

Scotland Excel

To: Executive Sub Committee

On: 31 March 2017

**Report
by
Director Scotland Excel**

Tender: Supply and Delivery of Education and Office Furniture

Schedule: 02/16

Period: 1 March 2017 until 29 February 2020 with an option to extend until 28 February 2021. (Effective from 1 May 2017).

1. Introduction and Background

This recommendation is for the award of a second generation framework agreement for the combined provision of education and office furniture. The agreement will be effective from 1 May 2017 until 29 February 2020 with an option to extend for up to a further period of 1 year until 28th February 2021.

The framework will provide councils and other participating bodies with a mechanism to procure a wide range of furniture suitable for classrooms, pre-5 environments, dining rooms and flexible learning spaces. Furniture for use in a variety of office environments is also available along with furniture suitable for meeting rooms, reception areas and flexible work spaces.

2. Scope, Participation and Spend

The framework is divided into the 11 Lots detailed in Table 1 which were approved by council representatives at strategy development stage of the tender process. Products within each Lot will be available at market entry, mid-range and premium quality levels to ensure scope of provision suited to all budgets and environments.

Lot 6 for Pre-5 furniture has been introduced as a new Lot in this framework to support the Scottish Government's continued investment in early years education while Lots 5 and 11 offer options for kit-out of larger projects, often with a requirement for project management and frequently awarded through mini-competition processes to derive maximum value for councils.

Table 1: Lotting Structure

Lot Number	Lot Description	Estimated % of Expenditure per Lot
1	Educational Seating	15%
2	Educational Desks and Tables	11%
3	Educational Storage	15%
4	Educational Dining Furniture	12%
5	Education Full Kit-Out	6%
6	Pre-5 Furniture	New Requirement
7	Office Seating	13%
8	Office Desks and Tables	10%
9	Office Meeting Room and Reception Furniture	6%
10	Office Storage Furniture	7%
11	Office Full Kit-Out	5%

31 councils in Scotland will be participating in the framework along with Tayside Contracts and Associate Members of Scotland Excel. (Glasgow City Council will not be participating in the framework as it utilises its own in-house facility to manufacture its furniture requirements).

The Scottish Prison Service and Strathclyde Partnership for Transport have both confirmed their participation, exemplifying cross sector collaboration, and along with Tayside Contracts and Associate Members, were included in the Contract Notice for this framework.

The forecast spend for the framework has increased to £9 million per annum and £36 million over the 4 years of the framework, including any extension period. This will allow for growth through the framework and provision of requirements for school estate, ongoing council office rationalisation programmes and for the Scottish Government's investment in Early Years Education programmes.

3. Procurement Process

A User Intelligence Group (UIG) consisting of procurement and technical representatives from participating councils was established to support the development of the procurement strategy and specification.

The market for furniture demonstrates a mature and highly competitive supply base with a mix of manufacturers and resellers. The UIG endorsed the use of an open tender process to ensure maximum interest, competition and flexibility of provision within the new framework. It was also agreed that the procurement process should follow a two stage tendering procedure. Stage one, Qualification, was conducted using the European Single Procurement Document (ESPD). The ESPD requires bidders to answer a number of qualification questions along with questions relating to insurance, financial standing, quality management, health and safety and environmental management.

Bidders were invited to offer on a lot by lot basis and provide contract prices against a defined basket of furniture product types commonly purchased by councils, and these prices were used in the commercial evaluation of offers.

Bidders were invited to offer against each item on up to three market quality levels, an entry level; a mid-level and a premium offering. Offers were evaluated on a “like for like basis” within their designated range to establish the overall commercial scoring.

Bidders were requested to provide set percentage discount structures against Recommended Retail Prices (RRP) and/or product catalogue contract prices for specific products or product ranges relating to each lot as well as confirming which councils they were prepared to service.

A condition of the tender is that all furniture ranges offered under this framework must be certified by recognised furniture testing institutes such as FIRA (Furniture Industry Research Association) or SATRA Laboratories in relation to safety and product integrity etc. and that any wood based products must evidence that The Forest Stewardship Council (FSC)/Programme for the Endorsement of Forest Certification (PEFC) is in place.

At the second stage of the tender process, offers were evaluated on a basket of commonly purchased products per Lot using the following criteria and weightings.

Table 2: Tender Weightings

Lot Number	Lot Description	Technical Weighting	Commercial Weighting
1	Educational Seating	15%	85%
2	Educational Desks and Tables	15%	85%
3	Educational Storage	15%	85%
4	Educational Dining Furniture	15%	85%
5	Education Full Kit-Out	Not Applicable	
6	Pre-5 Furniture	15%	85%
7	Office Seating	15%	85%
8	Office Desks and Tables	15%	85%
9	Office Meeting Room and Reception Furniture	15%	85%
10	Office Storage Furniture	15%	85%
11	Office Full Kit-Out	Not Applicable	

The majority of Kit-Outs (Lots 5 and 11) are likely to be determined via mini-competitions and can vary significantly in scope and product volume therefore Scotland Excel did not request commercial submissions for these two Lots.

Instead, bidders were requested to confirm their ability and willingness to provide a Kit-Out service and only successful suppliers for Education Lots 1 – 4 and Office Lots 7 – 10 who met this criterion have been put forward for inclusion in the relevant Lot.

Lot 6 (Pre-5 Furniture) has not been included within full Kit-Out of Education Furniture to generate maximum interest in the market for this new provision and to encourage maximum council spend through the framework.

During the development of the procurement strategy, Scotland Excel consulted with a wide range of stakeholders to inform the strategy including the Furniture Industry Research Association (FIRA). Following publication of a Prior Information Notice a number of supplier meetings were held to share information on market trends and developments.

As a result of this engagement, the latest British Standards for furniture were incorporated into product specifications and a requirement to promote Supported Businesses through framework suppliers was included.

4. Report on Offers Received

In total 65 organisations accessed the tender documents, with 26 tender offers received by the closing date and time.

One supplier withdrew their bid and a second supplier was unable to provide all the required supporting documents rendering their offer non-compliant.

Based on the criteria and scoring methodology set out in the tender document, a full evaluation of the remaining 24 compliant offers was carried out. The overall scores per Lot are detailed in Appendix 3.

5. Recommendations

Based on the evaluation conducted by Scotland Excel with the support of a technical panel, it is recommended that the framework is awarded to 21 suppliers across the 11 Lots as outlined in Appendix 3. This approach will secure best value, offers sufficient capacity either for small scale product refresh or for large scale new and refurbishment projects and provide full geographic and service coverage.

These 21 suppliers represent a mix of small, medium and large manufacturers and resellers, with 8 being classed as micro (less than 10 personnel) or small enterprises and 1 supplier is a supported business.

6. Benefits

Savings

A benchmarking exercise was conducted across the tendered core list of items (basket of products) against current supplier framework delivered prices to ensure true comparison of products, thereby providing an accurate reflection of price differential and an estimate of potential savings available to the customer base. The savings figures for each Lot was totalled to establish the average saving across the whole framework.

This equates to an overall weighted average saving of 4.4% across the framework or £396K per annum based on annual forecast spend of £9 million. While market entry level product pricing has increased, limited savings can be derived on mid-quality furniture ranges with substantial savings on premium quality furniture ranges.

Given that much of the furniture purchased will be for larger scale new build or refurbishment projects or for rolling programmes, it is likely that councils will utilise the mini-competition process to derive additional savings and produce best value.

Price Stability

It is a condition of the framework that pricing will remain stable for the first 12 months of the framework period following which, any application for a price increase can only be submitted for consideration at least 60 days before the anniversary of the framework commencement date along with independent supporting documentary evidence which will be assessed against the appropriate market indices for furniture.

Sustainable Procurement Benefits

Scotland Excel sought external guidance during the strategy development phase to establish the most relevant sustainable factors for inclusion in the framework and to ensure that the framework would deliver pertinent economic, social and environmental value to councils procuring through it. The framework provides opportunities relating to Supported Businesses, the Circular Economy (looks beyond make, take, dispose to recover, restore, regenerate), the inclusion of training and development of skills and the further expansion of the supply base through inclusion of several new Small to Medium Enterprises (SME's).

Sustainability considerations featured heavily in the technical product specifications derived from advice from FIRA (Furniture Industry Research Association), Government Buying Standards and EU-Green Public Procurement, and this guidance and direction had a direct influence on developing the sustainability elements for this procurement.

Environmental Benefits

In order to provide assurances that wood and wood-based products originate from sustainably managed forests, it is a requirement of this framework that all timber used in manufacture comes from a sustainable source and must have Chain of Custody tracking documents to meet the requirements of UK and EU timber regulations.

Six of the recommended suppliers, whether manufacturers or resellers of furniture, are members of the Furniture Industry Sustainability Programme (FISP) which demonstrates their sustainable and corporate social responsibility credentials. Several more manufacturers involved in the supply chain of recommended resellers are also members of FISP.

Other environmental components of the framework which contribute towards achievement of Scotland's National Outcomes are:

- promotion of furniture Take-Back schemes by suppliers, to encourage reuse or remanufacture
- use of re-cycled content in final product
- reuse of packaging materials for original purpose
- reduction of waste materials
- innovation for delivery planning and logistics such as use of vehicle trackers and on-site furniture assembly

In addition to the above, many of the suppliers are ISO14001 accredited to ensure they utilise effective environmental management systems along with operating robust transport strategies, using Euro V and V1 compliant vehicles for delivery to sites.

Community Benefits

Bidders were asked to provide community benefits commitments for the duration of the framework. The following list details some examples of the community benefits commitments from the recommended suppliers which will be monitored throughout the lifetime of the framework:-

- establishment of a learning zone, available to local schools and enterprises - subject to successful participation in the framework
- apprenticeships and several summer placements in CAD and Design services for university students, for each year of the framework
- summer work experience placements for 5th/6th year pupils
- engagement of modern apprentice trainees
- engagement with local authorities and local employment programmes to determine employment proposals
- industry related training in corporate social responsibility
- work placements with area sales manager for mentoring purposes
- visits to furniture manufacturers for school pupils
- donations of furniture during each year of the framework to local community groups
- charitable donations during each year of the framework

Community Benefits – Supported Businesses

To further support Scotland's National Outcomes on Sustainability, Scotland Excel incorporated a second Community Benefits requirement into this framework specifically relating to Supported Businesses.

The requirement asked successful suppliers to commit to involving Supported Businesses in contract delivery by eg sub-contracting a proportion of any business derived through the framework or by developing its Supported Business supply chain.

Several recommended suppliers already have established working relationships with Supported Businesses including Royal Strathclyde Blindcraft Industries (RSBi) in Glasgow, Matrix in Fife, Dovetail Enterprises in Dundee and North Lanarkshire Industries. Additional proposals to work with this group of Supported Businesses have been generated through the framework and these will be monitored on an ongoing basis. Some examples of these are:-

- subcontracting to North Lanarkshire Industries 10% of soft furnishing and re-upholstery requirements in year 1 of the framework, increasing on an escalation scale to 25% in year 4
- working with Matrix (Fife) and North Lanarkshire Industries in year 1 to expand on product range that can be provided through the framework and to other public sector and private organisations. In year 2 to year 4 collaboration for joint product branding and introductions to suitable new clients
- discuss expansion of existing relationship with Dovetail Enterprises to incorporate manufacture of tables and bespoke product requirements for provision through the framework
- explore opportunities for joint working with Royal Strathclyde Blindcraft Industries (RSBi), Dovetail Enterprises and North Lanarkshire Industries in year 1, along with opportunities for developing furniture take-back schemes; plans would be implemented in years 2-4 of the framework
- establish 3 sub-contracting opportunities with 3 supported businesses in year 1 and escalate to 6 opportunities in years 2,3 and 4
- collaborate with established social enterprise COPE to facilitate take-back and recycling of furniture
- proposals to explore opportunities for joint working with Royal Strathclyde Blindcraft Industries (RSBi) and Matrix

Workforce Matters

Bidders were asked to confirm their approach to workforce matters and the payment of the Scottish Living wage to their workforce. Of the 21 recommended suppliers, 19 pay above the Scottish Living Wage and Scotland Excel will work with the other 2 suppliers during the lifetime of the new framework to encourage their commitment to pay all staff the Scottish Living Wage.

Scotland Excel includes monitoring Fair Working Practices, including the Scottish Living Wage, within its contract and supplier management programme.

Other Benefits

Suppliers who derive annual spend in excess of £500K will be required to return a rebate of 1%, to councils who have provided business through the framework.

To ensure a complete furniture service is available to councils, it is a condition of the framework that a design service along with project management support

must be available to councils if required and this service provision is included in the cost of the furniture.

7. Contract Mobilisation and Management

Scotland Excel will arrange mobilisation meetings to ensure that awarded suppliers are familiar with the requirements of the framework.

In accordance with Scotland Excel's established Contract Supplier Management (CSM) programme, this framework is classed as category 2 in terms of risk and spend therefore will require bi-annual review meetings with suppliers to review the operation of the framework and to facilitate potential opportunities for development. Council UIG representatives will be consulted at least on an annual basis to ensure service levels are maintained and to gather pertinent feedback to facilitate framework improvements.

Scotland Excel will collect, analyse and review detailed supplier management information on a quarterly basis along with monitoring and reporting on framework KPI's on a regular basis, including sustainability initiatives and matters.

8. Summary

The Executive Sub Committee is requested to approve the recommendation to award this framework agreement as set out in Section 5 of this Report.

Appendix 1 – Participation, Spend and Savings Summary Education and Office Furniture 02-16

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	01 May 2017	£359,985	Supplier MI	4.4%	£15,839	Benchmarked Current Contract
Aberdeenshire Council	Yes	01 May 2017	£222,859	Suppliers MI	4.4%	£9,806	Benchmarked Current Contract
Angus Council	Yes	01 May 2017	£221,024	Supplier MI	4.4%	£9,725	Benchmarked Current Contract
Argyll & Bute Council	Yes	01 May 2017	£48,155	Council Confirmed	4.4%	£2,119	Benchmarked Current Contract
City of Edinburgh Council	Yes	01 May 2017	£474,534	Supplier MI	4.4%	£20,879	Benchmarked Current Contract
Clackmannanshire Council	Yes	01 May 2017	£37,242	Suppliers MI	4.4%	£1,639	Benchmarked Current Contract
Comhairle nan Eilean Siar	Yes	01 May 2017	£9,525	Council Confirmed	4.4%	£419	Benchmarked Current Contract
Dumfries & Galloway Council	Yes	01 May 2017	£211,405	Suppliers MI	4.4%	£9,302	Benchmarked Current Contract
Dumfries City Council	Yes	01 May 2017	£83,573	Supplier MI	4.4%	£3,677	Benchmarked Current Contract
East Ayrshire Council	Yes	01 May 2017	£9,336	Suppliers MI	4.4%	£411	Benchmarked Current Contract
East Dunbartonshire Council	Yes	01 May 2017	£45,128	Supplier MI	4.4%	£1,986	Benchmarked Current Contract
East Lothian Council	Yes	01 May 2017	£198,042	Suppliers MI	4.4%	£8,714	Benchmarked Current Contract
East Renfrewshire Council	Yes	01 May 2017	£112,746	Supplier MI	4.4%	£4,961	Benchmarked Current Contract
Falkirk Council	Yes	01 May 2017	£136,610	Suppliers MI	4.4%	£6,011	Benchmarked Current Contract
Fife Council	Yes	01 May 2017	£411,845	Council Confirmed	4.4%	£18,121	Benchmarked Current Contract
Glasgow City Council	No	01 May 2017	Not Participating				
Highland Council	Yes	01 May 2017	£175,387	Supplier MI	4.4%	£7,717	Benchmarked Current Contract
Inverclyde Council	Yes	01 May 2017	£139,916	Suppliers MI	4.4%	£6,156	Benchmarked Current Contract
Midlothian Council	Yes	01 May 2017	£118,293	Supplier MI	4.4%	£5,205	Benchmarked Current Contract
North Ayrshire Council	Yes	01 May 2017	£43,473	Suppliers MI	4.4%	£1,913	Benchmarked Current Contract
North Lanarkshire Council	Yes	01 May 2017	£469,681	Council Confirmed	4.4%	£20,666	Benchmarked Current Contract
Orkney Islands Council	Yes	01 May 2017	£42,528	Suppliers MI	4.4%	£1,871	Benchmarked Current Contract
Perth & Kinross Council	Yes	01 May 2017	£313,491	Supplier MI	4.4%	£13,794	Benchmarked Current Contract
Renfrewshire Council	Yes	01 May 2017	£234,543	Suppliers MI	4.4%	£10,320	Benchmarked Current Contract
Scottish Borders Council	Yes	01 May 2017	£74,732	Supplier MI	4.4%	£3,288	Benchmarked Current Contract
Shetland Islands Council	Yes	01 May 2017	£399	Suppliers MI	4.4%	£18	Benchmarked Current Contract
South Ayrshire Council	Yes	01 May 2017	£222,228	Supplier MI	4.4%	£9,778	Benchmarked Current Contract
South Lanarkshire Council	Yes	01 May 2017	£285,794	Suppliers MI	4.4%	£12,575	Benchmarked Current Contract
Stirling Council	Yes	01 May 2017	£110,322	Supplier MI	4.4%	£4,854	Benchmarked Current Contract
Tayside Councils	Yes	01 May 2017	£301	Suppliers MI	4.4%	£13	Benchmarked Current Contract
The Moray Council	Yes	01 May 2017	£73,441	Council Confirmed	4.4%	£3,231	Benchmarked Current Contract
West Dunbartonshire Council	Yes	01 May 2017	£31,795	Suppliers MI	4.4%	£1,399	Benchmarked Current Contract
West Lothian Council	Yes	01 May 2017	£547,198	Council Confirmed	4.4%	£24,077	Benchmarked Current Contract
Associate Members	Yes	01 May 2017	£132,966	Suppliers MI	4.4%	£5,851	Benchmarked Current Contract
Scottish Prison Service	Yes	01 May 2017	£86,760	Suppliers MI	4.4%	£3,817	Benchmarked Current Contract
Strathclyde Partnership for Transport	Yes	01 May 2017	£77,235	Suppliers MI	4.4%	£3,398	Benchmarked Current Contract
Totals			£5,762,492		4.4%	£253,550	

Appendix 2 - SME Status

Tenderers	SME Status	Location	Lots Tendered
Atlas Business Interiors Ltd	Small	Carlisle	7, 8, 9 & 10
Azzurro Ltd	Small	Airdrie	7, 8, 9 & 10
Bilfinger Europa Facility Management Limited	Medium	London	7, 8, 9 & 10
British Thornton ESF Limited	Medium	Keighley	1, 2, 3, 4 & 6
Caledonian Furniture Manufacturing Ltd	Micro	Cumbernauld	1, 2, 3 & 6
City Building (Contracts) LLP	Large	Glasgow	1, 2, 3, 8, 9 & 10
Claremont Office Furniture Ltd	Small	Glasgow	1, 2, 3, 4, 6, 7, 8, 9 & 10
Community Products (UK) Limited	Medium	Robertsbridge	6
Demco Europe Limited	Small	Rushden	6
EFG European Furniture Group Ltd	Large	Warrington	7, 8, 9 & 10
Educational and Municipal Equipment Ltd t/a EME Furniture	Small	Keighley	1, 2, 3, 4 & 6
EQUIP4WORK Ltd t/a Office Furniture Online	Small	Carlisle	1, 2, 3, 4, 6, 7, 8, 9 & 10
Findel Education Supplies Limited	Large	Hyde	1, 2, 3, 4 & 6
Furniture @ work Ltd	Medium	Glasgow	1, 2, 3, 4, 7, 8, 9 & 10
Godfrey Syrett Limited	Medium	Killingworth	1, 2, 3, 4, 6, 7, 8, 9 & 10
Gopak Ltd	Small	Hythe	4
GTS Trade Ltd	Small	Lerwick	1, 2, 4, 7, 8, 9 & 10
Sharp Business Systems UK plc	Medium	Wakefield	1, 2, 3, 4, 6, 7, 8, 9 & 10
Langstane Press Limited	Medium	Aberdeen	1, 2, 3, 4, 6, 7, 8, 9 & 10
Saxen Ltd	Micro	Newmilns	7, 8 & 9
SICO Europe Limited	Medium	Hythe	4
Spaceright Europe Limited	Medium	Cumbernauld	3, 4, 6 & 10
The Consortium Limited	Large	Trowbridge	1, 2, 3, 4, 6, 7, 8, 9 & 10
Wagstaff Bros., Limited	Medium	London	7, 8, 9 & 10
Wagstaff School Furniture Limited	Micro	Clydebank	4
YPO Procurement Holdings Limited	Large	Wakefield	1, 2, 3, 4, 6, 7, 8, 9 & 10

Appendix 3 - Scoring and Recommendations

(*) Denotes Recommended Supplier

Lot 1 - Educational Seating	
Tenderer	Score
Sharp Business Systems UK plc*	96.75
Langstane Press Limited*	96.71
Claremont Office Furniture Ltd*	92.60
Godfrey Syrett Limited*	90.86
Furniture @Work Ltd*	88.66
City Building (Contracts) LLP*	80.04
YPO Procurement Holdings Limited	66.46
The Consortium Limited	65.47
EQUIP4WORK Ltd t/a Office Furniture Online	63.32
British Thornton ESF Limited	58.82
Educational and Municipal Equipment Ltd t/a EME Furniture	58.82
GTS Trade Ltd	52.43
Findel Education Supplies Limited	52.31

Lot 2 - Education Desks and Tables	
Tenderer	Score
Sharp Business Systems UK plc*	96.75
British Thornton ESF Limited*	92.62
Educational and Municipal Equipment Ltd t/a EME Furniture*	92.62
Claremont Office Furniture Ltd*	91.24
Godfrey Syrett Limited*	87.61
Langstane Press Limited*	78.14
YPO Procurement Holdings Limited*	72.77
Furniture @Work Ltd	63.31
The Consortium Limited	60.48
EQUIP4WORK Ltd t/a Office Furniture Online	58.51
Findel Education Supplies Limited	55.06
City Building (Contracts) LLP	51.95
GTS Trade Ltd	44.36

Lot 3 - Educational Storage Furniture	
Tenderer	Score
Sharp Business Systems UK plc*	96.75
Langstane Press Limited*	96.47
British Thornton ESF Limited*	90.04
Educational and Municipal Equipment Ltd t/a EME Furniture*	90.04
City Building (Contracts) LLP*	87.41
Godfrey Syrett Limited*	79.44
Furniture @Work Ltd*	76.66
YPO Procurement Holdings Limited*	75.81
The Consortium Limited	61.36
Claremont Office Furniture Ltd	43.85
EQUIP4WORK Ltd t/a Office Furniture Online	43.58
Spaceright Europe Limited	43.52
Findel Education Supplies Limited	40.10

Lot 4 - Educational Dining Furniture	
Tenderer	Score
Spaceright Europe Limited*	93.50
YPO Procurement Holdings Limited*	92.94
Furniture @Work Ltd*	92.60
Langstane Press Limited*	90.12
Sico Europe Limited*	89.58
Claremont Office Furniture Ltd*	88.32
EQUIP4WORK Ltd t/a Office Furniture Online*	87.78
Sharp Business Systems UK plc*	87.67
The Consortium Limited*	85.16
British Thornton ESF Limited*	79.83
Educational and Municipal Equipment Ltd t/a EME Furniture*	79.83
Godfrey Syrett Limited*	78.02
Findel Education Supplies Limited*	73.67
GTS Trade Ltd*	69.64
Wagstaff School Furniture Limited*	69.29
Gopak Ltd*	68.97

Lot 5 - Education Furniture Full Kit-Out Facility	
Tenderer	
Sharp Business Systems UK plc*	
Langstane Press Limited*	
Godfrey Syrett Limited*	

Lot 6 - Pre-5 Furniture	
Tenderer	Score
Sharp Business Systems UK plc*	96.75
Claremont Office Furniture Ltd*	86.56
Godfrey Syrett Limited*	84.19
British Thornton ESF Limited*	83.68
Educational and Municipal Equipment Ltd t/a EME Furniture*	83.68
Langstane Press Limited*	78.82
Spaceright Europe Limited*	70.21
YPO Procurement Holdings Limited*	67.55
The Consortium Limited	57.73
Community Products (UK) Limited	51.98
EQUIP4WORK Ltd t/a Office Furniture Online	50.77
Findel Education Supplies Limited	46.23

Lot 7 - Office Seating	
Tenderer	Score
Langstane Press Limited*	97.75
Sharp Business Systems UK plc*	88.21
Bilfinger Europa Facility Management Limited*	86.63
Azzurro Ltd*	86.22
Claremont Office Furniture Ltd*	83.99
Atlas Business Interiors Ltd	69.11
Saxen Ltd	65.91
Wagstaff Bros., Limited	63.05
The Consortium Limited	62.91
Godfrey Syrett Limited	62.54
Furniture @Work Ltd	59.76
YPO Procurement Holdings Limited	57.47
EQUIP4WORK Ltd t/a Office Furniture Online	55.55
EFG European Furniture Group Ltd	52.16
GTS Trade Ltd	44.90

Lot 8 - Office Desks and Tables	
Tenderer	Score
Godfrey Syrett Limited*	95.25
Sharp Business Systems UK plc*	94.05
Langstane Press Limited*	90.82
Azzurro Ltd*	84.01
Claremont Office Furniture Ltd*	81.53
Wagstaff Bros., Limited*	80.32
Atlas Business Interiors Ltd*	80.27
Bilfinger Europa Facility Management Limited*	76.81
City Building (Contracts) LLP*	75.69
YPO Procurement Holdings Limited	70.45
EFG European Furniture Group Ltd	65.52
Furniture @Work Ltd	60.23
The Consortium Limited	60.16
Saxen Ltd	58.31
EQUIP4WORK Ltd t/a Office Furniture Online	56.19
GTS Trade Ltd	40.68

Lot 9 - Office Meeting Room and Reception Furniture	
Tenderer	Score
Langstane Press Limited*	97.75
Sharp Business Systems UK plc*	90.12
Claremont Office Furniture Ltd*	76.87
Azzurro Ltd*	76.56
Bilfinger Europa Facility Management Limited*	69.32
Atlas Business Interiors Ltd*	68.34
Wagstaff Bros., Limited	64.08
Godfrey Syrett Limited	63.08
City Building (Contracts) LLP	62.96
The Consortium Limited	60.98
Furniture @Work Ltd	57.26
Saxen Ltd	56.13
YPO Procurement Holdings Limited	50.87
EFG European Furniture Group Ltd	50.53
EQUIP4WORK Ltd t/a Office Furniture Online	47.81
GTS Trade Ltd	44.50

Lot 10 - Office Storage Furniture	
Tenderer	Score
Claremont Office Furniture Ltd*	97.25
Langstane Press Limited*	95.48
Sharp Business Systems UK plc*	92.03
Godfrey Syrett Limited*	83.71
Azzurro Ltd*	81.84
Wagstaff Bros., Limited*	80.99
Atlas Business Interiors Ltd*	80.56
Bilfinger Europa Facility Management Limited*	73.06
EQUIP4WORK Ltd t/a Office Furniture Online*	72.35
City Building (Contracts) LLP*	70.78
YPO Procurement Holdings Limited*	69.22
Furniture @Work Ltd	57.92
The Consortium Limited	57.70
EFG European Furniture Group Ltd	53.83
GTS Trade Ltd	48.61
Spaceright Europe Limited	48.27

Lot 11 - Office Furniture Full Kit-Out Facility
Tenderer
Sharp Business Systems UK plc*
Langstane Press Limited*
Claremont Office Furniture Ltd*
Azzurro Ltd*
Bilfinger Europa Facility Management Limited*