

Scotland Excel

To: Executive Sub-Committee

On: 19 November 2021

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

Tender: Supply and Distribution of Milk

Schedule: 0521

Period: 1 March 2022 until 28 February 2026

1. Introduction and Background

The current framework for Milk will expire on 28 February 2022. This proposed renewal framework is intended to operate from 1 March 2022 until 28 February 2026.

This framework will provide councils with a mechanism to procure a range of dairy products including whole milk, semi skimmed milk, skimmed milk, flavoured milk, organic milk and fresh cream. It will support the duties established by the schools (Health, Promotion and Nutrition) (Scotland) Act 2007 and following standards set out by the Nutritional requirement for Food and Drink in School (Scotland) regulations 2020 alongside the Scottish Milk & Healthy Snack Scheme. It is anticipated that these products will be predominately used within schools, care homes, nurseries and corporate buildings.

This report summarises the outcome of the procurement process for this national framework arrangement, and presents recommendations for award.

2. Scope, Participation and Spend

As part of the strategy development and through consultation with the User Intelligence Groups (UIG), it was decided to include an additional lot for organic products. (Figure 1) This will also meet the needs of those councils pursuing the Food for Life Catering Mark which is awarded on three different levels: bronze, silver and gold.

Figure 1: Lotting Structure

Lot No.	Description	Estimated % Spend through lot
1	Fresh Milk	80%
2	Organic Milk	20%

Each lot is further sub-divided into Geographical sub-lots by reference to geographical area as described below:

SUB LOT NUMBER	GEOGRAPHICAL SUB LOT
1	Aberdeen City Council
2	Aberdeenshire Council
3	Angus Council
4	Argyll & Bute Council - Area A, Cowal
5	Argyll & Bute Council - Area B, Oban & Lorne
6	Argyll & Bute Council - Area C, Mid Argyll & Kintyre Peninsula
7	Argyll & Bute Council - Area D, Helensburgh & Lomond
8	Argyll & Bute Council - Area E, Tiree & Coll
9	Argyll & Bute Council - Area F, Islay & Jura
10	Argyll & Bute Council - Area G, Mull
11	Argyll & Bute Council - Area H, Colonsay
12	Argyll & Bute Council - Area I, Bute
13	Argyll & Bute Council - Area J, Dunoon
14	City of Edinburgh Council
15	Clackmannanshire Council
16	Comhairle nan Eilean Siar
17	Dumfries & Galloway Council
18	Dundee City Council
19	East Ayrshire Council
20	East Dunbartonshire
21	East Lothian Council
22	East Renfrewshire Council
23	Falkirk Council
24	Fife Council
25	Glasgow City Council
26	Highland Council
27	Inverclyde Council
28	Midlothian Council
29	Moray Council
30	North Ayrshire Council - Area A, Mainland & Cumbrae
31	North Ayrshire Council - Area B, Isle of Arran
32	North Lanarkshire Council
33	Orkney Islands Council
34	Perth & Kinross Council
35	Renfrewshire Council
36	Scottish Borders Council
37	Shetland Islands Council

38	South Ayrshire Council
39	South Lanarkshire Council
40	Stirling Council
41	Tayside Contracts
42	West Dunbartonshire
43	West Lothian Council

Tenderers were able to bid for one lot or both lots, and could bid for one, some, or all geographical sub-lots within each lot. Each lot, and each offer was evaluated on its own merit as discrete and independent tenders. Recommendations for award are made to the extent of the geographical sub-lots within each lot.

The framework was advertised to permit access by all 32 councils as well as all Associate Members. As detailed in Appendix 1, 31 councils and Tayside Contracts have confirmed their intention to participate in this framework.

Historical spend data suggests a forecast framework spend of c£6.4 million per annum, and this framework was advertised with a value of up to £8million per annum. This is to account for increased participation from councils not participating as well as any other associate members who do not currently participate. It will also take into consideration:

- The Scottish Government's pledge to increase the annual provision of free early learning and childcare provision to 1140 hours by 2022
- The Scottish Governments Nursery Milk and Snack Scheme by August 2021
- An additional lot for organic milk
- The roll out of universal free school meals for Primary 4 to 7 by August 2022

3. Procurement Process

A Prior Information Notice (PIN) was published on 15th April 2021. This resulted in expressions of interest from 16 companies which led to 5 supplier meetings being held, supporting key elements of the development strategy. These included - ability to service, market trends, community benefits, sustainability, product range/specification

The User Intelligence Group (UIG), consisting of procurement and technical representatives from participating councils, endorsed the procurement strategy on 12th May 2021. A working group of technical representatives from the councils reviewed the specifications and the technical criteria to be adopted during the tender process.

Scotland Excel has taken cognisance of the current situation relative to the Coronavirus (Covid-19) pandemic. Balancing the current situation with the need to provide a route to market for Councils to obtain fresh and organic milk, Scotland Excel has determined to proceed with the tender exercise to establish

the framework for the supply and distribution of milk. Scotland Excel will carefully monitor the situation throughout the period of the tender exercise and will continue to take cognisance of all relevant circumstances in coming to any decision to recommend the award of Framework placings to successful Tenderers.

The procurement exercise followed an open tender procedure to encourage maximum competition and participation. All bidders were evaluated against the advertised selection criteria using the Single Procurement Document (SPD), and the stated award criteria of:

- Technical 20%
- Commercial 80%

Within the technical section, bidders were required to evidence their knowledge and experience by responding to a series of technical areas which are detailed in figure 2.

Figure 2: Technical Scoring

Description	Lot 1 and 2 Weighting
Fair Work Practices	3
Product Traceability	4
Community Benefits Confirmation	2
Shelf Life & Storage Solutions	3
Recycling: Cradle to Cradle & Working with Local Authorities	3
Servicing the Contract and Supply Chain	5
Total score	20

The commercial section of the tender was worth 80 points.

4. Report on Offers Received

Offers were received from 4 tenderers, a summary of which is provided in Appendix 2 (List of Tenderers).

Based on the criteria and scoring methodology set out in the tender documents, a full evaluation of the offers received was carried out. Appendix 3 outlines the scoring achieved by each bidder.

5. Recommendations

Based on the evaluation undertaken, and in line with the advertised criteria and weightings summarised above, it is recommended that a multi-supplier framework arrangement is awarded to 4 suppliers across the two lots and geographical areas as outlined in Appendix 3.

The 4 recommended suppliers provide the choice, scope and range of dairy products required by councils as well as representing best value and providing geographical coverage. These 4 suppliers also represent a mix of small, and medium organisations, with all 4 of the recommended suppliers classified as SMEs.

The Executive Sub Committee is accordingly requested to approve the recommendation to award this framework to the suppliers detailed within Appendix 3 (Scoring and Recommendations)

6. Benefits

Savings

Scotland Excel conducted a benchmarking exercise based on available historic spend information, the outcome of which is detailed in Appendix 1.

The projected average on cost across all councils is 2.05%. , which equates to an estimated total on cost of approximately £130,734 per annum based on current forecast spend levels. Given the market movement forecast of 1.7% over the period of the current framework, the impact through transition to the new framework is more tangible estimate at an on cost of 0.35%, or c.£22,316.

This figure is based on current pricing of the most used supplier for current core list products, against the best offer received.

However, it should be noted that future buying patterns in councils may change in light of changes to catering services and menu options that schools may adopt.

Price Stability

Price Stability was not scored for this tender due to market uncertainty at the time of tendering. However, a price stability clause was included, and of the

recommended suppliers, 1 has offered 12 months fixed pricing and 3 have offered 6 months fixed pricing.

Subsequent pricing will then be held for 6 monthly periods with any price variance request within these windows being considered in accordance with the defined Scotland Excel process. All requests will be evaluated against market indices which monitor farm gate pricing, fuel and packaging costs

Sustainable Procurement Benefits

Within the technical section of the tender, Scotland Excel included a number of sustainability related method statements, including :

- Use of Plastic
- Recycling and Added Value

One supplier has committed to reducing its carbon footprint by 40% by 2025. Methods used to achieve this include - providing fully recyclable paper cartons with paper straws, using Forestry Assured FSC (certified paper from sustainable forestry) paper school milk cartons with paper straws, and adding paper sheaths by the end of 2022. It is estimated that this will result in a reduction of 48 tonnes of plastic waste.

Scotland Excel will continue to monitor any further changes in legislation that may affect the framework during its lifetime and will work with successful suppliers and councils to implement these.

Community Benefits

Suppliers were asked to commit to the delivery of community benefit initiatives, against pre-agreed spend thresholds outlined within the community benefits method statement. These aim to be reflective of the National Indicators outlined within the Scottish Government's National Performance framework, and their underlying vision and goals. Councils will accrue 'community benefit points' based on their level of spend with a supplier. These 'points' correlate to a negotiable benefit that the council can elect to receive at any given point throughout the lifetime of the framework. Of the recommended suppliers, 3 have committed to delivering these benefits.

Within the published tender documents, suppliers were given a list of indicative community benefits that could be agreed with councils. Examples of these are:

- Fundraising event for external charities / initiatives within the council
- Work placements to school students from councils
- Support local food banks and community pantry initiatives
- Support holiday hunger programmes
- Sponsorship of sports team or community event within the council to the value of £500
- Recruit a modern (or other approved) apprentice from within the council
- Recruit one person from with the council area

Scotland Excel will monitor delivery of these commitments during the lifetime of the framework and this will also be reported through ongoing contract management returns. Results reported on community benefits will be disseminated to councils on a 6 monthly period basis.

Fair work Practice including Real Living Wage

Scotland Excel recognises the importance of fair work practices in the delivery of effective public services. Within the technical section of the tender, one of the method statements assessed bidders on areas such as how they will commit to fair work practices. These include payment of the Real Living Wage, a fair pay policy, improving wider diversity of staff and avoiding exploitative employment practices, such as no inappropriate use of zero hours contracts.

Appendix 4 shows a breakdown of responses received from Tenderers on their approach to fair work practices and their position on the payment of the Real Living Wage.

Scotland Excel will monitor status with all awarded suppliers during the lifetime of the framework and engage with the Living Wage Foundation on this particular market.

7. Contract Mobilisation and Management

As part of the mobilisation process, all suppliers will be invited to a contract mobilisation meeting to outline the operation of the framework. This will include roles and responsibilities, management information requirements and community benefits reporting. Suppliers and participating councils will be issued with a mobilisation pack containing all required details which will enable them to utilise the framework.

In accordance with Scotland Excel's established contract and supplier management programme, this framework has been classified as a category D framework. As such, Scotland Excel will conduct annual review meetings with suppliers and the option for annual user group reviews, as appropriate, whilst monitoring management information and community benefits associated with this framework. A summary of contract and supplier management classifications can be found in Appendix 5.

Supplier performance will be monitored by the contract supplier management process where surveys will be issued to councils for feedback on elements of the framework such as quality and service. This feedback will form the basis of contract management meetings with suppliers, who will be able to review the feedback and if required initiate an improvement programme.

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

8. Summary

This is the fourth generation framework for the Supply and Distribution of Milk and aims to maximise collaboration, consolidate demand and deliver best value.

The Executive Sub Committee is requested to approve the recommendation detailed in Section 5 (Recommendations) of the report, to award this framework to the suppliers detailed within Appendix 3 (Scoring and Recommendations).

Appendix 1 – Participation, Spend and Savings Summary Supply and Distribution of Milk

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	01 March 2022	£214,582	Validated by Council	1.7%	-6.07%	-£13,029	Benchmark Current Contract
Aberdeenshire Council	Yes	01 March 2022	£214,435	Validated by Council	1.7%	-5.53%	-£11,857	Benchmark Current Contract
Angus Council	Yes	01 March 2022	£17,680	Validated by Council	1.7%	-11.06%	-£1,955	Benchmark Current Contract
Argyll & Bute Council	Yes	01 March 2022	£129,810	Validated by Council	1.7%	-6.72%	-£8,723	Benchmark Current Contract
City of Edinburgh Council	Yes	01 March 2022	£702,533	Validated by Council	1.7%	-10.30%	-£72,370	Benchmark Current Contract
Clackmannanshire Council	Yes	01 March 2022	£92,523	Scotland Excel Management Information	1.7%	4.64%	£4,296	Benchmark Current Contract
Comhairle nan Eilean Siar	Yes	01 March 2022	£0	Scotland Excel Management Information	1.7%		No Offer	
Dumfries & Galloway Council	Yes	01 March 2022	£167,055	Validated by Council	1.7%	-4.00%	-£6,687	Benchmark Current Contract
Dundee City Council	Yes	01 March 2022	£31,767	Validated by Council	1.7%	-14.32%	-£4,548	Benchmark Current Contract
East Ayrshire Council	Yes	01 March 2022	£61,651	Validated by Council	1.7%	10.87%	£6,703	Benchmark Current Contract
East Dunbartonshire Council	Yes	01 March 2022	£78,969	Validated by Council	1.7%	-1.59%	-£1,259	Benchmark Current Contract
East Lothian Council	Yes	01 March 2022	£224,711	Validated by Council	1.7%	15.14%	£34,019	Benchmark Current Contract
East Renfrewshire Council	Yes	01 March 2022	£113,359	Validated by Council	1.7%	-2.58%	-£2,926	Benchmark Current Contract
Falkirk Council	Yes	01 March 2022	£147,303	Validated by Council	1.7%	0.14%	£204	Benchmark Current Contract
Fife Council	Yes	01 March 2022	£677,020	Validated by Council	1.7%	2.32%	£15,739	Benchmark Current Contract
Glasgow City Council	Yes	01 March 2022	£705,661	Validated by Council	1.7%	0.00%	£0	Benchmark Current Contract
Highland Council	Yes	01 March 2022	£0	Validated by Council	1.7%	0.00%	£0	Benchmark Current Contract
Inverclyde Council	Yes	01 March 2022	£86,786	Validated by Council	1.7%	0.00%	£0	Benchmark Current Contract
Midlothian Council	Yes	01 March 2022	£241,842	Validated by Council	1.7%	0.00%	£0	Benchmark Current Contract
Moray Council	Yes	01 March 2022	£42,486	Validated by Council	1.7%	0.00%	£0	Benchmark Current Contract
North Ayrshire Council	Yes	01 March 2022	£170,323	Validated by Council	1.7%	6.98%	£11,890	Benchmark Current Contract
North Lanarkshire Council	Yes	01 March 2022	£369,824	Validated by Council	1.7%	2.23%	£8,244	Benchmark Current Contract
Orkney Islands Council	No	01 March 2022	£0	Validated by Council	1.7%		No Offer	
Perth & Kinross Council	Yes	01 March 2022	£13,703	Validated by Council	1.7%	-15.24%	-£2,088	Benchmark Current Contract
Renfrewshire Council	Yes	01 March 2022	£228,931	Scotland Excel Management Information	1.7%	3.39%	£7,752	Benchmark Current Contract
Scottish Borders Council	Yes	01 March 2022	£50,261	Validated by Council	1.7%	0.00%	£0	Benchmark Current Contract
Shetland Islands Council	Yes	01 March 2022	£51,564	Validated by Council	1.7%		No Offer	
South Ayrshire Council	Yes	01 March 2022	£110,759	Validated by Council	1.7%	2.96%	£3,276	Benchmark Current Contract
South Lanarkshire Council	Yes	01 March 2022	£441,434	Validated by Council	1.7%	-17.08%	-£75,380	Benchmark Current Contract
Stirling Council	Yes	01 March 2022	£80,105	Validated by Council	1.7%	2.81%	£2,250	Benchmark Current Contract
West Dunbartonshire Council	Yes	01 March 2022	£179,124	Scotland Excel Management Information	1.7%	9.88%	£17,702	Benchmark Current Contract
West Lothian Council	Yes	01 March 2022	£511,137	Validated by Council	1.7%	-1.43%	-£7,288	Benchmark Current Contract
Tayside Contracts	Yes	01 March 2022	£218,902	Validated by Council	1.7%	-15.85%	-£34,700	Benchmark Current Contract
Totals			£6,376,241			-2.05%	-£130,734	
Associate Members							£0	
Totals			£6,376,241			-2.05%	-£130,734	

Appendix 2 - List of Tenderers with SME Status

Name of Tenderers	SME Status	Location	Lots and Geographical Areas Tendered	Lots and Geographical Areas to be Awarded
D J Campbell & Son	Small	Argyll	Lot 1 & 2 - Geographical Areas - Area A, Cowal, Area B, Oban & Lorne, Area C, Mid Argyll & Kintyre Peninsula, Area E, Tiree & Coll, Area F, Islay & Jura, Area G, Mull, Area H, Colonsay, and Area J, Dunoon	<u>Lot 1 & 2- Geographical Areas:</u> All Geographical Areas tendered
Grahams the Family Dairy Limited (SC312966)	Medium	Stirlingshire	Lots 1 & 2 Geographical Areas – Aberdeen City, Aberdeenshire, Angus, City of Edinburgh, Clackmannanshire, Dundee, Falkirk, Fife, Glasgow, Perth & Kinross, Stirling, Tayside Contracts, and The Moray	<u>Lot 1 & 2- Geographical Areas:</u> All Geographical Areas tendered
Muller UK and Ireland Group LLP T/A Muller Milk & Ingredients (OC384928)	Medium	Shropshire	Lots 1 & 2 Geographical Areas – Aberdeen City, Aberdeenshire, Argyll & Bute Area D Helensburgh & Lomond, City of Edinburgh, Clackmannanshire, Dumfries & Galloway, East Ayrshire, East Dumbartonshire, East Lothian, East Renfrewshire, Falkirk, Fife, Glasgow,	<u>Lot 1 & 2- Geographical Areas:</u> All Geographical Areas tendered

			Inverclyde, Midlothian, North Ayrshire Area A Mainland & Cumbrae, North Lanarkshire, Renfrewshire, Scottish Borders, South Ayrshire, South Lanarkshire, Stirling, West Dunbartonshire and West Lothian	
Swansons Fruit Company LTD (SC249181)	Small	Inverness	Lots 1 & 2 Geographical Area – Highland	<u>Lot 1 & 2- Geographical Areas:</u> All Geographical Areas tendered

Appendix 3 - Scoring and Recommendations

Recommendations Lot 1 – Fresh Milk

Council	Supplier	Overall	Awarded To Lot
Aberdeen City Council	Muller UK and Ireland Group LLP T/A Müller Milk & Ingredients	99.00	YES
	Grahams The family Dairy Limited	65.68	YES

Council	Supplier	Overall	Awarded To Lot
Angus Council	Grahams The family Dairy Limited	94.38	YES

Council	Supplier	Overall	Awarded To Lot
City of Edinburgh Council	Muller UK and Ireland Group LLP T/A Müller Milk & Ingredients	99.00	YES
	Grahams The family Dairy Limited	52.77	YES

Council	Supplier	Overall	Awarded To Lot
Comhairle Nan Eilean Siar	NO OFFER	N/A	N/A

Council	Supplier	Overall	Awarded To Lot
Dundee City Council	Grahams The family Dairy Limited	94.38	YES

Council	Supplier	Overall	Awarded To Lot
Aberdeenshire Council	Muller UK and Ireland Group LLP T/A Müller Milk & Ingredients	99.00	YES
	Grahams The family Dairy Limited	67.02	YES

Council	Supplier	Overall	Awarded To Lot
Argyll & Bute Council	Muller UK and Ireland Group LLP T/A Müller Milk & Ingredients	99.00	YES
	D J Campbell & Son	50.88	YES

Council	Supplier	Overall	Awarded To Lot
Clackmannanshire Council	Muller UK and Ireland Group LLP T/A Müller Milk & Ingredients	99.00	YES
	Grahams The family Dairy Limited	55.95	YES

Council	Supplier	Overall	Awarded To Lot
Dumfries & Galloway Council	Muller UK and Ireland Group LLP T/A Müller Milk & Ingredients	99.00	YES

Council	Supplier	Overall	Awarded To Lot
East Ayrshire Council	Muller UK and Ireland Group LLP T/A Müller Milk & Ingredients	99.00	YES

Council	Supplier	Overall	Awarded To Lot
East Dunbartonshire Council	Muller UK and Ireland Group LLP T/A Müller Milk & Ingredients	99.00	YES

Council	Supplier	Overall	Awarded To Lot
East Renfrewshire Council	Muller UK and Ireland Group LLP T/A Müller Milk & Ingredients	99.00	YES

Council	Supplier	Overall	Awarded To Lot
Fife Council	Muller UK and Ireland Group LLP T/A Müller Milk & Ingredients	99.00	YES
	Grahams The family Dairy Limited	55.28	YES

Council	Supplier	Overall	Awarded To Lot
Highland Council	Swansons Fruit Company Ltd	90.38	YES

Council	Supplier	Overall	Awarded To Lot
Midlothian Council	Muller UK and Ireland Group LLP T/A Müller Milk & Ingredients	99.00	YES

Council	Supplier	Overall	Awarded To Lot
North Ayrshire Council	Muller UK and Ireland Group LLP T/A Müller Milk & Ingredients	99.00	YES

Council	Supplier	Overall	Awarded To Lot
East Lothian Council	Muller UK and Ireland Group LLP T/A Müller Milk & Ingredients	99.00	YES

Council	Supplier	Overall	Awarded To Lot
Falkirk Council	Muller UK and Ireland Group LLP T/A Müller Milk & Ingredients	99.00	YES
	Grahams The family Dairy Limited	44.26	YES

Council	Supplier	Overall	Awarded To Lot
Glasgow City Council	Muller UK and Ireland Group LLP T/A Müller Milk & Ingredients	99.00	YES
	Grahams The family Dairy Limited	58.33	YES

Council	Supplier	Overall	Awarded To Lot
Inverclyde Council	Muller UK and Ireland Group LLP T/A Müller Milk & Ingredients	99.00	YES

Council	Supplier	Overall	Awarded To Lot
Moray Council	Grahams The family Dairy Limited	94.38	YES

Council	Supplier	Overall	Awarded To Lot
North Lanarkshire Council	Muller UK and Ireland Group LLP T/A Müller Milk & Ingredients	99.00	YES

Council	Supplier	Overall	Awarded To Lot
Orkney Islands Council	NO OFFER	N/A	N/A

Council	Supplier	Overall	Awarded To Lot
Renfrewshire Council	Muller UK and Ireland Group LLP T/A Müller Milk & Ingredients	99.00	YES

Council	Supplier	Overall	Awarded To Lot
Shetland Islands Council	NO OFFER	N/A	N/A

Council	Supplier	Overall	Awarded To Lot
South Lanarkshire Council	Muller UK and Ireland Group LLP T/A Müller Milk & Ingredients	99.00	YES

Council	Supplier	Overall	Awarded To Lot
Tayside Contracts	Grahams The family Dairy Limited	94.38	YES

Council	Supplier	Overall	Awarded To Lot
West Lothian Council	Muller UK and Ireland Group LLP T/A Müller Milk & Ingredients	99.00	YES

Council	Supplier	Overall	Awarded To Lot
Perth & Kinross Council	Grahams The family Dairy Limited	94.38	YES

Council	Supplier	Overall	Awarded To Lot
Scottish Borders Council	Muller UK and Ireland Group LLP T/A Müller Milk & Ingredients	99.00	YES

Council	Supplier	Overall	Awarded To Lot
South Ayrshire Council	Muller UK and Ireland Group LLP T/A Müller Milk & Ingredients	99.00	YES

Council	Supplier	Overall	Awarded To Lot
Stirling Council	Muller UK and Ireland Group LLP T/A Müller Milk & Ingredients	99.00	YES
	Grahams The family Dairy Limited	54.67	YES

Council	Supplier	Overall	Awarded To Lot
West Dunbartonshire Council	Muller UK and Ireland Group LLP T/A Müller Milk & Ingredients	99.00	YES

Recommendations Lot 2 – Organic Milk

Council	Supplier	Overall	Awarded To Lot
Aberdeen City Council	Muller UK and Ireland Group LLP T/A Müller Milk & Ingredients	99.00	YES
	Graham's The family Dairy Limited	83.85	YES

Council	Supplier	Overall	Awarded To Lot
Angus Council	Grahams The family Dairy Limited	94.38	YES

Council	Supplier	Overall	Awarded To Lot
City of Edinburgh Council	Muller UK and Ireland Group LLP T/A Müller Milk & Ingredients	99.00	YES
	Grahams The family Dairy Limited	83.47	YES

Council	Supplier	Overall	Awarded To Lot
Comhairle Nan Eilean Siar	NO OFFER	N/A	N/A

Council	Supplier	Overall	Awarded To Lot
Dundee City Council	Grahams The family Dairy Limited	94.38	YES

Council	Supplier	Overall	Awarded To Lot
Aberdeenshire Council	Muller UK and Ireland Group LLP T/A Müller Milk & Ingredients	99.00	YES
	Grahams The family Dairy Limited	80.69	YES

Council	Supplier	Overall	Awarded To Lot
Argyll & Bute Council	Muller UK and Ireland Group LLP T/A Müller Milk & Ingredients	99.00	YES
	D J Campbell & Son	73.89	YES

Council	Supplier	Overall	Awarded To Lot
Clackmannanshire Council	Grahams The family Dairy Limited	94.38	YES
	Muller UK and Ireland Group LLP T/A Müller Milk & Ingredients	75.10	YES

Council	Supplier	Overall	Awarded To Lot
Dumfries & Galloway Council	Muller UK and Ireland Group LLP T/A Müller Milk & Ingredients	99.00	YES

Council	Supplier	Overall	Awarded To Lot
East Ayrshire Council	Muller UK and Ireland Group LLP T/A Müller Milk & Ingredients	99.00	YES

Council	Supplier	Overall	Awarded To Lot
East Dunbartonshire Council	Muller UK and Ireland Group LLP T/A Müller Milk & Ingredients	99.00	YES

Council	Supplier	Overall	Awarded To Lot
East Renfrewshire Council	Muller UK and Ireland Group LLP T/A Müller Milk & Ingredients	99.00	YES

Council	Supplier	Overall	Awarded To Lot
Fife Council	Muller UK and Ireland Group LLP T/A Müller Milk & Ingredients	99.00	YES
	Grahams The family Dairy Limited	81.68	YES

Council	Supplier	Overall	Awarded To Lot
Highland Council	Swansons Fruit Company Ltd	90.38	YES

Council	Supplier	Overall	Awarded To Lot
Midlothian Council	Muller UK and Ireland Group LLP T/A Müller Milk & Ingredients	99.00	YES

Council	Supplier	Overall	Awarded To Lot
North Ayrshire Council	Muller UK and Ireland Group LLP T/A Müller Milk & Ingredients	99.00	YES

Council	Supplier	Overall	Awarded To Lot
East Lothian Council	Muller UK and Ireland Group LLP T/A Müller Milk & Ingredients	99.00	YES

Council	Supplier	Overall	Awarded To Lot
Falkirk Council	Muller UK and Ireland Group LLP T/A Müller Milk & Ingredients	99.00	YES
	Grahams The family Dairy Limited	60.00	YES

Council	Supplier	Overall	Awarded To Lot
Glasgow City Council	Muller UK and Ireland Group LLP T/A Müller Milk & Ingredients	99.00	YES
	Grahams The family Dairy Limited	88.13	YES

Council	Supplier	Overall	Awarded To Lot
Inverclyde Council	Muller UK and Ireland Group LLP T/A Müller Milk & Ingredients	99.00	YES

Council	Supplier	Overall	Awarded To Lot
Moray Council	Grahams The family Dairy Limited	94.38	YES

Council	Supplier	Overall	Awarded To Lot
North Lanarkshire Council	Muller UK and Ireland Group LLP T/A Müller Milk & Ingredients	99.00	YES

Council	Supplier	Overall	Awarded To Lot
Orkney Islands Council	NO OFFER	N/A	N/A

Council	Supplier	Overall	Awarded To Lot
Renfrewshire Council	Muller UK and Ireland Group LLP T/A Müller Milk & Ingredients	99.00	YES

Council	Supplier	Overall	Awarded To Lot
Shetland Islands Council	NO OFFER	N/A	N/A

Council	Supplier	Overall	Awarded To Lot
South Lanarkshire Council	Muller UK and Ireland Group LLP T/A Müller Milk & Ingredients	99.00	YES

Council	Supplier	Overall	Awarded To Lot
Tayside Contracts	Grahams The family Dairy Limited	94.38	YES

Council	Supplier	Overall	Awarded To Lot
West Lothian Council	Muller UK and Ireland Group LLP T/A Müller Milk & Ingredients	99.00	YES

Council	Supplier	Overall	Awarded To Lot
Perth & Kinross Council	Grahams The family Dairy Limited	94.38	YES

Council	Supplier	Overall	Awarded To Lot
Scottish Borders Council	Muller UK and Ireland Group LLP T/A Müller Milk & Ingredients	99.00	YES

Council	Supplier	Overall	Awarded To Lot
South Ayrshire Council	Muller UK and Ireland Group LLP T/A Müller Milk & Ingredients	99.00	YES

Council	Supplier	Overall	Awarded To Lot
Stirling Council	Muller UK and Ireland Group LLP T/A Müller Milk & Ingredients	96.14	YES
	Grahams The family Dairy Limited	94.38	YES

Council	Supplier	Overall	Awarded To Lot
West Dunbartonshire Council	Muller UK and Ireland Group LLP T/A Müller Milk & Ingredients	99.00	YES

Appendix 4- List of Recommended Suppliers with Living Wage Status

Tenderer	Accredited	Currently Progresing through Real Living Wage accreditation process	Pay Real Living Wage to all employees, and committed to gaining accreditation over the intital 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
DJ Campbell & Son				Yes		
Grahams the Family Dairy Limited						Yes
Muller UK and Ireland Group LLP T/A Muller Milk & Ingredients						Yes
Swansons Fruit Company LTD					Yes	

Appendix 5 – Segmentation classifications

0521 Supply and Distribution of Milk 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.