

Scotland Excel

To: Executive Sub-Committee

On: 28 January 2022

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

Tender: Supply & Delivery of Heavy and Municipal Vehicles

Schedule: 0321

Period: 1st January 2022 to 31st December 2023 with the option to extend to up to two twelve-month periods

1. Introduction and Background

This recommendation is for the award of the fourth-generation framework for the Supply & Delivery of Heavy and Municipal Vehicles.

This proposed framework was originally advertised for the period from 1st January 2022 to 31st December 2023 with the option to extend for up to two twelve-month periods until 31st December 2025. Subject to approval and completion of a standstill period, the framework is intended to commence on or around 18th February 2022.

This framework is for the supply and delivery of various vehicle types, including, but not limited to, chassis, refuse collection vehicles, winter maintenance vehicles, road sweeping vehicles, and more general use vehicles for all 32 member councils in Scotland, as well as Associate Members and Tayside Contracts. This also includes specialist body building services as well as options for alternative fuelled vehicles (electric, hydrogen or hybrid etc.).

2. Scope, Participation and Spend

As part of the strategy development, the User Intelligence Group (UIG) endorsed the inclusion of 16 lots as summarised in Table 1.

Table 1: Lotting Structure

Lot No.	Description	Estimated % of Spend through lot
Lot 1	Chassis	45%
Lot 2	Alternative Fuelled Chassis	4%
Lot 3	Bodies for Tippers	1%
Lot 4	Bodies for Skip Loaders	1%
Lot 5	Bodies for Gully Emptiers	1%
Lot 6	Bodies for Road Sweepers	3%
Lot 7	Complete Road Sweeper Vehicles	2%
Lot 8	Alternative Fuelled Complete Road Sweeper Vehicles	1%
Lot 9	Bodies for Gritters	4%
Lot 10	Bodies for Refuse Collection Vehicles	25%
Lot 11	Accessible Buses	5%
Lot 12	Library Buses	2%
Lot 13	Bin Lifts	3%
Lot 14	Trailers	1%
Lot 15	Aerial Platforms	1%
Lot 16	Lorry Mounted Cranes	1%

As detailed in Appendix 1 – Participation and Spend Summary, 31 councils are anticipated to participate in this framework. East Ayrshire Council have their own agreement and have indicated that they will not be purchasing from the Scotland Excel framework agreement.

To ensure that all 32 councils have the option to use the framework where it provides them with best value, all councils have been listed in the contract notice as participants.

The forecast annual spend for participating councils and associate members, with contingency for any unprojected spend is £25 million per annum. This equates to an estimated spend of £100 million in total over the full four-year term of the framework (if the extension options are exercised).

3. Procurement Process

A UIG consisting of representatives from participating members endorsed the procurement strategy. In addition, a technical group was formed to assist in the development of technical specifications and participate in the evaluation process.

Scotland Excel has taken cognisance of the current situation and impact during the tender exercise of the Coronavirus outbreak. Balancing the current situation with the need to provide a route to market for councils seeking the supply and delivery of heavy and municipal vehicles, being essential to the way in which councils perform their statutory duties, Scotland Excel determined it was appropriate to undertake this renewal tender exercise and recommend the establishment of this framework.

A Prior Information Notice (PIN) was published on 18th February 2021, which resulted in expressions of interest from 68 suppliers. Suppliers were given the opportunity to provide Scotland Excel with information in relation to, but not limited to market intelligence and market trends to help inform the strategy.

The Contract Notice was published via the Find A Tender and Public Contracts Scotland (PCS) portal on 12th October 2021, with the tender documentation being immediately available via the Public Contracts Scotland Tender (PCS-T) system. The tender exercise 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: 30%
Commercial: 70%

Within the technical section, bidders were required to evidence their knowledge and experience by responding to method statements. These statements covered support services, spare parts, operational processes and sustainability. Within the technical section, bidders were also required to respond to questions relating to fair work practices and community benefits. These elements were scored in accordance with the published methodology, summarised in Table 2.

Table 2: Technical Section Scoring

Questions (ALL LOTS)	Max Score
Method Statement 1 – Support Services	8
Method Statement 2 – Spare Parts	3
Method Statement 3 – Operational Processes	6
Method Statement 4 – Sustainability	4
Fair Work First	4
Community Benefits	5
Total	30

Within the commercial section, bidders' commercial scores were evaluated on a lot by lot basis in accordance with the published methodology.

Due to their unique and innovative nature, for Lot 2 (Alternative Fuelled Chassis) and Lot 8 (Alternative Fuelled Complete Road Sweeper Vehicles), bidders were required to provide a list of products falling within the scope of these lots that:

- are currently available to purchase within the UK market; or
- are going to be introduced and become available for purchase during the lifetime of the framework

Only those bidders who met the requirements in line with the published evaluation methodology were eligible to be awarded a place on Lot 2 and/or Lot 8.

4. Report on Offers Received

The tender was accessed by 61 organisations, with 38 tender responses received by the specified closing date and time. A summary of 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 offers received was completed. Appendix 3 confirms the scoring achieved by each bidder in each lot.

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 36 suppliers across 16 lots as outlined in Appendix 3. No bids have been received for Lot 15 – Aerial Platforms.

The recommended suppliers provide the choice, scope and range of heavy and municipal vehicles required by councils as well as representing best value and providing geographical coverage.

6. Benefits

Savings

Market analysis and stakeholder engagement have highlighted how the pricing and supply of heavy vehicles is being adversely affected by the ongoing challenging market conditions faced by manufacturers and suppliers over the course of the last six to twelve-month period, primarily linked to the COVID-19 pandemic and the completion of the Brexit process. The main drivers affecting costs are, a demand for raw materials employed in the manufacturing processes of vehicles and their components, an increase in the price of steel, the global

semiconductor chip shortage, significantly longer delivery lead times as a consequence of COVID-19 related factory closures, countries emerging from lockdown, back-logs and a market spike in product demand.

Throughout the lifetime of this framework, this will be monitored and reported via the annual reporting process alongside regular review of market intelligence including indexation.

A comparison of the tenders received for Lot 1 – Chassis to offers available under the previous framework, indicated that the main chassis suppliers continue to offer a broadly similar level of discounts against base list price of heavy vehicle chassis. It was not possible to compare product prices directly as the specifications have been significantly updated and differ from those used for the previous tender.

The specification update has led to a number of enhancements in terms of safety and sustainability of the products such as important improvements to vehicle safety technology advancements and reduced emission technologies.

Experience with the previous iterations of the framework has shown that councils mainly use mini-competitions to obtain best value. This is because most procurements of this type are of a bespoke nature to meet specific council service requirements and therefore can have significant variations to base vehicle specifications.

Price Stability

The framework applies twelve months of fixed pricing from commencement. Thereafter, an application for a price variation may only be considered at six monthly intervals after the expiry of the fixed price period.

All requests for price increases will be evaluated against prevailing market conditions and supporting documentary evidence.

Rebate

A retrospective rebate of 0.5% payable to Scotland Excel will be applied to framework spend above £250,000 (excluding the first £250,000) and will be calculated based upon all framework spend with the supplier reported through management information returns.

Sustainable Procurement Benefits

Within the technical section of the tender, one of the method statements 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:

- Use of Euro 6 vehicles as well as plans to implement use of hybrid and electric vehicles within existing fleets.
- Carbon monitoring and policy/strategy to reduce carbon footprint.
- Processes to minimise waste, including waste oil, packaging and component disposal.
- Use of materials that can be reused or recycled at the end of the vehicle's normal life cycle.

Community Benefits

Scotland Excel is committed to maximising community benefit delivery for our members. Bidders 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 requirements. 34 of the 36 bidders recommended for award confirmed their acceptance. Scotland Excel will work with all suppliers to ensure that councils are made aware of what benefits they can access.

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:

- Increase the number of businesses
- Improve the skill profile of the population
- Increase the proportion of young people in learning, training or work
- 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 asked to confirm their status in relation to the payment of the Real Living Wage to their workforce. Of the 36 recommended suppliers, 34 pay the Real Living Wage to their workforce as detailed in Appendix 4 – List of Recommended Suppliers with Real 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 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 & Delivery of Heavy and Municipal Vehicles aims to maximise collaboration, support local authorities to deliver the various services they provide as well as promote added value in terms of sustainability.

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 and Spend Summary
Supply and Delivery of Heavy and Municipal Vehicles 0321

COUNCIL	PARTICIPATION STATUS	PARTICIPATION ENTRY DATE	ESTIMATED ANNUAL SPEND	SOURCE OF SPEND DATA
ABERDEEN CITY COUNCIL	YES	Framework Start Date	£1,500,000	Council
ABERDEENSHIRE COUNCIL	YES	Framework Start Date	£2,500,000	Council
ANGUS COUNCIL	YES	Framework Start Date	£435,271	Scotland Excel MI
ARGYLL & BUTE COUNCIL	YES	Framework Start Date	£292,104	Scotland Excel MI
CITY OF EDINBURGH COUNCIL	YES	Framework Start Date	£235,200	Scotland Excel MI
CLACKMANNANSHIRE COUNCIL	YES	Framework Start Date	£350,000	Council
COMHAIRLE NAN EILEAN SIAR	YES	Framework Start Date	£116,823	Scotland Excel MI
DUMFRIES & GALLOWAY COUNCIL	YES	Framework Start Date	£0	Scotland Excel MI
DUNDEE CITY COUNCIL	YES	Framework Start Date	£564,183	Scotland Excel MI
EAST AYRSHIRE COUNCIL	NO	-	-	-
EAST DUNBARTONSHIRE COUNCIL	YES	Framework Start Date	£890,699	Scotland Excel MI
EAST LoTHIAN COUNCIL	YES	Framework Start Date	£571,031	Scotland Excel MI
EAST RENFREWSHIRE COUNCIL	YES	Framework Start Date	£145,914	Scotland Excel MI
FALKIRK COUNCIL	YES	Framework Start Date	£350,000	Council
FIFE COUNCIL	YES	Framework Start Date	£1,460,746	Scotland Excel MI
GLASGOW CITY COUNCIL	YES	Framework Start Date	£0	Scotland Excel MI
HIGHLAND COUNCIL	YES	Framework Start Date	£848,176	Scotland Excel MI
INVERCLYDE COUNCIL	YES	Framework Start Date	£1,000,000	Council
MIDLoTHIAN COUNCIL	YES	Framework Start Date	£385,815	Scotland Excel MI
MORAY COUNCIL	YES	Framework Start Date	£1,700,000	Scotland Excel MI
NORTH AYRSHIRE COUNCIL	YES	Framework Start Date	£388,471	Council
NORTH LANARKSHIRE COUNCIL	YES	Framework Start Date	£1,539,101	Scotland Excel MI
ORKNEY ISLANDS COUNCIL	YES	Framework Start Date	£274,186	Scotland Excel MI
PERTH & KINROSS COUNCIL	YES	Framework Start Date	£377,333	Scotland Excel MI
RENFREWSHIRE COUNCIL	YES	Framework Start Date	£331,743	Scotland Excel MI
SCOTTISH BORDERS COUNCIL	YES	Framework Start Date	£515,100	Scotland Excel MI
SHETLAND ISLANDS COUNCIL	YES	Framework Start Date	£149,423	Scotland Excel MI
SOUTH AYRSHIRE COUNCIL	YES	Framework Start Date	£556,415	Scotland Excel MI
SOUTH LANARKSHIRE COUNCIL	YES	Framework Start Date	£5,000,000	Council
STIRLING COUNCIL	YES	Framework Start Date	£180,015	Scotland Excel MI
WEST DUNBARTONSHIRE COUNCIL	YES	Framework Start Date	£217,797	Scotland Excel MI
WEST LoTHIAN COUNCIL	YES	Framework Start Date	£717,389	Scotland Excel MI
TAYSIDE CONTRACTS	YES	Framework Start Date	£378,343	Scotland Excel MI
TOTAL			£23,971,278	

Appendix 2 - Summary of Offers Received

Tenderer	SME Status	Location	Lots Tendered	Lots Awarded
A M Phillip Trucktech Ltd	Medium	Scotland	1, 2	1, 2
Aebi Schmidt UK Ltd	Medium	England	6, 7, 8, 9	6, 7, 8, 9
BALLARD MOTIVE SOLUTIONS LTD.	Medium	England	2	2
BLS Commercials Ltd t/a BLS Truck & Van	Small	Scotland	1	1
Bmi Trailers Limited	Medium	Northern Ireland	14	14
Bucher Municipal Limited	Large	England	5, 6, 7, 8, 9	6, 7, 8, 9
C.P. Davidson & Sons Ltd	Medium	England	3, 10, 13	3, 10, 13
Ciceley Commercials Ltd	Large	Scotland	1	1
DAF Trucks Limited*	Large	England	1, 2	1, 2
Dennis Eagle Limited	Medium	England	1, 2, 10, 13	1, 2, 10, 13
Econ Engineering Ltd	Medium	England	3, 9	3, 9
Farid Hillend Engineering Limited	Medium	Scotland	10, 13	10, 13
FAUN Zoeller (UK) Limited	Medium	England	6, 10, 13	6, 10, 13
Geesink Norba Limited	Medium	Scotland	2, 8, 10, 13	2, 8, 10, 13
Harsh Limited	Small	England	2, 3, 4, 7, 9	2, 3, 4, 7, 9
HIAB LIMITED	Medium	England	3, 4, 16	3, 4, 16
Isuzu Truck (UK) Ltd	Medium	England	1	-
James A. Cuthbertson, Ltd	Small	Scotland	3, 4, 5, 9, 14	3, 4, 5, 9, 14
JOHN G. RUSSELL (TRANSPORT) LIMITED	Medium	Scotland	2, 8	2, 8
KARCHER (U.K.) LIMITED	Large	England	7, 8	7, 8
Lothian Vehicle Bodybuilders Ltd	Small	Scotland	3, 4, 16	3, 4, 16
MACPAC REFUSE BODIES LTD	Small	Northern Ireland	10	10
MAN Truck and Bus UK Ltd	Large	England	1	1
MERCEDES-BENZ TRUCKS UK LIMITED	Medium	England	2	2
MULTEVO LIMITED	Small	England	7	7
NTM-GB Limited	Medium	England	10	10
Nu-Track Ltd	Small	Northern Ireland	11, 12	11, 12
RENAULT TRUCK COMMERCIALS LIMITED t/a Renault Trucks Scotland	Large	Scotland	1, 2	1, 2
Riverside Truck Rental Limited	Large	England	2, 8	2, 8
Romaquip Ltd	Medium	Republic of Ireland	9, 10	9, 10
Scania (Great Britain) Limited	Large	Scotland	1, 2, 3	1, 2
Scarab Sweepers Ltd	Medium	England	1, 2, 6, 7	1, 2, 6, 7
Stock Sweepers Limited	Medium	England	6	6
TIP Trailer Services UK Ltd	Medium	Scotland	1, 5	-
Treka Bus Ltd	Medium	England	11	11
Volvo Group Uk Ltd t/a Volvo Truck and Bus Centre North & Scotland	Medium	Scotland	1	1
Whale Tankers Ltd	Medium	England	5	5
Woodall Nicholson Ltd T/A Mellor Coachcraft	Medium	England	11	11

*Consortium Bid comprised of :

DAF Trucks Limited

Lawrence Vehicles Limited

Motus Group (UK) Limited

Norscot Truck and Van Ltd

Appendix 3 - Scoring and Recommendations

Lot 1 - Chassis		
Tenderer	Score	Recommended for Award (Yes/No)
Scarab Sweepers Ltd	93.54	Yes
A M Phillip Trucktech Ltd	87.85	Yes
BLS Commercials Ltd t/a BLS Truck & Van	87.35	Yes
Dennis Eagle Limited	84.98	Yes
RENAULT TRUCK COMMERCIALS LIMITED t/a Renault Trucks Scotland	83.52	Yes
Scania (Great Britain) Limited	81.42	Yes
Volvo Group Uk Ltd t/a Volvo Truck and Bus Centre North & Scotland	81.22	Yes
Ciceley Commercials Ltd	79.99	Yes
MAN Truck and Bus UK Ltd	78.45	Yes
DAF Trucks Limited*	77.59	Yes
Isuzu Truck (UK) Ltd	Non-Compliant	No
TIP Trailer Services UK Ltd	Non-Compliant	No

*Consortium Bid comprised of :

DAF Trucks Limited

Lawrence Vehicles Limited

Motus Group (UK) Limited

Norscot Truck and Van Ltd

Lot 2 - Alternative Fuelled Chassis		
Supplier	Score	Recommended for Award (Yes/No)
RENAULT TRUCK COMMERCIALS LIMITED t/a Renault Trucks Scotland	97.00	Yes
Dennis Eagle Limited	96.00	Yes
JOHN G. RUSSELL (TRANSPORT) LIMITED	96.00	Yes
Scarab Sweepers Ltd	96.00	Yes
Riverside Truck Rental Limited	95.50	Yes
BALLARD MOTIVE SOLUTIONS LTD.	94.50	Yes
Scania (Great Britain) Limited	94.25	Yes
Geesink Norba Limited	93.50	Yes
A M Phillip Trucktech Ltd	92.00	Yes
DAF Trucks Limited*	89.50	Yes
MERCEDES-BENZ TRUCKS UK LIMITED	88.00	Yes
Harsh Limited	87.00	Yes

*Consortium Bid comprised of :
 DAF Trucks Limited
 Lawrence Vehicles Limited
 Motus Group (UK) Limited
 Norscot Truck and Van Ltd

Lot 3 - Bodies for Tippers		
Supplier	Score	Recommended for Award (Yes/No)
Econ Engineering Ltd	94.00	Yes
Lothian Vehicle Bodybuilders Ltd	93.60	Yes
HIAB LIMITED	92.02	Yes
Harsh Limited	83.13	Yes
James A. Cuthbertson, Ltd	75.69	Yes
C.P. Davidson & Sons Ltd	69.88	Yes
Scania (Great Britain) Limited	Non-Compliant	No

Lot 4 - Bodies for Skip Loaders		
Supplier	Score	Recommended for Award (Yes/No)
Harsh Limited	87.00	Yes
HIAB LIMITED	83.86	Yes
Lothian Vehicle Bodybuilders Ltd	83.48	Yes
James A. Cuthbertson, Ltd	69.26	Yes

Lot 5 - Bodies for Gully Emptiers		
Supplier	Score	Recommended for Award (Yes/No)
Whale Tankers Ltd	94.00	Yes
James A. Cuthbertson, Ltd	89.11	Yes
Bucher Municipal Limited	Non-Compliant	No
TIP Trailer Services UK Ltd	Non-Compliant	No

Lot 6 - Bodies for Road Sweepers		
Supplier	Score	Recommended for Award (Yes/No)
Scarab Sweepers Ltd	93.94	Yes
Stock Sweepers Limited	93.23	Yes
FAUN Zoeller (UK) Limited	92.42	Yes
Aebi Schmidt UK Ltd	92.08	Yes
Bucher Municipal Limited	78.50	Yes

Lot 7 - Complete Road Sweeper Vehicles		
Supplier	Score	Recommended for Award (Yes/No)
Scarab Sweepers Ltd	93.22	Yes
Aebi Schmidt UK Ltd	92.67	Yes
KARCHER (U.K.) LIMITED	88.76	Yes
MULTEVO LIMITED	83.07	Yes
Bucher Municipal Limited	81.33	Yes
Harsh Limited	80.92	Yes

Lot 8 - Alternative Fuelled Complete Road Sweeper Vehicles		
Supplier	Score	Recommended for Award (Yes/No)
JOHN G. RUSSELL (TRANSPORT) LIMITED	96.00	Yes
Riverside Truck Rental Limited	95.50	Yes
Aebi Schmidt UK Ltd	94.50	Yes
Bucher Municipal Limited	94.50	Yes
KARCHER (U.K.) LIMITED	94.50	Yes
Geesink Norba Limited	93.50	Yes

Lot 9 - Bodies for Gritters		
Supplier	Score	Recommended for Award (Yes/No)
Romaquip Ltd	91.23	Yes
Econ Engineering Ltd	85.99	Yes
Harsh Limited	76.53	Yes
Aebi Schmidt UK Ltd	74.99	Yes
James A. Cuthbertson, Ltd	72.17	Yes
Bucher Municipal Limited	63.14	Yes

Lot 10 - Bodies for Refuse Collection Vehicles		
Supplier	Score	Recommended for Award (Yes/No)
Romaquip Ltd	92.50	Yes
Geesink Norba Limited	92.42	Yes
Dennis Eagle Limited	88.29	Yes
Farid Hillend Engineering Limited	86.17	Yes
MACPAC REFUSE BODIES LTD	82.93	Yes
FAUN Zoeller (UK) Limited	81.63	Yes
NTM-GB Limited	79.17	Yes
C.P. Davidson & Sons Ltd	77.61	Yes

Lot 11 - Accessible Buses		
Supplier	Score	Recommended for Award (Yes/No)
Treka Bus Ltd	91.75	Yes
Woodall Nicholson Ltd T/A Mellor Coachcraft	87.77	Yes
Nu-Track Ltd	87.29	Yes

Lot 12 - Library Buses		
Supplier	Score	Recommended for Award (Yes/No)
Nu-Track Ltd	95.50	Yes

Lot 13 - Bin Lifts		
Supplier	Score	Recommended for Award (Yes/No)
Geesink Norba Limited	93.50	Yes
Farid Hillend Engineering Limited	83.91	Yes
FAUN Zoeller (UK) Limited	77.63	Yes
Dennis Eagle Limited	69.98	Yes
C.P. Davidson & Sons Ltd	69.60	Yes

Lot 14 - Trailers		
Supplier	Score	Recommended for Award (Yes/No)
Bmi Trailers Limited	87.25	Yes
James A. Cuthbertson, Ltd	68.56	Yes

Lot 15 - Aerial Platforms: NO OFFERS RECEIVED

Lot 16 - Lorry Mounted Cranes		
Supplier	Score	Recommended for Award (Yes/No)
HIAB LIMITED	95.50	Yes
Lothian Vehicle Bodybuilders Ltd	95.04	Yes

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

Tenderer	Accredited	Currently progressing through the Real Living Wage accreditation process	Pay Real Living Wage to all employees, and commit to gaining accreditation over the initial 2 years of the framework	Pay Real Living Wage to all employees, but not accredited	Neither accredited nor paying the 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 the Real Living Wage
A M Phillip Trucktech Ltd				YES		
Aebi Schmidt UK Ltd	YES					
BALLARD MOTIVE SOLUTIONS LTD.				YES		
BLS Commercials Ltd t/a BLS Truck & Van				YES		
Bmi Trailers Limited				YES		
Bucher Municipal Limited						YES
C.P. Davidson & Sons Ltd				YES		
Ciceley Commercials Ltd				YES		
DAF Trucks Limited*				YES		
Dennis Eagle Limited	YES					
Econ Engineering Ltd				YES		
Farid Hillend Engineering Limited				YES		
FAUN Zoeller (UK) Limited				YES		
Geesink Norba Limited				YES		
Harsh Limited			YES			
HIAB LIMITED				YES		
James A. Cuthbertson, Ltd	YES					
JOHN G. RUSSELL (TRANSPORT) LIMITED				YES		
KARCHER (U.K.) LIMITED	YES					
Lothian Vehicle Bodybuilders Ltd	YES					
MACPAC REFUSE BODIES LTD				YES		
MAN Truck and Bus UK Ltd	YES					
MERCEDES-BENZ TRUCKS UK LIMITED	YES					
MULTEVO LIMITED			YES			
NTM-GB Limited					YES	
Nu-Track Ltd				YES		
RENAULT TRUCK COMMERCIALS LIMITED t/a Renault Trucks Scotland			YES	YES		
Riverside Truck Rental Limited						
Romaquip Ltd	YES					
Scania (Great Britain) Limited				YES		
Scarab Sweepers Ltd				YES		
Stock Sweepers Limited				YES		
Treka Bus Ltd				YES		
Volvo Group Uk Ltd t/a Volvo Truck and Bus Centre North & Scotland	YES					
Whale Tankers Ltd				YES		
Woodall Nicholson Ltd T/A Mellor Coachcraft				YES		

*Consortium Bid comprised of :
 DAF Trucks Limited
 Lawrence Vehicles Limited
 Motus Group (UK) Limited
 Norscot Truck and Van Ltd

Appendix 5 - Segmentation classifications

0321 Supply & Delivery of Heavy and Municipal Vehicles 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.

End of Report