         Spikes Cavell - Confirmed by Member         0.0%         14.8%         16.3%         17.7%         16.3% </td <td>North Ayrshire Council</td> <td>Yes</td> <td>01 April 2015</td> <td>£119,000</td> <td>Spikes Cavell - Confirmed by Member</td> <td>16.3%</td> <td>£19,361</td> <td>£19,361 Benchmarked Current Contract</td>	North Ayrshire Council	Yes	01 April 2015	£119,000	Spikes Cavell - Confirmed by Member	16.3%	£19,361	£19,361 Benchmarked Current Contract
Yes         TBC         £10,000         Spikes Cavell - Confirmed by Member         0.0%           Yes         01 July 2016         £139,000         Spikes Cavell - Confirmed by Member         14.8%           Yes         01 April 2015         £305,000         Spikes Cavell - Confirmed by Member         2.0%           Yes         01 April 2015         £5,000         Spikes Cavell - Confirmed by Member         23.9%           Yes         01 April 2015         £500,000         Spikes Cavell - Confirmed by Member         16.3%           Yes         01 April 2015         £40,000         Spikes Cavell - Confirmed by Member         16.3%           Yes         01 April 2015         £50,000         Spikes Cavell - Confirmed by Member         3.7%           Yes         01 April 2015         £50,000         Spikes Cavell - Confirmed by Member         16.3%           Yes         01 April 2015         £50,000         Spikes Cavell - Confirmed by Member         16.3%           Yes         01 April 2015         £60,000         Spikes Cavell - Confirmed by Member         16.3%           Yes         01 April 2015         £60,000         Spikes Cavell - Confirmed by Member         16.3%           Yes         01 April 2015         £6,000         Spikes Cavell - Confirmed by Member         16.3%	North Lanarkshire Council	Yes	01 November 2015	£1,377,200	Spikes Cavell - Confirmed by Member	16.3%	£224,070	£224,070 Benchmarked Current Contract
Yes         01 July 2016         £139,000         Spikes Cavell - Confirmed by Member         14.8%           Yes         01 April 2015         £305,000         Spikes Cavell - Confirmed by Member         2.0%           Yes         01 April 2015         £84,000         Spikes Cavell - Confirmed by Member         23.9%           Yes         01 April 2015         £300,000         Spikes Cavell - Confirmed by Member         16.3%           Yes         01 April 2015         £40,000         Spikes Cavell - Confirmed by Member         16.3%           Yes         01 April 2015         £50,000         Spikes Cavell - Confirmed by Member         3.7%           Until         Yes         01 April 2015         £50,000         Spikes Cavell - Confirmed by Member         16.3%           Yes         01 April 2015         £50,000         Spikes Cavell - Confirmed by Member         16.3%           Yes         01 April 2015         £60,000         Spikes Cavell - Confirmed by Member         16.3%           Yes         01 April 2015         £60,000         Spikes Cavell - Confirmed by Member         16.3%           Yes         01 April 2015         £6,908,200,00         Spikes Cavell - Confirmed by Member         16.3%	Orkney Islands Council	Yes	TBC	£10,000	Spikes Cavell - Confirmed by Member	%0.0	0 <del>3</del>	
Yes         01 April 2015         £305,000         Spikes Cavell - Confirmed by Member         16.3%           Yes         01 April 2015         £84,000         Spikes Cavell - Confirmed by Member         23.9%           Yes         01 April 2015         £300,000         Spikes Cavell - Confirmed by Member         16.3%           il         Yes         01 April 2015         £300,000         Spikes Cavell - Confirmed by Member         16.3%           il         Yes         01 April 2015         £40,000         Spikes Cavell - Confirmed by Member         3.7%           ves         01 April 2015         £500,000         Spikes Cavell - Confirmed by Member         3.7%           ves         01 April 2015         £500,000         Spikes Cavell - Confirmed by Member         16.3%           ves         01 April 2015         £451,000         Spikes Cavell - Confirmed by Member         16.3%           ves         01 April 2015         £6.908.200.00         Spikes Cavell - Confirmed by Member         16.3%	Perth & Kinross Council	Yes	01 July 2016	£139,000	Spikes Cavell - Confirmed by Member	14.8%	£20,628	£20,628 Benchmarked Current Contract
Yes         01 April 2015         £84,000         Spikes Cavell - Confirmed by Member         2.0%           Yes         01 April 2015         £5,000         Spikes Cavell - Confirmed by Member         16.3%         £1           iil         Yes         01 April 2015         £300,000         Spikes Cavell - Confirmed by Member         16.3%         £1           iil         Yes         01 April 2015         £40,000         Spikes Cavell - Confirmed by Member         3.7%         £1           ves         01 April 2015         £50,000         Spikes Cavell - Confirmed by Member         3.7%         £1           vuncil         Yes         01 April 2015         £50,000         Spikes Cavell - Confirmed by Member         16.3%         £1           ves         01 April 2015         £50,000         Spikes Cavell - Confirmed by Member         16.3%         £1           ves         01 April 2015         £650,000         Spikes Cavell - Confirmed by Member         16.3%         £1	Renfrewshire Council	Yes	01 April 2015	£305,000	Spikes Cavell - Confirmed by Member	16.3%	£49,624	£49,624 Benchmarked Current Contract
Yes         01 April 2015         £5,000         Spikes Cavell - Confirmed by Member         23.9%           Sil         Yes         01 April 2015         £300,000         Spikes Cavell - Confirmed by Member         16.3%         £10.3%           Sil         Yes         TBC         £500,000         Spikes Cavell - Confirmed by Member         3.7%         £10.3%           Ves         01 April 2015         £50,000         Spikes Cavell - Confirmed by Member         3.7%         £10.3%           Vuncil         Yes         01 April 2015         £500,000         Spikes Cavell - Confirmed by Member         16.3%         £10.3%           Ves         01 April 2015         £451,000         Spikes Cavell - Confirmed by Member         16.3%         £10.3%           Ves         01 April 2015         £451,000         Spikes Cavell - Confirmed by Member         16.3%         £10.3%	Scottish Borders Council	Yes	01 April 2015	£84,000	Spikes Cavell - Confirmed by Member	2.0%	£1,714	£1,714 Benchmarked Current Contract
ves         01 April 2015         £300,000         Spikes Cavell - Confirmed by Member         16.3%         16.3%           vcil         Yes         TBC         £500,000         Spikes Cavell - Confirmed by Member         16.3%         3.7%           ves         01 April 2015         £50,000         Spikes Cavell - Confirmed by Member         3.7%         5.7%           council         Yes         01 April 2015         £50,000         Spikes Cavell - Confirmed by Member         16.3%         5           yes         01 April 2015         £451,000         Spikes Cavell - Confirmed by Member         16.3%         5           yes         01 April 2015         £451,000         Spikes Cavell - Confirmed by Member         16.3%         5	Shetland Islands Council	Yes	01 April 2015	£5,000	Spikes Cavell - Confirmed by Member	23.9%	£1,197	£1,197 Benchmarked Current Contract
ire Council         Yes         TBC         £500,000         Spikes Cavell - Confirmed by Member         16.3%           ncil         Yes         01 April 2015         £40,000         Spikes Cavell - Confirmed by Member         3.7%           ncil         Yes         01 April 2015         £50,000         Spikes Cavell - Confirmed by Member         3.7%           nshire Council         Yes         01 April 2015         £500,000         Spikes Cavell - Confirmed by Member         16.3%           ouncil         Yes         01 April 2015         £451,000         Spikes Cavell - Confirmed by Member         16.3%           sals         F6.908.200.00         F6.908.200.00         Spikes Cavell - Confirmed by Member         12.7%         £901	South Ayrshire Council	Yes	01 April 2015	£300,000	Spikes Cavell - Confirmed by Member	16.3%	£48,810	£48,810 Benchmarked Current Contract
ncil         Yes         01 April 2015         £40,000         Spikes Cavell - Confirmed by Member         3.7%           ncil         Yes         01 April 2015         £50,000         Spikes Cavell - Confirmed by Member         3.7%         £50,000           nshire Council         Yes         01 April 2015         £500,000         Spikes Cavell - Confirmed by Member         16.3%         £6.308,200.00	South Lanarkshire Council	Yes	TBC	£500,000		16.3%	£81,350	£81,350 Benchmarked Current Contract
Yes         01 April 2015         £50,000         Spikes Cavell - Confirmed by Member         3.7%         £50,000         Spikes Cavell - Confirmed by Member         16.3%         £6.3%           Council         Yes         01 April 2015         £451,000         Spikes Cavell - Confirmed by Member         16.3%         £6.3%           Yes         01 April 2015         £451,000         Spikes Cavell - Confirmed by Member         16.3%         £6.3%	Stirling Council	Yes	01 April 2015	£40,000	Spikes Cavell - Confirmed by Member	3.7%	£1,492	£1,492 Benchmarked Current Contract
Council         Yes         01 April 2015         £500,000         Spikes Cavell - Confirmed by Member         16.3%           Yes         01 April 2015         £451,000         Spikes Cavell - Confirmed by Member         16.3%         £907	The Moray Council	Yes	01 April 2015	£50,000	Spikes Cavell - Confirmed by Member	3.7%	£1,865	£1,865 Benchmarked Current Contract
Yes         01 April 2015         £451,000         Spikes Cavell - Confirmed by Member         16.3%         £901           £6,908,200,00         £6,908,200,00         12.7%         £901	West Dunbartonshire Council	Yes	01 April 2015	£200,000	Spikes Cavell - Confirmed by Member	16.3%	£81,350	£81,350 Benchmarked Current Contract
£6,908,200.00 12.7%	West Lothian Council	Yes	01 April 2015	£451,000	Spikes Cavell - Confirmed by Member	16.3%	£73,378	£73,378 Benchmarked Current Contract
_	Totals			£6,908,200.00		12.7%	£907,240.94	

## Appendix 2 – SME Status Asbestos Survey, Removal & Disposal and Analytical Services 11-14

### **Supplier Name SME Status** Location ACRON Asbestos Ltd Small Glasgow Small Cramlington AMS Asbestos Management Services Ltd Asbestos Analytical Services Small **Prestwick** Asbestos Building Surveys Small East Kilbride Asbestos Consultancy Scotland Ltd New Company Glasgow Asbestos Specialists (UK) Ltd Small Elgin Aspect Contracts Limited Medium Basildon Chamic Industrial Services Limited Small Edinburgh Clarkes Environmental Ltd Small Northallerton Ductclean (UK) Ltd Medium Welwyn Garden City Enviraz (Scotland) Ltd Medium Glasgow Medium **Enviraz Surveys Ltd** Glasgow **Environmental Consultancy Services** Small Glasgow **Environmental Essentials Ltd** Medium Newcastle **Environmental Evaluation Ltd** Small Staffordshire **ESG** Asbestos Limited Medium Stirling **Environtec Limited** Medium Hamilton Ethos Environmental Ltd Small Edinburgh Exova (UK) Ltd Medium Glasgow **Gentoo Construction Limited** Large Sunderland G.K Contracts (Scotland) Ltd Small Paisley **GOWRIE CONTRACTS LIMITED** Small Dundee Healthy Buildings (Ireland) Ltd T/A HBE Risk Management Small Edinburgh **IOM Consulting Ltd** Medium Edinburgh Life Environmental Servcies Ltd Medium Stortford MDS Environmental Services Ltd Small Stockton on Tees Small Northern Asbestos Services Limited Elgin OCS Environmental services Limited Medium Coatbridge Omega Asbestos Consulting Ltd Small Northallerton Resource and Environmental Consultants Limited Small East Kilbride Redhill Analytsts Ltd Medium Newdigate Reigart Contracts Limited Medium Coatbridge Rhodar Limited Medium Glasgow The Environmental Consultancy Ltd T/A RPS Consultants Aberdeen Large SGS MIS Environmental Ltd Consett Large Shield On-Site Services Ltd Medium East Kilbride Thompsons of Prudhoe Ltd Northumberland Large Pyeroy Group Limited Large Gateshead WSP UK Limited Glasgow Large

## Appendix 3 – Scoring and Recommendations Asbestos Survey, Removal & Disposal and Analytical Services 11-14

Asterisk (\*) denotes recommended suppliers

Lot 1 - Surveys

Supplier	Final Score	Supplier	Final Score	Supplier	Final Score
*AMS Asbestos Management Services Ltd - Offer 1	89.2	*Omega Asbestos Consulting Ltd - Offer 1	65.7	Shield On-Site Services -Offer 4	50.4
*AMS Asbestos Management Services Ltd - Offer 2	89.2	*REC Ltd - Offer 4	63.9	Enviraz Surveys Limited - Offer 2	50.1
*Environmental Essentials Limited	87.0	*Environmental Evaluation Limited - Offer 2	63.9	HBE Risk Management - Offer 1	48.6
*WSP UK Ltd - Offer 1	84.3	*Redhill Analysts Ltd - Offer 3	63.7	Asbestos Building Surveys Ltd (ABS Ltd) - Offer 2	48.4
*AMS Asbestos Management Services Ltd - Offer 3	83.9	*Omega Asbestos Consulting Ltd - Offer 2	62.4	IOM Consulting Ltd - Offer 1	47.2
*AMS Asbestos Management Services Ltd - Offer 4	83.9	*Shield On-Site Services -Offer 1	9.19	Shield On-Site Services -Offer 5	46.6
*Life Environmental Services - Offer 1	82.1	*Shield On-Site Services -Offer 2	9.19	IOM Consulting Ltd - Offer 2	44.8
*WSP UK Ltd - Offer 2	81.9	*Environtec Ltd - Offer 2	9'09	HBE Risk Management - Offer 3	44.3
*WSP UK Ltd - Offer 3	81.1	REC Ltd - Offer 5	29.6	Environmental Consultancy Services - Offer 1	44.2
*SGS MIS Environmental Ltd - Offer 1	80.8	Life Environmental Services - Offer 3	59.5	IOM Consulting Ltd - Offer 3	43.5
*AMS Asbestos Management Services Ltd - Offer 5	77.8	Environmental Evaluation Limited - Offer 3	59.3	IOM Consulting Ltd - Offer 4	41.1
*AMS Asbestos Management Services Ltd - Offer 6	7.77	Omega Asbestos Consulting Ltd - Offer 3	58.7	Enviraz Surveys Limited - Offer 3	40.6
*REC Ltd - Offer 1	75.9	Exova (UK) Ltd - Offer 1	57.8	RPS	38.9
*REC Ltd - Offer 3	75.5	Enviraz Surveys Limited - Offer 1	57.3	HBE Risk Management - Offer 2	38.8
*Environmental Evaluation Limited - Offer 1	73.3	Asbestos Analytical Services - Offer 3	57.1	IOM Consulting Ltd - Offer 5	38.0
*Redhill Analysts Ltd - Offer 1	72.7	Shield On-Site Services -Offer 3	9.99	Omega Asbestos Consulting Ltd - Offer 4	37.3
*Asbestos Analytical Services - Offer 1	71.9	Environmental Scientifics Group Limited - Offer 1	54.7	Ethos Environmental Ltd - Offer 1	36.3
*REC Ltd - Offer 2	71.4	Exova (UK) Ltd - Offer 2	54.3	Environmental Consultancy Services - Offer 2	35.1
*Environtec Ltd - Offer 1	70.9	MDS Environmental Services Limited	54.0	Enviraz Surveys Limited - Offer 4	31.6
*Asbestos Specialists (UK) Ltd	70.1	Environmental Evaluation Limited - Offer 4	53.0	Enviraz Surveys Limited - Offer 5	30.8
*Redhill Analysts Ltd - Offer 2	6.79	Asbestos Building Surveys Ltd (ABS Ltd) - Offer 1	52.2	Asbestos Consultancy Scotland Ltd	30.0
*WSP UK Ltd - Offer 4	67.7	Asbestos Analytical Services - Offer 4	50.9	Ethos Environmental Ltd - Offer 2	29.3
*Asbestos Analytical Services - Offer 2	67.7	Exova (UK) Ltd - Offer 3	50.8	SGS MIS Environmental Ltd - Offer 2	26.9
*Life Environmental Services - Offer 2	66.8	Environmental Scientifics Group Limited - Offer 2	50.7	Ethos Environmental Ltd - Offer 3	26.0

## Appendix 3 – Scoring and Recommendations

### Asbestos Survey, Removal & Disposal and Analytical Services 11-14

Asterisk (\*) denotes recommended suppliers

### Lot 2 - Removal & Disposal

Supllier	Final Score
*Rhodar Ltd - Offer 1	94.2
*OCS Environmental Services Limited - Offer 1	84.7
*Enviraz (Scotland) Ltd - Offer 1	80.8
*Enviraz (Scotland) Ltd - Offer 2	78.2
*CHAMIC INDUSTRIAL SERVICES LIMITED	78.0
*Clarkes Environmental Ltd - Offer 1	78.0
*OCS Environmental Services Limited - Offer 2	76.2
*GK Contracts (Scotland) Ltd - Offer 1	75.0
*Rhodar Ltd - Offer 2	73.9
*Enviraz (Scotland) Ltd - Offer 3	71.8
*GK Contracts (Scotland) Ltd - Offer 2	68.5
*GK Contracts (Scotland) Ltd - Offer 3	63.0
*Rhodar Ltd - Offer 3	61.7
*GK Contracts (Scotland) Ltd - Offer 4	58.2
*GK Contracts (Scotland) Ltd - Offer 5	55.5
*GOWRIE CONTRACTS LIMITED - Offer 1	54.5
*GOWRIE CONTRACTS LIMITED - Offer 2	54.5
*Enviraz (Scotland) Ltd - Offer 4	54.0
*GK Contracts (Scotland) Ltd - Offer 6	51.7
*Clarkes Environmental Ltd - Offer 2	51.5
*Aspect Contracts Limited - Offer 1	48.7
GOWRIE CONTRACTS LIMITED - Offer 3	46.6
Aspect Contracts Limited - Offer 2	46.5
Gentoo Construction Limited	42.9
Reigart Contracts Limited - Offer 1	32.5
Ductclean (UK) Ltd - Offer 1	32.3
Reigart Contracts Limited - Offer 2	31.3
Ductclean (UK) Ltd - Offer 2	30.6
Reigart Contracts Limited - Offer 3	30.4
Ductclean (UK) Ltd - Offer 3	29.7
Ductclean (UK) Ltd - Offer 4	29.4
Thompsons of Prudhoe Ltd - Offer 1	29.1
Thompsons of Prudhoe Ltd - Offer 2	28.2
Thompsons of Prudhoe Ltd - Offer 3	28.2
Northern Asbestos Services Limited	28.1
Ductclean (UK) Ltd - Offer 5	25.7
Thompsons of Prudhoe Ltd - Offer 4	25.6
MDS Environmental Services Limited	25.5
Asbestos Specialists (UK) Ltd	25.3
Ductclean (UK) Ltd - Offer 6	18.8
Woodgroup Industrial Services Limited - Offer 1	11.3
Woodgroup Industrial Services Limited - Offer 2	10.5

Appendix 3 – Scoring and Recommendations

# Asbestos Survey, Removal & Disposal and Analytical Services 11-14

Asterisk (\*) denotes recommended supplier

Lot 3 - Analytical Services

Supllier	Final Score	Supllier
*Environmental Essentials Limited	91.3	RPS
*AMS Asbestos Management Services Ltd - Offer 1	72.6	SGS MIS Environmental Ltd - Offe
*REC Ltd - Offer 1	70.5	Omega Asbestos Consulting Ltd
*AMS Asbestos Management Services Ltd - Offer 2	67.9	WSP UK Ltd - Offer 3
*REC Ltd - Offer 4	67.5	Environmental Evaluation Limite
*Life Environmental Services - Offer 1	67.1	ACRON ASBESTOS LTD - Offer 2
*REC Ltd - Offer 5	8.99	WSP UK Ltd - Offer 4
*Redhill Analysts Ltd - Offer 1	66.5	IOM Consulting Ltd - Offer 5
*REC Ltd - Offer 2	66.4	Shield On-Site Services - Offer 2
*Environtec Ltd - Offer 1	65.6	Life Environmental Services - Off
*AMS Asbestos Management Services Ltd - Offer 3	64.8	<b>Environmental Evaluation Limite</b>
*AMS Asbestos Management Services Ltd - Offer 4	64.8	Shield On-Site Services - Offer 3
*IOM Consulting Ltd - Offer 1	63.2	Environmental Evaluation Limite
*WSP UK Ltd - Offer 1	62.1	ACRON ASBESTOS LTD - Offer 3
*Redhill Analysts Ltd - Offer 2	62.1	Environmental Evaluation Limite
*REC Ltd - Offer 3	61.9	Asbestos Analytical Services - O
*WSP UK Ltd - Offer 2	61.7	Asbestos Analytical Services - O
*AMS Asbestos Management Services Ltd - Offer 5	60.9	Exova (UK) Ltd - Offer 2
*AMS Asbestos Management Services Ltd - Offer 6	60.7	Shield On-Site Services - Offer 4
*ACRON ASBESTOS LTD - Offer 1	59.4	Asbestos Analytical Services - O
*IOM Consulting Ltd - Offer 2	59.0	Asbestos Analytical Services - O
*Environmental Scientifics Group Limited - Offer 1	58.6	Shield On-Site Services - Offer 5
*Omega Asbestos Consulting Ltd - Offer 1	57.9	Omega Asbestos Consulting Ltd
*Environtec Ltd - Offer 2	57.7	Life Environmental Services - Off
*IOM Consulting Ltd - Offer 3	56.7	Environmental Evaluation Limite
*Omega Asbestos Consulting Ltd - Offer 2	56.1	Environmental Evaluation Limite
*Redhill Analysts Ltd - Offer 3	55.7	ACRON ASBESTOS LTD - Offer 4
Exova (UK) Ltd - Offer 1	53.6	Exova (UK) Ltd - Offer 3
Environmental Scientifics Group Limited - Offer 2	53.3	Ethos Environmental Ltd - Offer
Shield On-Site Services - Offer 1	52.3	SGS MIS Environmental Ltd - Offe
IOM Consulting Ltd - Offer 4	52.3	Ethos Environmental Ltd - Offer 2
REC Ltd - Offer 6	52.1	Ethos Environmental Ltd - Offer 3

Supllier	Final Score
RPS	51.5
SGS MIS Environmental Ltd - Offer 1	51.3
Omega Asbestos Consulting Ltd - Offer 3	51.0
WSP UK Ltd - Offer 3	6'05
Environmental Evaluation Limited - Offer 1	49.8
ACRON ASBESTOS LTD - Offer 2	48.4
WSP UK Ltd - Offer 4	47.4
IOM Consulting Ltd - Offer 5	46.7
Shield On-Site Services - Offer 2	46.3
Life Environmental Services - Offer 2	46.1
Environmental Evaluation Limited - Offer 2	44.6
Shield On-Site Services - Offer 3	43.8
Environmental Evaluation Limited - Offer 3	43.3
ACRON ASBESTOS LTD - Offer 3	43.0
Environmental Evaluation Limited - Offer 4	42.6
Asbestos Analytical Services - Offer 1	42.5
Asbestos Analytical Services - Offer 2	42.4
Exova (UK) Ltd - Offer 2	41.8
Shield On-Site Services - Offer 4	41.6
Asbestos Analytical Services - Offer 3	41.4
Asbestos Analytical Services - Offer 4	41.2
Shield On-Site Services - Offer 5	40.7
Omega Asbestos Consulting Ltd - Offer 4	40.5
Life Environmental Services - Offer 3	40.1
Environmental Evaluation Limited - Offer 5	38.0
Environmental Evaluation Limited - Offer 6	37.5
ACRON ASBESTOS LTD - Offer 4	33.4
Exova (UK) Ltd - Offer 3	33.2
Ethos Environmental Ltd - Offer 1	30.9
SGS MIS Environmental Ltd - Offer 2	28.4
Ethos Environmental Ltd - Offer 2	22.9
Ethos Environmental Ltd - Offer 3	19.6