

Scotland Excel

To: Executive Sub-Committee

On: 21 October 2022

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

Tender: Supply and Delivery of Street Lighting Materials

Schedule: 1421

Period: 1 October 2022 until 30 September 2025. Plus, the option to extend for up to one year until 30 September 2026.

1. Introduction and Background

This recommendation is for the award of a fourth-generation framework for the Supply and Delivery of Street Lighting Materials.

This proposed framework was advertised for the period from 1 October 2022 until 30 September 2025, with the option to extend for a further twelve-month period to 30 September 2026. Subject to approval and completion of a standstill period, the framework is intended to commence on or around 15 November 2022.

The current framework for the Supply and Delivery of Street Lighting Materials is due to expire on 31 October 2022, following the completion of an extension period. This was put in place to provide supplier relief and to ensure continuity of supply to member councils related to the impact of the coronavirus pandemic in line with applicable law and guidance.

This renewal framework covers a wide range of products from traditional street lighting materials such as steel and aluminium lighting columns to latest generation high technology Light Emitting Diode (LED). The renewal framework will assist councils in the maintenance of their street lighting infrastructure and delivering the LED street lighting replacement programmes, supporting the Scottish Government's climate change targets and the transition to a low carbon economy.

The report summarises the outcome of the procurement process for this national framework arrangement.

2. Scope, Participation and Spend

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

This strategy is designed to align with council requirements, whilst also recognising the current structure of the marketplace, as well as maximising opportunities for local Small to Medium sized Enterprises (SMEs) within the sector.

Table 1: Lotting Structure

Lot Number	Description	Estimated % of Spend
1	LED Lanterns	59%
2	Cable/Wiring	2%
3	Steel Columns & Poles	3%
4	Aluminium Columns & Poles	14%
5	Sundry Items	4%
6	Traffic Bollards & Signs	4%
7	Lamps & Maintenance Components	14%

As detailed in Appendix 1, all 32 councils plus Tayside Contracts and Ayrshire Roads Alliance have indicated participation in this framework.

The framework was advertised with an estimated value of £60m over the maximum 4-year period. This value was derived from anticipated council spend, circa £10m per annum, historical data and market analysis. The advertised value of £15m per annum allows a reasonable level of contingency built in to allow for growth within participating councils over the four years.

It should be noted that the tender provided no commitment to award any work, or any level or volume of business or any continuity of business under the framework.

3. Procurement Process

A UIG (User Intelligence Group) consisting of representatives from participating councils endorsed the procurement strategy on 31 March 2022. In addition, a working group of technical representatives was formed to review the lot structure, technical specifications and participate in the evaluation.

A Prior Information Notice (PIN) containing an invitation to a preliminary market consultation in accordance with Regulation 41 of the Public Contracts (Scotland) Regulations was published on 26 November 2021 via the Public Contracts Scotland (PCS) advertising portal which resulted in expressions of interest from 24 organisations. Suppliers were given the opportunity to provide Scotland Excel with information in relation to, but not limited to, market intelligence, market trends and sustainability initiatives to help inform the strategy.

Thereafter, in order to ensure maximum competition and the inclusion for all potential suppliers to service the framework, the UIG agreed that an open tender process should be followed to establish the framework.

The Contract Notice was published via the Find a Tender Service and the Public Contracts Scotland portal (PCS) on 26 May 2022 with the tender documentation being made available for immediate download from 26 May 2022, via the Public Contracts Scotland Tenders (PCS-T) system.

The procurement process followed a two-stage tendering procedure. At the first stage, suppliers Single Procurement Document (SPD) Scotland responses were assessed against financial capability, technical/professional capability and business probity requirements. Suppliers were required to pass this stage to be eligible for award. At the second stage, offers were evaluated against the following criteria and weightings.

All Lots

Technical	30%
Commercial	70%

Within the technical section, products were evaluated against a detailed specification issued with the published tender documents in order to ensure evaluation was on a like-for-like quality basis of products meeting council requirements. The required characteristics of the specification included conformity with performance requirements and standards. As detailed in the published tender documents, non-compliance with the specification would lead to exclusion from further evaluation. Suppliers were also required to evidence their knowledge and experience within the technical section, by responding to method statements which covered areas including; warehouse & stockholding,

distribution & logistics, account management & technical support; sustainability & environmental impact, community benefits and fair work first practices. These are detailed below within Table 2.

Table 2: Technical Scoring Breakdown

Area	Maximum Score Available
Warehouse & Stockholding	6
Distribution & Logistics	6
Account Management & Technical Support	5
Sustainability & Environmental Impact	5
Community Benefits	4
Fair Work First	4

Suppliers were also asked to confirm which council areas they had the ability to service.

Within the commercial section, bidders were invited to offer on a lot-by-lot basis and provide a national delivered price for street lighting products. For lot 1 bidders were permitted to submit up to 3 offers and for lot 5 bidders could chose to bid for one, some or all of the 16 sections detailed. Different approaches were used to identify the most economically advantageous offers from amongst the compliant offers for each lot as detailed within the published tender documents. The final outcome is shown in Appendices 2 and 3.

Scotland Excel took cognisance of the situation relative to the Coronavirus pandemic in considering this tender exercise. Balancing the current situation with the need to provide a route to market for councils to obtain street lighting materials, Scotland Excel determined to proceed with the tender exercise to establish this framework. Scotland Excel has carefully monitored the situation throughout the period of the tender exercise and has determined it is appropriate to recommend the establishment of the framework as set out in this report.

4. Report on Offers Received

The tender document was downloaded by 38 organisations, with 25 tender responses received.

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

Suppliers who were non-compliant with the qualification criteria or specification for all lots in which they tendered were advised that their offer would not be considered further. Twelve suppliers were partially non-compliant and have been recommended for partial award to the framework as a result.

All non-compliant offers (or part offers) are indicated in Appendix 3.

Based on the criteria and scoring methodology set out in the published tender document, a full evaluation of the compliant offers received was carried out. Appendix 3 sets out the scoring achieved by each supplier. Suppliers will be advised where their offer included products which were removed from further evaluation because they did not comply with the published specification.

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 17 suppliers across the seven lots as outlined in Appendix 3, Scoring and Recommendations.

The 17 recommended suppliers can meet operational requirements, provide a range of choice and capacity for council members, whilst also representing a mix of small, medium and large organisations, with 14 of the recommended suppliers classified as SMEs.

6. Benefits

Savings

Scotland Excel conducted a benchmarking exercise and the result of this benchmarking is detailed in Appendix 1.

The benchmarking exercise took the current framework product prices from Lots 1, 4 and 7 (LED Lanterns, Aluminium Columns and Lamps & Maintenance Components) that represent the majority of the spend and compared these against the new framework pricing for the same lots.

Given current market conditions and analysis including our indexation model, it was anticipated that an increase for street lighting materials was likely, and benchmarking has confirmed an average increase of around 14%. This is representative of the ongoing challenging market conditions faced by suppliers. The market for the type of products available via this framework area are driven primarily by the price of raw material used within the manufacturing process, namely metals and plastic. Other key drivers include shipping costs, both by road

and sea. A range of geopolitical factors have created unprecedented pressure on this market causing depletion of stocks and fear of future shortages leading to the distraction if supply of raw materials and rising prices.

Analysis of our indexation model shows that the current framework costs are around 14% lower than the market price. When this is considered with the 14% increase, we would therefore recommend the new framework is approved with a neutral savings position.

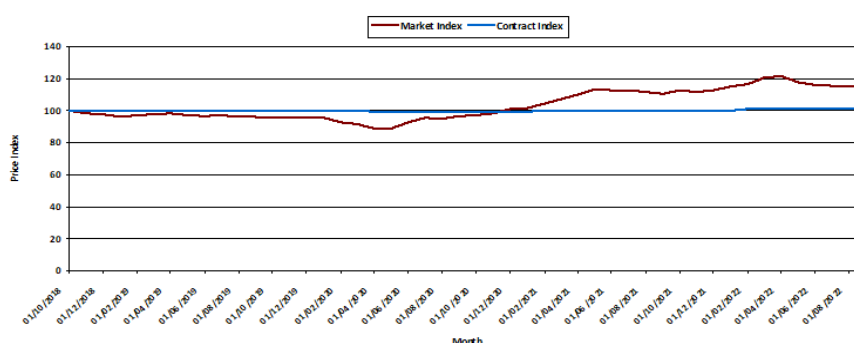
Tracking of the market conditions through Scotland Excel's established indexation processes will continue to ensure that the framework provides value for money in a volatile and unstable materials market.

Indexation Report - Street Lighting Materials



Schedule No: 2617
Contract Title: Street Lighting Materials
Contract Manager: Elena Martin
Start Date: 01/10/2018

Index	Type	Index Weighting (%)
Consumer Price Index	Standard	38
London Metal Exchange - Aluminium	Specific	22
Index Mundi - Metals	Standard	20
B of E Monthly Average Exchange Rate Index- E	Standard	10
Plastixx	Standard	10



Notes:

The Contract Index tracks the general movement in contract prices and not the actual contract price paid. The Market Index tracks the general market movement against a weighted basket of relevant indices and not the current index levels. This report should be used as a guide only.

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Figure 1: Street Lighting Indexation Report

Price Stability

All suppliers have agreed to the stated fixed price period of three months from the start of the framework. Provision thereafter is for price reviews quarterly for all lots to accommodate market fluctuations and the applicable contract conditions were drafted to reflect this, and to accommodate 'exceptional' circumstances.

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

Rebate

This framework is subject to a retrospective rebate of 0.65% being paid to Scotland Excel on spend data per supplier per annum over £200,000. The rebate will be calculated based on all framework spend reported through supplier management information returns.

Sustainable Procurement Benefits

Within the technical section of the tender, the sustainability method statement assessed suppliers on how they would provide a positive environmental impact and support the Scottish Governments' Climate change policies for achieving Net Zero.

A range of sustainable measures were outlined by suppliers including;

- Programmes to further reduce and offset their Carbon Reduction
- Development of products for easy recycling, spare parts harvesting, refurbishment, and technical and economic lifetime extension
- Innovative ways of reducing and recycling packaging.

11 of the 17 recommended suppliers also have a documented policy on how their organisation will achieve Net Zero.

Community Benefits

Scotland Excel is committed to maximising community benefits delivered through the framework for its members and local communities.

As part of the tender process, suppliers were required to confirm whether they would comply with the community benefits approach for the lifetime of the framework and were scored on their ability to deliver it.

This approach is designed to deliver local community benefits based on individual members spend thresholds to ensure the community benefits being delivered is maximised.

All 17 of the recommended suppliers confirmed their acceptance of the community benefits approach.

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:

- We live in a Scotland that is the most attractive place for doing business in Europe
- We take seriously the wellbeing and skills of our workforce and provide good quality, fair work, training and employment support for all
- Our young people are successful learners, confident individuals, effective contributors and responsible citizens;
- We reduce the local and global environment impact of our consumption and production.

Fair Work First 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 suppliers were asked a question on their approach to fair work practices and payment of the Real Living Wage to their workforce. This question was in accordance with the applicable Scottish Government guidance on “Fair Work First in Scottish Procurement”.

Suppliers’ approach to fair work practices, included a range of positive work initiatives such as:

- Training and personal development programs for staff
- Flexible working arrangements
- Equal pay for work of equal value
- Apprenticeship programs
- Performance reviews
- Providing channels for effective voice such as Employee forum, Opinion Survey, engaging with unions and other feedback mechanisms.

As detailed in Appendix 4, of the 17 recommended suppliers, 15 pay the Real Living Wage. Of these, 2 are accredited Real Living Wage Employers, 3 are currently engaged in the Living Wage accreditation process, 1 is committed to becoming accredited within two years and the remaining 9 suppliers are not accredited by the Living Wage Foundation but pay the Real Living Wage to all employees (except volunteers, apprentices and interns).

Scotland Excel will continue to monitor Fair Work First Practices including the Real Living Wage status during the lifetime of the framework to ensure commitments are met.

7. Contract Mobilisation and Management

All suppliers and participating members will be issued with a mobilisation pack containing all required details to launch the framework. Each supplier will be offered a mobilisation meeting, to outline the operation of the framework, roles and responsibilities, management information requirements and community benefits commitments.

In accordance with Scotland Excel's established contract and supplier management programme, this framework has been 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 supply issues 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 framework for Street Lighting Materials aims to maximise collaboration, allow members to deliver the various services they provide as well as support them with their Street Lighting Replacement and Maintenance Programmes through delivery of best value. A range of benefits can be reported in relation to best value, sustainability and community benefits.

The Executive Sub Committee is requested to approve the recommendation to award this framework agreement to the suppliers as set out in the attached Appendix 3, Scoring and Recommendations.

Appendix 1 – Participation and Spend Summary – Street Lighting Materials 1421

Member Name	Participate In Contract	Participation Entry Date	Estimated Annual Spend (£)	Source of Spend Data	Indexation (%)	Estimated Forecast Savings (%)	Basis of Savings Calculation
ABERDEEN CITY COUNCIL	YES	Contract Start	£968,913	Contract MI	14%	-14%	Benchmarking
ABERDEENSHIRE COUNCIL	YES	Contract Start	£700,000	Council	14%	-14%	Benchmarking
ANGUS COUNCIL	via Tayside Contracts	Contract Start	£0	Council	14%	-14%	Benchmarking
ARGYLL & BUTE COUNCIL	YES	Contract Start	£69,899	Council	14%	-14%	Benchmarking
CITY OF EDINBURGH COUNCIL	YES	Contract Start	£150,000	Council	14%	-14%	Benchmarking
CLACKMANNANSHIRE COUNCIL	YES	Contract Start	£95,000	Council	14%	-14%	Benchmarking
COMHAIRLE NAN EILEAN SIAR	YES	Contract Start	£50,000	Council	14%	-14%	Benchmarking
DUMFRIES & GALLOWAY COUNCIL	YES	Contract Start	£94,405	Contract MI	14%	-14%	Benchmarking
DUNDEE CITY COUNCIL	via Tayside Contracts	Contract Start	£0	Council	14%	-14%	Benchmarking
EAST Ayrshire Council	via Ayrshire Roads Alliance	Contract Start	£0	Council	14%	-14%	Benchmarking
EAST DUNBARTONSHIRE COUNCIL	YES	Contract Start	£35,951	Council	14%	-14%	Benchmarking
EAST Lothian Council	YES	Contract Start	£250,000	Council	14%	-14%	Benchmarking
EAST RENFREWSHIRE COUNCIL	YES	Contract Start	£120,000	Council	14%	-14%	Benchmarking
FALKIRK COUNCIL	YES	Contract Start	£400,000	Council	14%	-14%	Benchmarking
FIFE COUNCIL	YES	Contract Start	£873,085	Council	14%	-14%	Benchmarking
GLASGOW CITY COUNCIL	YES	Contract Start	£2,123,500	Council	14%	-14%	Benchmarking
HIGHLAND COUNCIL	YES	Contract Start	£444,500	Contract MI	14%	-14%	Benchmarking
INVERCLYDE COUNCIL	YES	Contract Start	£100,000	Council	14%	-14%	Benchmarking
MIDLOTHIAN COUNCIL	YES	Contract Start	£77,565	Contract MI	14%	-14%	Benchmarking
MORAY COUNCIL	YES	Contract Start	£225,000	Council	14%	-14%	Benchmarking
NORTH Ayrshire Council	YES	Contract Start	£115,000	Council	14%	-14%	Benchmarking
NORTH LANARKSHIRE COUNCIL	YES	Contract Start	£610	Contract MI	14%	-14%	Benchmarking
ORKNEY ISLANDS COUNCIL	YES	Contract Start	£9,362	Contract MI	14%	-14%	Benchmarking
PERTH & KINROSS COUNCIL	via Tayside Contracts	Contract Start	£0	Council	14%	-14%	Benchmarking
RENFREWSHIRE COUNCIL	YES	Contract Start	£51,261	Council	14%	-14%	Benchmarking
SCOTTISH BORDERS COUNCIL	YES	Contract Start	£150,000	Council	14%	-14%	Benchmarking
SHETLAND ISLANDS COUNCIL	YES	Contract Start	£60,000	Council	14%	-14%	Benchmarking
SOUTH Ayrshire Council	via Ayrshire Roads Alliance	Contract Start	£0	Council	14%	-14%	Benchmarking
SOUTH LANARKSHIRE COUNCIL	YES	Contract Start	£313,288	Council	14%	-14%	Benchmarking
STIRLING COUNCIL	YES	Contract Start	£60,000	Council	14%	-14%	Benchmarking
WEST DUNBARTONSHIRE COUNCIL	YES	Contract Start	£72,683	Contract MI	14%	-14%	Benchmarking
WEST Lothian Council	YES	Contract Start	£104,895	Council	14%	-14%	Benchmarking
TAYSIDE CONTRACTS	YES	Contract Start	£1,170,447	Council	14%	-14%	Benchmarking
AYRSHIRE ROADS ALLIANCE	YES	Contract Start	£1,000,000	Council	14%	-14%	Benchmarking
Totals			£9,885,364				

Appendix 2 – List of Suppliers with SME Status

TENDERER	SME STATUS	LOCATION	LOT(s) TENDERED	LOT(s) AWARDED (in whole or in part)
Acrospire Solutions Limited	Small	Basingstoke	Lot 1 (offers 1 & 2)	-
Ark Lighting Ltd	Medium	Barnsley	Lot 1 (offer 1)	-
ASD Lighting Plc	Medium	Rotherham	Lot 1 (offers 1 & 2)	Lot 1 (offers 1 & 2)
Candela Traditional Lighting Limited	Small	Birmingham	Lot 1 (offer 1)	-
City Electrical Factors Limited *	Large	Kenilworth	Lot 5 (sections 2, 4, 5, 6, 9, 14, 15 & 16) & Lot 7	Lot 5 (sections 2, 4, 5, 6, 9, 14, 15 & 16) & Lot 7*
Cleveland Cable Company Limited *	Large	Cleveland	Lot 2	Lot 2*
C.U. Lighting Limited *	Medium	Great Amwell	Lot 1 (offer 1) & Lot 3	Lot 3
D.W. Windsor Limited	Medium	Telford	Lot 1 (offer 1)	Lot 1 (offer 1)
Edmundson Electrical Limited *	Large	Knutsford	Lot 1 (offer 1), Lot 2, Lot 3, Lot 4, Lot 5 (sections 1-16), Lot 6 & Lot 7	Lot 1 (offer 1), Lot 2*, Lot 3, Lot 4*, Lot 5 (sections 1-16), Lot 6* & Lot 7*
Glasdon (UK) Limited	Medium	Blackpool	Lot 6 & Lot 7	Lot 6 & Lot 7
Holophane Europe Limited	Medium	Bucks	Lot 1 (offer 1)	-
INDO Lighting Limited	Small	Southampton	Lot 1 (offer 1)	-
James M Anderson Limited *	Small	Glasgow	Lot 1 (offers 1, 2 & 3), Lot 2, Lot 3, Lot 4, Lot 5 (sections 1-16), Lot 6 & Lot 7	Lot 1 (offers 1, 2* & 3*), Lot 2, Lot 3, Lot 4*, Lot 5 (sections 1-16), Lot 6* & Lot 7*
Light & Energy Distribution Limited *	Small	Grangemouth	Lot 1 (offers 1, 2 & 3), Lot 2, Lot 3, Lot 4 & Lot 5 (sections 1, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 15 & 16)	Lot 1 (offers 1, 2 & 3), Lot 2*, Lot 3, Lot 4 & Lot 5 (sections 1, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 15 & 16)
Mallatite Minor Structures & Products Ltd *	Medium	Solihull	Lot 1 (offer 1), Lot 3, Lot 4, Lot 5 (sections 7, 8, 9, 11, 12 & 13) & Lot 6	Lot 1 (offer 1*), Lot 3, Lot 4, Lot 5 (sections 7, 8, 9, 11, 12 & 13) & Lot 6
Marwood Electrical Company Limited *	Medium	London	Lot 1 (offers 1, 2 & 3), Lot 3, Lot 4, Lot 5 (sections 1, 3, 4, 5, 11 & 14), Lot 6 & Lot 7	Lot 1 (offers 1, 2 & 3), Lot 4*, Lot 5 (sections 1, 3, 4, 5, 11 & 14), Lot 6* & Lot 7
Orangetek Limited	Small	Burton-On-Trent	Lot 1 (offers 1 & 2)	-
Pudsey Diamond Engineering Limited	Small	Andover	Lot 3, Lot 5 (section 11) & Lot 6	-
Signify Commercial UK Limited *	Medium	Guildford	Lot 1 (offer 1)	Lot 1 (offer 1*)
Snapfast Ltd *	Small	Tyne and Wear	Lot 1 (offers 1 & 2) & Lot 7	Lot 7
Street Lighting Supplies & Co Ltd. *	Small	Grangemouth	Lot 1 (offers 1, 2 & 3), Lot 2, Lot 3, Lot 4, Lot 5 (sections 1, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 15 & 16), Lot 6 & Lot 7	Lot 1 (offers 1*, 2 & 3*), Lot 2*, Lot 3, Lot 4, Lot 5 (sections 1, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 15 & 16), Lot 6 & Lot 7*
The Aluminium Lighting Company Ltd. *	Small	Port Talbot	Lot 4	Lot 4*
TRT Lighting Limited	Medium	Redditch	Lot 1 (offer 1)	Lot 1 (offer 1)
Urbis Schröder Ltd	Medium	Basingstoke	Lot 1 (offers 1, 2 & 3)	Lot 1 (offers 1, 2 & 3)
ZG Lighting (UK) Limited	Medium	Chalfont St Peter	Lot 1 (offers 1 & 2)	-

* Denotes part-successful award

Appendix 3 - Scoring and Recommendations – Street Lighting Materials 1421

* Denotes part-successful award throughout appendix 3

LOT 1 - LED Lanterns (multiple offers permitted)		
TENDERER NAME	TOTAL SCORE	Recommended for Award (Yes/No)
D.W. Windsor Limited	99.38	Yes (offer 1)
Marwood Electrical Company Limited	96.68	Yes (offers 1, 2 & 3)
Edmundson Electrical Limited	94.61	Yes (offer 1)
Urbis Schröder Ltd	94.20	Yes (offers 1, 2 & 3)
Street Lighting Supplies & Co Ltd. *	92.67	Yes (offers 1*, 2 & 3*)
Light & Energy Distribution Limited	91.91	Yes (offers 1, 2 & 3)
ASD Lighting Plc	91.87	Yes (offers 1 & 2)
Signify Commercial UK Limited *	90.51	Yes (offer 1*)
Mallatite Minor Structures & Products Ltd*	89.64	Yes (offer 1*)
TRT Lighting Limited	89.58	Yes (offer 1)
James M Anderson Limited *	86.74	Yes (offers 1, 2* & 3*)
INDO Lighting Limited	75.06	No
C.U. Lighting Limited	72.76	No
Ark Lighting Ltd	66.88	No
Snapfast Ltd	65.85	No
Candela Traditional Lighting Limited	58.38	No
Acrospire Solutions Limited	Non-compliant	No
Holophane Europe Limited	Non-compliant	No
Orangetek Limited	Non-compliant	No
ZG Lighting (UK) Limited	Non-compliant	No

LOT 2 - Cable/Wiring		
TENDERER NAME	TOTAL SCORE	Recommended for Award (Yes/No)
Edmundson Electrical Limited *	97.75	Yes
Light & Energy Distribution Limited *	93.23	Yes
James M Anderson Limited	90.49	Yes
Street Lighting Supplies & Co Ltd. *	89.99	Yes
Cleveland Cable Company Limited *	87.24	Yes

LOT 3 - Steel Columns & Poles		
TENDERER NAME	TOTAL SCORE	Recommended for Award (Yes/No)
Mallatite Minor Structures & Products Ltd	97.13	Yes
James M Anderson Limited	74.25	Yes
Edmundson Electrical Limited	74.00	Yes
Light & Energy Distribution Limited	73.25	Yes
Street Lighting Supplies & Co Ltd.	72.74	Yes
C.U. Lighting Limited	71.29	Yes
Marwood Electrical Company Limited	58.91	No
Pudsey Diamond Engineering Limited	58.47	No

LOT 4 - Aluminium Columns & Poles		
TENDERER NAME	TOTAL SCORE	Recommended for Award (Yes/No)
Mallatite Minor Structures & Products Ltd	97.13	Yes
Street Lighting Supplies & Co Ltd.	94.79	Yes
The Aluminium Lighting Company Ltd. *	79.05	Yes
Light & Energy Distribution Limited	78.62	Yes
James M Anderson Limited *	75.21	Yes
Edmundson Electrical Limited *	72.76	Yes
Marwood Electrical Company Limited *	69.59	Yes

LOT 5 - Sundry Items		
TENDERER NAME	TOTAL SCORE	Recommended for Award (Yes/No)
Street Lighting Supplies & Co Ltd.	87.99	Yes (sections 1, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 15 & 16)
Light & Energy Distribution Limited	83.45	Yes (sections 1, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 15 & 16)
City Electrical Factors Limited	82.77	Yes (sections 2, 4, 5, 6, 9, 14, 15 & 16)
Mallatite Minor Structures & Products Ltd	79.76	Yes (sections 7, 8, 9, 11, 12 & 13)
James M Anderson Limited	78.38	Yes (sections 1 – 16)
Edmundson Electrical Limited	77.62	Yes (sections 1 – 16)
Marwood Electrical Company Limited	75.02	Yes (sections 1, 3, 4, 5, 11 & 14)
Pudsey Diamond Engineering Limited	56.08	No (section 11)

LOT 6 - Traffic Bollards & Signs		
TENDERER NAME	TOTAL SCORE	Recommended for Award (Yes/No)
Mallatite Minor Structures & Products Ltd	97.13	Yes
Marwood Electrical Company Limited *	67.56	Yes
James M Anderson Limited *	65.04	Yes
Street Lighting Supplies & Co Ltd.	63.42	Yes
Glasdon (UK) Limited	61.64	Yes
Edmundson Electrical Limited *	61.53	Yes
Pudsey Diamond Engineering Limited	57.17	No

LOT 7 - Lamps & Maintenance Components		
TENDERER NAME	TOTAL SCORE	Recommended for Award (Yes/No)
Edmundson Electrical Limited *	97.75	Yes
James M Anderson Limited *	89.22	Yes
Street Lighting Supplies & Co Ltd. *	85.48	Yes
Marwood Electrical Company Limited	80.26	Yes
Snapfast Ltd *	78.59	Yes
Glasdon (UK) Limited	74.29	Yes
City Electrical Factors Limited *	74.22	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
ASD Lighting Plc						X
City Electrical Factors Limited			X			
Cleveland Cable Company Limited				X		
C.U. Lighting Limited				X		
D.W. Windsor Limited				X		
Edmundson Electrical Limited						X
Glasdon (UK) Limited	X					
James M Anderson Limited		X				
Light & Energy Distribution Limited		X				
Mallatite Minor Structures & Products Ltd		X				
Marwood Electrical Company Limited				X		
Signify Commercial UK Limited				X		
Snapfast Ltd				X		
Street Lighting Supplies & Co Ltd.	X					
The Aluminium Lighting Company Ltd.				X		
TRT Lighting Limited				X		
Urbis Schröder Ltd				X		

Appendix 5 – Segmentation Classifications

Street Lighting Materials 1421 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.