

## Scotland Excel

**To: Executive Sub-Committee**

**On: 23 April 2021**

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

**Tender: Supply and Delivery of Vehicle Parts**

**Schedule: 07/20**

**Period: 1 April 2021 until 31 March 2024 with an option to extend for up to 12 months until 31 March 2025**

### 1. Introduction and Background

This recommendation is for the award of the fourth-generation renewal framework for the Supply and Delivery of Vehicle Parts.

This proposed renewal framework was advertised for the period from 1 April 2021 until 31 March 2024 with the option to extend for up to 12 months until 31 March 2025. It is intended to commence on 10 May 2021.

This framework will provide local authorities and other participating bodies with a mechanism to procure a wide range of vehicle parts, windscreen replacement, auto electrics, specialist vehicles parts, hydraulics and workshop consumables to cover the varied fleet mix across the councils. This varied fleet mix incorporates everything from small cars and light commercial vehicles (including electric), up to 44 tonne refuse collection vehicles (RCV) and other specialist heavy vehicles.

### 2. Scope, Participation and Spend

As part of the strategy development, the User Intelligence Group (UIG) endorsed the inclusion of seven lots as summarised in Table 1. This lot structure remains the same as the current framework, as this continues to represent the council requirements, whilst also recognising the structure of the marketplace.

**Table 1: Lotting Structure**

<b>Lot No.</b>	<b>Description</b>	<b>Estimated % Spend through lot</b>
1	Parts for Light & Heavy Vehicles	79%
2	Auto Electric Parts	2%
3	Hydraulics	0.5%

4	Replacement Sweeper Brushes	1.5%
5	Replacement Glass	2%
6	Consumables	6%
7	Parts for Specialist Vehicles	9%

As detailed in Appendix 1, 29 councils plus Tayside Contracts have confirmed their intention to participate in this framework. North Ayrshire & South Ayrshire Councils who are not participating in this framework have their own arrangements in place using an embedded or managed service model, where the supplier manages vehicle spare parts on behalf of fleet maintenance departments within the council premises. The remaining council who will not be participating in this framework is Stirling Council who outsource this work as they do not have the facilities to carry out this work in-house.

The forecast annual spend for participating councils and associate members, with contingency, is £12 million per annum, equating to an estimated £48 million over the full 4-year term of the framework.

### **3. Procurement Process**

A UIG consisting of representatives from participating councils endorsed the procurement strategy on 15 September 2020. In addition, a working group consisting of technical and procurement representatives was formed to review technical specifications and participate in the evaluation.

Scotland Excel has taken cognisance of the current situation and impact during the tender exercise of the Coronavirus/COVID-19 outbreak. Balancing the current situation with the need to provide a route to market for councils seeking the continuation of supply for vehicle parts, and considering those council projects that may require to be undertaken in the future, Scotland Excel determined it was appropriate to undertake this renewal tender exercise and to recommend the establishment of this framework.

A Prior Information Notice without a call for competition (PIN) was published on 14 September 2020, which resulted in expressions of interest from 44 organisations. Suppliers were given the opportunity to provide Scotland Excel with information in relation to, but not limited to; market intelligence, market trends, sustainability initiatives and community benefits to help inform the strategy.

The Contract Notice was published via the Find A Tender and Public Contracts Scotland (PCS) portal on 3 February 2021, with the tender documentation being immediately available via the Public Contracts Scotland Tender (PCS-T) system.

As such, the tender exercise commenced after the UK withdrawal from the European Union and was conducted and concluded in accordance with the law and procedures currently in force.

The procurement process followed the open tender process to ensure maximum competition and the inclusion for all potential suppliers to service the framework. All bidders were examined against selection criteria, using the Single Procurement Document (SPD) and award criteria, concurrently. The award criteria included technical and commercial sections that were evaluated against the following criteria and weightings:

Technical: 25%  
Commercial: 75%

Within the technical section, bidders were required to evidence their knowledge and experience by responding to method statements which covered areas including: Stock Holding & Supply Chain, Sustainability and Supply Chain Risk. Bidders were also assessed in terms of their ability to provide same day delivery, product recall/safety procedures, community benefits and fair work practices. These are detailed below within Table 2.

**Table 2: Technical Section Weighting**

Question	Description	Weighting
1	Stock Holding & Supply Chain	4
2	Sustainability	4
3	Supply Chain Risk	2
4	Same Day Delivery	4
5	Product Recall/Safety Procedures	2
6	Community Benefits	5
7	Fair Work Practices	4
Total Score		25

Within the commercial section, bidders were invited to offer on a lot by lot basis. Fixed pricing for 12 months was required for all lots. In addition to the 12 months' fixed pricing, bidders were asked to confirm if they were willing to offer a longer period of fixed pricing from the framework contract start date. Bidders were also invited to specify if they would offer any early settlement discount.

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

The tender document was downloaded by 65 organisations, with 36 tender responses received by the specified closing date and time. 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**

Based on the evaluation undertaken, and in line with the criteria and weightings set out above, it is recommended that a multi-supplier framework arrangement is awarded to 31 suppliers across the seven lots as outlined in Appendix 3.

These 31 recommended suppliers offer best value and represent a mix of small, medium and large organisations. 16 suppliers are classed as SME's, 7 as micro businesses and 22 are Scottish suppliers.

The range of suppliers recommended provides coverage for all vehicle manufacturers and competitive options for all participating councils as well as offering a degree of choice and capacity.

## **6. Benefits**

### **Savings**

Scotland Excel has conducted a benchmarking exercise comparing current prices paid with the prices submitted against the new framework. It was agreed with the UIG that benchmarking would only be carried out on lot 1 (parts for light & heavy vehicles) as this covered the majority of spend from the framework. The benchmarking exercise took a sample vehicle for each manufacturer and compared a representative basket of parts for each manufacturer against the 'MEAT' (Most Economically Advantageous Tenderer) submitted prices received for the renewal framework. The result of this benchmarking is listed in Appendix 1. The projected average saving across all councils is 1.39%, which equates to an estimated total saving of approximately £145k per annum. It should be noted that the projected savings per council will vary as a result of a few areas mainly; a) the varied fleets operated between councils, b) the age of fleet vehicles and c) the varying percentage splits of buying OEM (Original Equipment Manufacturer) parts or Matching Quality aftermarket parts between councils.

It is worth noting that councils' fleet consists of more than 40 manufacturers and over 15,000 individual vehicles, of variable models and ages, all requiring a differing profile of spare part types. This framework is looking to provide maximum coverage for these differing fleets.

### **Price Stability**

The framework applies twelve months fixed pricing for all seven lots. 13 of the recommended suppliers have offered further fixed pricing periods of between 6 months and the lifetime of the framework. Thereafter, all requests for price increases will be evaluated against prevailing market conditions and require to be supported by documentary evidence.

### **Sustainable Procurement Benefits**

Within the technical section of the tender, a sustainability method statement assessed suppliers in relation to their corporate approach to sustainability and

how they promote recycle, reuse and reduce initiatives to minimise the impact of their supply chain on the environment. A range of sustainable measures were outlined by suppliers including:

- Adoption of alternatively fueled vehicles, namely hybrid or electric, to reduce carbon emissions.
- Installation of more electric charging infrastructure to support staff and site visitors.
- Increased use of tracking systems on delivery vehicles, to optimize delivery routes.
- Using biodegradable packing materials.
- Recycling of all general waste, waste fuel, oils and oil filters.

### **Community Benefits**

Scotland Excel is committed to maximising community benefit delivery for our members. Tenderers were asked to confirm whether they were willing to comply with our community benefits approach for the lifetime of the framework. This approach is designed to deliver local community benefits based on individual member spend thresholds and all 31 recommended suppliers have confirmed their acceptance.

The community benefits approach focused on supporting the Scottish Government's National Performance Framework, and the benefits delivered should support, but are not limited to, the following indicators:

- Reduce traffic congestion
- Improve the skill profile of the population
- Reduce Scotland's carbon footprint
- Reduce waste generated

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

Delivery of commitments made will be monitored throughout the lifetime of the framework.

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

Scotland Excel and its members are committed to the delivery of high-quality public services and recognise that this is dependent on a workforce that is well-rewarded, well-motivated, well-led, has access to appropriate opportunities for training and skills development, are diverse and is engaged in decision making. Within the technical section of the tender, bidders were assessed on their approach to fair work practices and payment of the Real Living Wage to their workforce. Of the 31 recommended bidders, 24 pay the Real Living Wage, as detailed in Appendix 4 - List of Recommended Suppliers with Living Wage Status.

Scotland Excel will continue to monitor Fair Work Practices including the Real Living Wage status during contract and supplier management.

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

As part of the mobilisation process, all suppliers will be offered a contract mobilisation meeting to outline the operation of the framework, including roles and responsibilities, management information and community benefit commitments. Both suppliers and participating members will be issued with a mobilisation pack containing all required details to utilise the framework.

In accordance with Scotland Excel's established contract and supplier management programme, in terms of risk and spend as detailed in Appendix 5, this framework is classified as class D. As such, it will require annual supplier and user group reviews as appropriate. During the current market conditions Scotland Excel will continue to engage with suppliers on a regular basis to manage the response to the pandemic and ensure continuity of this essential service delivery for our members.

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

## **8. Summary**

This fourth-generation framework for the Supply and Delivery of Vehicle Parts continues to maximise collaboration, facilitate the procurement of a vast number of varied vehicle spare parts, promotes added value and delivers best value in terms of price, quality and service.

The Executive Sub Committee is requested to approve the recommendation to award this framework agreement as detailed in Appendix 3 (Scoring and Recommendations).

## Appendix 1 – Participation, Spend and Savings Summary Supply and Delivery of Vehicle Parts 07/20

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	Framework Start Date	£340,080	Scotland Excel M.I.	5.5%	1.39%	£4,727	Benchmarked current framework
Aberdeenshire Council	Yes	Framework Start Date	£600,000	Validated by Council	5.5%	1.39%	£8,340	Benchmarked current framework
Angus Council	Yes	Framework Start Date	£10,000	Scotland Excel M.I.	5.5%	1.39%	£139	Benchmarked current framework
Argyll & Bute Council	Yes	Framework Start Date	£223,000	Scotland Excel M.I.	5.5%	1.39%	£3,100	Benchmarked current framework
City of Edinburgh Council	Yes	Framework Start Date	£573,000	Validated by Council	5.5%	1.39%	£7,965	Benchmarked current framework
Clackmannanshire Council	Yes	Framework Start Date	£100,000	Validated by Council	5.5%	1.39%	£1,390	Benchmarked current framework
Comhairle nan Eilean Siar	Yes	Framework Start Date	£185,000	Validated by Council	5.5%	1.39%	£2,572	Benchmarked current framework
Dumfries & Galloway Council	Yes	Framework Start Date	£275,000	Validated by Council	5.5%	1.39%	£3,823	Benchmarked current framework
Dundee City Council	Yes	Framework Start Date	£1,500,000	Validated by Council	5.5%	1.39%	£20,850	Benchmarked current framework
East Ayrshire Council	Yes	Framework Start Date	£12,000	Validated by Council	5.5%	1.39%	£167	Benchmarked current framework
East Dunbartonshire Council	Yes	Framework Start Date	£200,000	Validated by Council	5.5%	1.39%	£2,780	Benchmarked current framework
East Lothian Council	Yes	Framework Start Date	£175,000	Validated by Council	5.5%	1.39%	£2,433	Benchmarked current framework
East Renfrewshire Council	Yes	Framework Start Date	£66,000	Validated by Council	5.5%	1.39%	£917	Benchmarked current framework
Falkirk Council	Yes	Framework Start Date	£400,000	Validated by Council	5.5%	1.39%	£5,560	Benchmarked current framework
Fife Council	Yes	Framework Start Date	£340,000	Validated by Council	5.5%	1.39%	£4,726	Benchmarked current framework
Glasgow City Council	Yes	Framework Start Date	£400,000	Validated by Council	5.5%	1.39%	£5,560	Benchmarked current framework
Highland Council	Yes	Framework Start Date	£600,000	Validated by Council	5.5%	1.39%	£8,340	Benchmarked current framework
Inverclyde Council	Yes	Framework Start Date	£60,000	Validated by Council	5.5%	1.39%	£834	Benchmarked current framework
Midlothian Council	Yes	Framework Start Date	£100,000	Validated by Council	5.5%	1.39%	£1,390	Benchmarked current framework
Moray Council	Yes	Framework Start Date	£200,000	Validated by Council	5.5%	1.39%	£2,780	Benchmarked current framework
North Ayrshire Council	No	Framework Start Date	£0	Validated by Council	5.5%	1.39%	£0	Benchmarked current framework
North Lanarkshire Council	Yes	Framework Start Date	£600,000	Scotland Excel M.I.	5.5%	1.39%	£8,340	Benchmarked current framework
Orkney Islands Council	Yes	Framework Start Date	£47,700	Scotland Excel M.I.	5.5%	1.39%	£663	Benchmarked current framework
Perth & Kinross Council	Yes	Framework Start Date	£230,000	Validated by Council	5.5%	1.39%	£3,197	Benchmarked current framework
Renfrewshire Council	Yes	Framework Start Date	£242,050	Scotland Excel M.I.	5.5%	1.39%	£3,364	Benchmarked current framework
Scottish Borders Council	Yes	Framework Start Date	£240,000	Validated by Council	5.5%	1.39%	£3,336	Benchmarked current framework
Shetland Islands Council	Yes	Framework Start Date	£68,250	Scotland Excel M.I.	5.5%	1.39%	£949	Benchmarked current framework
South Ayrshire Council	No	Framework Start Date	£0	Validated by Council	5.5%	1.39%	£0	Benchmarked current framework
South Lanarkshire Council	Yes	Framework Start Date	£625,000	Validated by Council	5.5%	1.39%	£8,688	Benchmarked current framework
Stirling Council	No	Framework Start Date	£0	Scotland Excel M.I.	5.5%	1.39%	£0	Benchmarked current framework
West Dunbartonshire Council	Yes	Framework Start Date	£90,000	Validated by Council	5.5%	1.39%	£1,251	Benchmarked current framework
West Lothian Council	Yes	Framework Start Date	£530,000	Validated by Council	5.5%	1.39%	£7,367	Benchmarked current framework
Tayside Contracts	Yes	Framework Start Date	£559,500	Scotland Excel M.I.	5.5%	1.39%	£7,777	Benchmarked current framework
<b>Totals</b>			<b>£9,591,580</b>			<b>1.4%</b>	<b>£133,323</b>	
Associate Members	Yes	Framework Start Date	£900,000	Scotland Excel M.I.	5.5%	1.39%	£12,510	Benchmarked current framework
<b>Totals</b>			<b>£10,491,580</b>			<b>1.4%</b>	<b>£145,833</b>	

## Appendix 2 – Summary of Offers Received

Name of Tenderer	SME Status	Location	Lot(s) Tendered	Lot(s) Awarded
Aebi Schmidt UK Limited	Medium	Peterborough	4, 7	4, 7
Allglass Automotive & Plant glazing LTD	Micro	Glasgow	5	N/A
Alliance Automotive UK LV Limited	Large	Birmingham	1, 2, 6, 7	1, 2, 7
A M Phillip Trucktech Ltd	Medium	Forfar	1	1
Arnold Clark Automobiles Limited	Large	Glasgow	1, 2, 6	1, 2
Autoparts Stornoway Limited	Small	Isle of Lewis	1, 2, 6	1, 2
Bowen Fluid Engineering Limited	Small	Rosyth	3	3
Brush Technology Limited	Small	Newcastle Upon Tyne	4	4
Contract Vehicles Fleet Services Limited T/A Cartwright Fleet services	Medium	Leeds	1	1
Clarik Limited	Small	Rosyth	6	N/A
DAF Trucks Limited	Large	Oxford	1, 2, 6	1, 2, 6
Dennis Eagle Limited	Large	Warwick	1, 2, 7	1, 2, 7
Dingbro Limited	Large	Aberdeen	1, 2, 3, 6	1, 2, 3, 6
Econ Engineering Limited	Medium	Ripon	7	7
FAUN Zoeller (UK) Limited	Medium	Redditch	7	7
Fleet Factors Limited	Medium	Middlesbrough	1, 2, 3, 4, 5, 6, 7	1, 2, 3, 4, 5, 6, 7
Fluidtek Services Limited	Micro	Glasgow	3	3
George Parker Hoses	Micro	Musselburgh	3	3
Farid Hillend Engineering Limited	Medium	Dunfermline	7	7
Highland Motor Parts Limited	Large	Inverness	1, 2, 6	1, 2
Highland Windscreen Services Limited	Micro	Inverness	5	5
Hydrasun Limited	Large	Aberdeen	3	3
Hydraulink Ltd	Micro	Glasgow	3	3
Masterparts (Bellshill) Limited	Micro	Bellshill	1, 2, 6	1, 2
MGM Hoses Ltd T/A Pirtek Paisley *	Micro	Paisley	3	3
National Windscreens (Replacements) Limited	Medium	Tamworth	5	5
Pistons & Components (Glasgow) Limited	Micro	Glasgow	1	N/A
Plant Glazing Limited	Small	Perth	5	5
Prime Industrial & Janitorial Supplies Limited	Small	Dunfermline	6	6
Scotglass Limited	Micro	Inverurie	5	N/A
Scotia Bearings & Hydraulics Ltd	Small	Grangemouth	3	3
Robert Innes T/A Southwest Windscreens	Micro	Dumfries	5	5
Strathclyde Windscreens Limited	Small	Hamilton	5	5
United Industrial Supplies Ltd	Medium	Norfolk	6	N/A
Volvo Group UK Limited T/A Volvo Truck and Bus Centre North & Scotland	Large	Warwick	1, 2, 6	1, 2
Windscreen Services (Argyll) Ltd	Small	Oban	5	5

\* FOOTENOTE 1



Consortium Bid comprised of:

MGM Hoses Ltd T/A Pirtek Paisley

Mitreshelf 505 Limited T/A Pirtek Edinburgh

George Colliar Ltd T/A Pirtek Kinross, Falkirk, Dundee, Perth and Glasgow

MH Enterprises (North) Limited T/A Pirtek Aberdeen

GMM Hydraulics Ltd T/A Pirtek Kilmarnock

### Appendix 3 - Scoring and Recommendations

LOT 1 - PARTS FOR LIGHTS AND HEAVY VEHICLES		
Tenderer	SCORE	Awarded (Yes/No)
Masterparts (Bellshill) Limited	92.79	Yes
Dingbro Limited	70.71	Yes
Fleet Factors Limited	67.21	Yes
Alliance Automotive UK LV Limited	58.51	Yes
Volvo Group UK Ltd T/A Volvo Truck and Bus Centre North & Scotland	56.97	Yes
DAF Trucks Limited	52.04	Yes
A M Phillip Trucktech Ltd	50.81	Yes
Highland Motor Parts Limited	48.96	Yes
Autoparts Stornoway Limited	45.17	Yes
Contract Vehicles Fleet Services Ltd T/A Cartwright Fleet Services	38.74	Yes
Dennis Eagle Limited	38.01	Yes
Arnold Clark Automobiles Limited	37.18	Yes
Pistons & Components (Glasgow) Limited	Non-Compliant Bid	

LOT 2 - AUTO ELECTRICS		
Tenderer	SCORE	Awarded (Yes/No)
Masterparts (Bellshill) Limited	94.00	Yes
Fleet Factors Limited	87.76	Yes
Dingbro Limited	81.12	Yes
Alliance Automotive UK LV Limited	71.91	Yes
DAF Trucks Limited	66.50	Yes
Autoparts Stornoway Limited	60.52	Yes
Volvo Group UK Ltd T/A Volvo Truck and Bus Centre North & Scotland	60.09	Yes
Arnold Clark Automobiles Limited	55.17	Yes
Highland Motor Parts Limited	54.71	Yes
Dennis Eagle Limited	51.84	Yes

LOT 3 - HYDRAULIC HOSES		
Tenderer	SCORE	Awarded (Yes/No)
Hydrasun Limited	93.69	Yes
Fluidtek Services Limited	91.34	Yes
Scotia Bearings & Hydraulics Ltd	71.01	Yes
Fleet Factors Limited	69.73	Yes
Dingbro Limited	68.60	Yes
Hydraulink Ltd	68.08	Yes
George Parker Hoses	62.92	Yes
MGM Hoses Ltd T/A Pirtek Paisley *	56.96	Yes
Bowen Fluid Engineering Limited	54.98	Yes

\*Please see "FOOTNOTE 1", Appendix 2

<b>LOT 4 - REPLACEMENT SWEEPER BRUSHES</b>		
<b>Tenderer</b>	<b>SCORE</b>	<b>Awarded (Yes/No)</b>
Brush Technology Limited	86.50	Yes
Fleet Factors Limited	57.08	Yes
Aebi Schmidt UK Limited	55.85	Yes

<b>LOT 5 - REPLACEMENT GLASS</b>		
<b>Tenderer</b>	<b>SCORE</b>	<b>Awarded (Yes/No)</b>
Highland Windscreen Services Limited	94.93	Yes
Robert Innes T/A Southwest Windscreens	93.25	Yes
Plant Glazing Limited	91.58	Yes
National Windscreens (Replacements) Limited	91.01	Yes
Fleet Factors Limited	80.55	Yes
Strathclyde Windscreens Limited	77.06	Yes
Windscreen Services (Argyll) Ltd	74.13	Yes
Scotglass Limited	35.69	No
Allglass Automotive & Plant glazing Ltd	Non-Compliant Bid	

<b>LOT 6 - CONSUMABLES</b>		
<b>Tenderer</b>	<b>SCORE</b>	<b>Awarded (Yes/No)</b>
Prime Industrial & Janitorial Supplies Limited	95.50	Yes
DAF Trucks Limited	74.66	Yes
Fleet Factors Limited	71.30	Yes
Dingbro Limited	67.95	Yes
United Industrial Supplies Ltd	54.44	No
Highland Motor Parts Limited	54.19	No
Masterparts (Bellshill) Limited	53.80	No
Volvo Group UK Ltd T/A Volvo Truck and Bus Centre North & Scotland	50.42	No
Autoparts Stornoway Limited	48.04	No
Alliance Automotive UK LV Limited	47.59	No
Clarik Limited	45.07	No
Arnold Clark Automobiles Limited	27.79	No

<b>LOT 7 - PARTS FOR SPECIALIST VEHICLES</b>		
<b>Tenderer</b>	<b>SCORE</b>	<b>Awarded (Yes/No)</b>
Fleet Factors Limited	97.50	Yes
Aebi Schmidt UK Limited	97.00	Yes
Dennis Eagle Limited	96.63	Yes
Econ Engineering Limited	95.75	Yes
Farid Hillend Engineering Limited	95.50	Yes
Alliance Automotive UK LV Limited	93.75	Yes
FAUN Zoeller (UK) Limited	93.50	Yes

## Appendix 4- List of Recommended Suppliers with Living Wage Status

Tenderer	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
Aebi Schmidt UK Limited				Yes		
Alliance Automotive UK LV Limited						Yes
A M Phillip Trucktech Ltd		Yes				
Arnold Clark Automobiles Limited	Yes					
Autoparts Stornoway Limited					Yes	
Bowen Fluid Engineering Limited		Yes				
Brush Technology Limited		Yes				
Contract Vehicles Fleet Services Limited T/A Cartwright Fleet Services				Yes		
DAF Trucks Limited	Yes					
Dennis Eagle Limited	Yes					
Dingbro Limited						Yes
Econ Engineering Limited				Yes		
FAUN Zoeller (UK) Limited				Yes		
Fleet Factors Limited						Yes
Fluidtek Services Limited				Yes		
Farid Hillend Engineering Limited			Yes			
George Parker Hoses				Yes		
Highland Motor Parts Limited	Yes					
Highland Windscreen Services Limited			Yes			
Hydrasun Limited				Yes		
Hydraulink Ltd		Yes				
Masterparts (Bellshill) Limited				Yes		
MGM Hoses Ltd T/A Pirtek Paisley*				Yes		
National Windscreens (Replacements) Limited						Yes
Plant Glazing Limited				Yes		
Prime Industrial & Janitorial Supplies Limited				Yes		
Scotia Bearings & Hydraulics Ltd				Yes		
Strathclyde Windscreens Limited				Yes		
Robert Innes T/A Southwest Windscreens				Yes		
Volvo Group UK Ltd T/A Volvo Truck and Bus Centre North & Scotland				Yes		
Windscreen Services (Argyll) Ltd				Yes		

## **Appendix 5 – Segmentation classifications**

0720 Supply and Delivery of Vehicle Parts is classified as class D.

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.