



Scotland Excel

To: Executive Sub-Committee

On: 19 June 2020

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

Tender: Demolition and Deconstruction Works

Schedule: 1119

Period: 1st August 2020 – 31 July 2022 with option to extend for up to two further years until 31 July 2024

1. Introduction and Background

This recommendation is for the award of a renewal framework and will be a second-generation framework for demolition. The existing collaborative framework agreement expires on 31 July 2020.

As seen in recent news reports the construction industry has been particularly hard hit by the Corona Virus Disease 2019 (COVID-19) pandemic. Demolition suppliers are no exception and will require the opportunity to get back to work as soon as legally possible. This framework has taken into consideration the reduction of lead times for work package awards with a value under £50,000 and in emergency situations.

This framework will provide councils and other participating members with a mechanism to procure demolition and deconstruction works, ranging from simple shoring and to complex multi-storey demolitions and provide vital emergency services.

To ensure delivery of demolition and deconstruction works which meet our members' needs, Scotland Excel targeted three key areas in developing this strategy; increased market participation, simplified call-off procedures and improved support of the Scottish Government's declared climate emergency.

Demolition has been identified by Police Scotland as an area of potential risk regarding serious and organised crime. As such included in the tender was the declaration of non-involvement and declaration of non-involvement in human trafficking & exploitative labour. All tenderers signed the requested documents.

This report summarises the outcome of the procurement process for the national framework agreement.

2. Scope, Participation and Spend

As part of the strategy development, the User Intelligence Group (UIG) approved the inclusion of three lots, summarised in Table 1 which covers the scope of member requirements for the delivery of demolition and deconstruction works.

Table 1

Lot No.	Description
1	Demolition and Deconstruction works up to £50,000
2	Demolition and Deconstruction works on or over £50,000
3	Emergency Demolition

The lotting structure was designed to be representative of the marketplace and member purchasing requirements.

As detailed in Appendix 1, 30 councils have confirmed their intention to participate in the framework. The remaining two councils have their own frameworks in place. To allow for potential migration from existing agreements, all 32 councils were included in the contract notice for the framework. Additionally, multiple associate members have confirmed their intention to participate.

The maximum estimated value of services that may be awarded under the framework is £72 million. This contract value has been derived from information provided directly from councils, market analysis and historic data. This is, however, a maximum value which is estimated to ensure that there is sufficient capacity within the framework to accommodate any unforeseen peaks in demand.

Procurement Process

User Intelligence Groups (UIGs) were set up comprising of key personnel from Scotland Excel member councils to support the development of the framework. The UIG agreed the procurement route, terms and conditions and the overall strategy, and a Technical UIG developed the specification and the commercial and technical evaluation.

In line with the European Union (EU) Open Procedure a Prior Information Notice (PIN) was published on 11 April 2019 via the Public Contracts Scotland (PCS) advertising portal which resulted in 54 expressions of interest. Supplier meetings were held with 18 interested participants to discuss the development of the

tender following an open invitation in the PIN. This resulted in the sharing of valuable information on plant categorisation, cost drivers in the industry and the risks they face.

Furthermore, Scotland Excel worked in partnership with a range of other stakeholders to develop this framework, including Police Scotland, National Federation of Demolition Contractors (NFDC), Demolition Contractors Association and Zero Waste Scotland.

A contract notice was published on the PCS portal on 11 February 2020. The tender documentation was made available for immediate download via the Public Contracts Scotland Tender portal.

The procurement processes followed an Open Tender Procedure under the procurement rules. Tenderers were evaluated against the following criteria and weightings:

- Technical 30%
- Commercial 70%

Within the technical section, tenderers were required to evidence their knowledge and experience by responding to the following series of technical questions as detailed below within Table 2:

Table 2

Question	Description	Lot 1 Weighting	Lot 2 Weighting	Lot 3 Weighting
1	Range of Expertise	6.5	6.5	6
2	Fair Work Practices	2.5	1.5	2
3	Scenario Example 1 - Risk Management	5	5	N/A
4	Scenario Example 1 – Resource Planning & Allocation	3.5	3.5	N/A
5	Scenario Example 2 - Risk Management	5	5	N/A
6	Scenario Example 2 – Resource Planning & Allocation	3.5	3.5	N/A
7	Recycling and Environment	4	4	4
8	Community Benefits	N/A	1	1
9	Emergency Response Methodology	N/A	N/A	6

10	Service Delivery Methodology	N/A	N/A	6
11	Scenario 5 - Risk Management	N/A	N/A	5

Within the commercial section for lots 1 and 3 the framework was scored per lot and council area. Both of these lots include options for users to award work directly as well as award work through mini competition. For lot 2 the framework was scored per lot and geographical region with the submitted rates enforceable under the framework. Planned works of greater value will be facilitated under Lot 2 to ensure best value is achieved; all call-offs will be appointed via mini competitions. Tenderers were able to offer for one, some or all lots and geographical areas.

All lots comprise the same labour rates with varying equipment rates for each lot. Tenderers were awarded on a per council basis for lots 1 and 3 and per region for lot 2.

3. Report on Offers Received

The tender closed on 16 March 2020 which was prior to the COVID-19 pandemic working restrictions starting. Scotland Excel received 33 offers before the closing date. Included in the 33 as outlined in Appendix 2, were 15 incumbent suppliers. In addition to the incumbent tenderers a further 18 organisations submitted a tender. Of these, 15 were new tenderers to Scotland Excel. Based on the criteria and scoring methodology set out in the tender document, a full evaluation of the 33 compliant offers was completed. Appendix 3 confirms the scoring achieved by each tenderer in each lot, per council/regional area.

4. Recommendations

Based on the evaluation undertaken, and in line with the criteria and weightings set out above, and to secure best value, capacity and coverage, it is recommended that a multi supplier framework is awarded to 25 suppliers across the 32 geographical areas and three lots, as outlined in Appendix 3.

These 25 recommended suppliers offer nationwide coverage and ample coverage to account for any potential difficulties that may arise from the implications of COVID-19 under the framework and all 25 suppliers are classed as Small to Medium Enterprises (SME) [between 10 and 249 employees].

5. Benefits

Benchmarking

Due to the bespoke nature of each and every demolition work package, a benchmarking exercise has not been undertaken. The high level of competition that will exist within the framework should ensure that mini competitions will continue to produce best value outcomes.

Tenderers were required to provide rates as a percentage variation from the National Federation of Demolition Contractors (NFDC) Daywork Charges. The tendered rates of the recommended suppliers for all three lots have been benchmarked against the current NFDC rates. On average, the median tendered rates are circa 25% below the NFDC rates across all three lots.

Process savings will also be realised under this framework. Currently most councils conduct substantive procurement processes for each of their demolition requirements. This framework will now allow direct awards for works under £50,000 and emergency demolition work and the option to run mini competitions for programmed work under the framework is still available for all three lots.

Price Stability

Framework pricing is fixed for the first year of the framework. When the NFDC Rates are updated (annually in July), Scotland Excel will apply the percentage adjustment tendered by the Suppliers to those updated NFDC Rates in accordance with the Framework Contract conditions. Thereafter any price increases will require to be supported with documentary evidence and will be validated against changes in market pricing, tracked in accordance with Scotland Excel's indexation model. These measures will help maintain healthy balance between competitiveness and sustainable pricing throughout the framework term.

Social

In recognition of the range of social considerations important to the sector, technical award criteria assessed tenderers' approach to fair work practices across a range of questions which focused on issues specifically pertaining to the supporting and promoting of pay equality, diversity, attractive working conditions, and staff training and development.

This framework supports the delivery of Scotland's National Outcomes including; tackling inequalities in Scottish society; living lives safe from crime, disorder and danger, realising our full economic potential with more and better employment opportunities; and reducing the local and global environmental impact of our consumption and production.

Community Benefits

Scotland Excel is committed to maximising community benefit delivery. Tenderers were asked to confirm whether they were willing to comply with our community benefits approach for the lifetime of the framework and scored on their ability to deliver it. This approach is designed to deliver local community benefits based on individual member spend thresholds and all 25 recommended suppliers have confirmed their acceptance. The community benefits approach focused on areas relevant to demolition industry and the benefits delivered will include:

- Employment opportunities, including jobs for unemployed;
- Training and accreditation, including accredited training to Scotland Excel member employees;
- Work experience, including hosting industry awareness days for public schools, colleges or jobs;
- Volunteering and charitable donations.

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

Fair Work Practices including the Real Living Wage

Suppliers were also asked to confirm their approach to the payment of the Real Living Wage to their workforce. As detailed in Appendix 4, all 25 recommended suppliers pay the Real Living Wage and commit to maintaining that for the duration of the framework, with six of them accredited and an additional seven committed to becoming accredited within two years. Twelve 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 work with all awarded suppliers during the lifetime of the framework to ensure commitments are met.

Other Benefits

Sustainable Procurement Benefits

All but one of the recommended suppliers are International Organization for Standardization (ISO) 14001 Environmental Management accredited or equivalent meaning they proactively explore reductions in process costs, emissions and waste.

6. Contract Mobilisation and Management

In accordance with Scotland Excel's established Contract Supplier Management programme, in terms of risk and spend, as detailed in Appendix 5 this framework is classified as level B. As such, on a quarterly basis Scotland Excel will collect, analyse and review detailed supplier management information.

Standard management information will be collated in accordance with that described in the tender documentation. Achievement of key performance indicators as provided in the tender will be finalised and agreed at contract award. These will be a driver to ensure that the required service is monitored, maintained and where possible improved during the framework period. This data will form the foundation of ongoing contract and supplier management.

Scotland Excel will also hold mobilisation meetings with all awarded suppliers to ensure they understand how the framework operates and what is contractually expected of them.

7. Summary

The framework for Demolition and Deconstruction Works has maximised collaboration and provided a route to market for local SMEs. It has also delivered a balanced approach to fair work practice. There are also a wide range of additional benefits, including significant local community benefits.

The Executive Sub Committee is requested to approve the recommendations to award this framework agreement as detailed in Appendix 3.

Appendix 1 – Participation and Annual Spend Summary

Member Name	Participation in Contract	Participation Entry Date	Estimated Annual Spend	Source of Spend Data
Aberdeen City Council	YES	01 August 2020	£ 250,000.00	Management Information/SPIKES
Aberdeenshire Council	YES	01 August 2020	£ 245,000.00	Council
Angus Council	YES	01 August 2020	£ 150,000.00	Council
Argyll & Bute Council	YES	01 August 2020	£ 125,000.00	Council
City of Edinburgh Council	NO	N/A	£ -	N/A
Clackmannanshire Council	YES	01 August 2020	£ 50,000.00	Council
Comhairle nan Eilean Siar	YES	01 August 2020	£ 50,000.00	Council
Dumfries & Galloway Council	YES	01 August 2020	£ 250,000.00	Council
Dundee City Council	NO – Until 2021	01 August 2021	£ 1,000,000.00	Council
East Ayrshire Council	NO	N/A	£ -	N/A
East Dunbartonshire Council	YES	01 August 2020	£ 300,000.00	Management Information/SPIKES
East Lothian Council	YES	01 August 2020	£ 120,000.00	Council
East Renfrewshire Council	YES	01 August 2020	£ 27,000.00	Management Information/SPIKES
Falkirk Council	YES	01 August 2020	£ 90,000.00	Council
Fife Council	YES	01 August 2020	£ 550,000.00	Council
Glasgow City Council	YES	01 August 2020	£ 1,300,000.00	Council
Highland Council	YES	01 August 2020	£ 500,000.00	Management Information/SPIKES
Inverclyde Council	YES	01 August 2020	£ 300,000.00	Council
Midlothian Council	YES	01 August 2020	£ 150,000.00	Management Information/SPIKES
Moray Council	YES	01 August 2020	£ 800,000.00	Council
North Ayrshire Council	YES	01 August 2020	£ 800,000.00	Management Information/SPIKES
North Lanarkshire Council	YES	01 August 2020	£ 35,000.00	Council
Orkney Islands Council	YES	01 August 2020	£ 250,000.00	Management Information/SPIKES
Perth & Kinross Council	YES	01 August 2020	£ 720,000.00	Council
Renfrewshire Council	YES	01 August 2020	£ 400,000.00	Council
Scottish Borders Council	YES	01 August 2020	£ 20,000.00	Management Information/SPIKES
Shetland Islands Council	YES	01 August 2020	£ 110,000.00	Management Information/SPIKES
South Ayrshire Council	YES	01 August 2020	£ 1,000,000.00	Council
South Lanarkshire Council	YES	01 August 2020	£ 150,000.00	Management Information/SPIKES
Stirling Council	YES	01 August 2020	TBC	Council
West Dunbartonshire Council	YES	01 August 2020	£ 600,000.00	Management Information/SPIKES
West Lothian Council	YES	01 August 2020	£ 520,000.00	Council
Tayside Contracts	NO	N/A	£ -	N/A
Associate Members	YES	01 August 2020	£ 3,500,000.00	Management Information/SPIKES
Totals			£ 14,362,000.00	

Appendix 2 – List of Tenderers and Awards

Tenderers	SME Status	Tenderers' Local Area	Lot(s) Offered	Lot(s) Awarded
Andrew Cook (Builders) Limited	Small	Fife	1	NA
Bardem Limited	Small	Renfrewshire	1, 2	1, 2
Burnfield Builders & Demolishers Limited	Small	Glasgow City	1, 2, 3	1, 2, 3
Caskie Limited	Small	Glasgow City	1, 2, 3	1, 2, 3
Central Demolition Limited	Medium	Falkirk	1, 2, 3	1, 2, 3
C.E.P. Demolitions Limited	Small	Glasgow City	1, 2	NA
CHAMIC INDUSTRIAL SERVICES LIMITED	Small	The City of Edinburgh	1, 2	NA
Chris Wright & Sons Ltd	Small	Inverclyde	1, 2, 3	1, 2, 3
Coleman Group (CNC Group Holdings Ltd)	Medium	Birmingham City	2	2
Daltons Demolitions Limited	Small	The City of Edinburgh	1, 2, 3	1, 2, 3
Damada (Asbestos Removals) Ltd	Small	South Lanarkshire	1, 2	1, 2
David Morton (Larbert) Limited	Small	Falkirk	1, 2, 3	1, 2, 3
David Smith Contractors Ltd	Medium	Aberdeenshire	1, 2, 3	2
Dem-Master Demolition Limited	Medium	West Lothian	1, 2, 3	1, 2, 3
Dundee Plant Company Limited	Medium	Dundee City	1, 2, 3	2
G&J Demolition Limited	Small	North Lanarkshire	1, 2, 3	NA
GCM Services Scotland Ltd	Small	Falkirk	1, 2	1, 2
George Beattie & Sons Limited	Small	North Lanarkshire	1, 2, 3	1, 2, 3
Gowrie Contracts Limited	Small	Dundee City	1, 2	1, 2
JCH Plant Hire Ltd	Small	North Lanarkshire	1, 2	1, 2
JCJ (Demolition & Construction) Ltd	Small	Glasgow City	1, 2, 3	1, 2, 3
John Graham (Metals) Limited	Small	Stirling	1	1
John Gunn & Sons Limited	Small	The Highland	1, 2, 3	NA
MacWilliam Demolition Ltd	Small	North Lanarkshire	1, 2	1, 2
MGR Industrial Services Limited	Small	Falkirk	1, 2	1, 2
RM Brown Demolitions Ltd	Small	East Lothian	1, 2, 3	NA
Reigart Contracts Limited	Medium	North Lanarkshire	1, 2, 3	1, 2, 3
Rhodar Limited	Medium	South Lanarkshire	2	NA
Safedem Limited	Medium	Dundee City	1, 2, 3	1, 2, 3
Technical Demolition Services Limited	Medium	Wirral	2	2
Thompsons of Prudoe Limited	Large	Northumberland	2	NA
William Goodfellow (Contractors) Limited	Small	North Lanarkshire	1, 2	1, 2
William Munro Construction (Highland) Limited	Small	The Highland	1, 2, 3	3

Appendix 3 – Scoring and Recommendations. Page 1 of 3
Lot 1 – Demolition and Deconstruction works up to £50,000

Lot 1 – D+D works up to £50,001

29 tenders submitted
21 tenderers recommended for award
8 tenderers not recommended for awarded

KEY

Recommended for award
<i>Not recommended for award</i>
No offer

Supplier	Aberdeen City Council	Aberdeenshire Council	Angus Council	Argyll & Bute Council	City of Edinburgh Council	Clackmannanshire Council	Comhairle nan Eilean Siar	Dumfries & Galloway Council	Dundee City Council	East Ayrshire Council	East Dunbartonshire Council	East Lothian Council	East Renfrewshire Council	Falkirk Council	Fife Council	Glasgow City Council	Inverclyde Council	Midlothian Council	North Ayrshire Council	North Lanarkshire Council	Orkney Islands Council	Perth & Kinross Council	Renfrewshire Council	Scottish Borders Council	Shetland Islands Council	South Ayrshire Council	South Lanarkshire Council	Stirling Council	The Highland Council	The Moray Council	West Dunbartonshire	West Lothian Council	Council Coverage	
Andrew Cook (Builders) Limited														39.7																			0	
Bardem Limited				52.0				50.3		50.3			49.6		49.6	49.6	50.3		50.3	49.6			49.6	50.3		50.3	49.6	49.0			49.6		15	
Burnfield Builders & Demolishers Limited	52.4	52.4	52.4	54.5	51.7	51.0	63.2	52.4	52.4	52.4	51.7	51.7	51.7	51.0	51.7	51.7	52.4	51.7	52.4	51.7	58.4	52.4	51.7	52.4	58.4	52.4	51.7	51.0	57.6	57.6	51.7	51.7	32	
C.E.P. Demolitions Limited					39.5	38.7				39.9	39.5	39.5	39.5	39.1	39.5	39.5	39.9		39.9	39.2			39.2			40.2	39.5	38.7			39.2		0	
Caskie Limited	46.1	46.1	46.1	46.1	48.4	49.1	50.4	49.1	47.5	50.9	50.3	48.6	50.3	49.1	48.6	50.3	50.7	49.0	50.9	49.7	49.2	47.5	50.3	45.6	49.2	50.9	50.3	49.1	47.4	49.0	50.3	49.7	26	
Central Demolition Limited	50.3	50.3	51.9	51.6	51.6	51.1	50.8	50.3	52.1	52.1	51.6	51.6	51.6	51.1	51.6	51.6	52.1	51.6	52.1	51.6	47.6	52.1	51.6	50.3	47.1	52.0	51.6	51.1	53.8	53.8	51.6	51.6	32	
Chamic Industrial Services Limited	37.3	37.3	37.3	38.9	36.8	36.3	45.1	37.3	37.3	37.3	36.8	36.8	36.8	36.3	36.8	36.8	37.3	36.8	37.3	36.8	41.4	37.3	36.8	37.3	41.4	37.3	36.8	36.3	41.3	41.3	36.8	36.8	0	
Chris Wright & Sons Ltd	46.5	46.5	46.5	45.4	45.8	45.2	46.2	46.5	46.5	46.5	45.8	45.8	46.0	45.2	45.8	45.8	50.5	45.8	46.5	45.8	43.3	46.5	45.8	46.5	43.3	46.5	45.8	45.2	42.8	51.2	45.8	45.8	9	
Coleman Group (CNC Group Holdings Ltd)																																		0
Daltons Demolitions Limited	49.9	49.8	50.1	50.7	54.1	52.1		50.0	51.3	50.8	50.3	53.6	50.8	52.6	53.2	52.7	50.8	54.1	50.8	52.7		53.2	50.9	53.4		50.0	50.2	52.5	54.2	54.0	50.3	54.1	28	
Damada (Asbestos Removals) Ltd	50.0	50.0	50.0	56.0	52.7	51.8		53.5	50.0	53.5	52.7	52.7	52.7	51.8	52.7	52.7	53.5	52.7	53.5	52.7		53.5	52.7	50.0		53.5	52.7	51.8		54.9	52.7	52.7	28	
David Morton (Larbert) Limited	93.8	93.8	93.8	89.3	93.8	93.8	91.3	93.8	93.8	93.8	93.8	93.8	93.8	93.8	93.8	93.8	93.8	93.8	93.8	93.8	93.8	93.8	93.8	93.8	93.8	93.8	93.8	93.8	93.8	93.8	93.8	93.8	32	
David Smith Contractors Ltd	47.2	47.2	46.2				51.3		45.4																				48.9	48.9			5	
Dem-Master Demolition Limited	49.7	49.7	49.7	51.4	52.9	52.3	57.5	49.7	53.4	49.7	52.9	52.9	52.9	52.3	52.9	52.9	53.4	52.9	49.7	52.9	53.9	53.4	52.9	49.7	53.9	49.7	52.9	52.3	53.9	53.9	52.9	52.9	32	
Dundee Plant Company Limited	37.4	37.4	40.0						40.3					39.0								39.5												0
GCM Services Scotland Ltd	46.0	46.0	46.0	47.5	45.5	45.0		46.0	46.0	46.0	45.5	45.5	45.5	45.0	45.5	45.5	46.0	45.5	46.0	45.5		46.0	45.5	46.0		46.0	45.5	45.0	49.7	49.7	45.5	45.5	2	
George Beattie & Sons Limited	52.5	52.5	52.5	54.0	52.8	52.4	58.1	53.4	53.4	53.6	53.0	52.3	53.0	52.5	53.0	53.0	53.6	52.8	53.6	53.0	54.9	53.6	53.0	53.4	54.9	53.6	53.0	52.5	56.4	56.4	53.0	53.0	32	
G&J Demolition Limited	42.2	42.2	42.2		41.7	41.1		42.2	42.2	42.2	41.7	41.7	41.7	41.1	41.7	41.7	42.2	41.7	42.2	41.7		42.2	41.7	42.2		42.2	41.7	41.1		46.5	41.7	41.7	0	
Gowrie Contracts Limited	53.7	53.7	53.7	55.7	53.0	52.4		52.1	53.7			53.0	53.0	52.4	53.0	53.0	53.7	53.0	53.7	53.0		53.7	53.0	53.7			53.0	52.4	58.8	58.8		53.0	25	
JCH Plant Hire Ltd	68.8	68.8	68.8	76.3	72.0	70.9	83.3	73.1	73.1	73.1	72.0	72.0	72.0	70.9	72.0	72.0	73.1	72.0	73.1	72.0	77.6	73.1	72.0	73.1	77.6	73.1	72.0	70.9	75.2	75.4	72.2	72.2	32	
JCI (Demolition & Construction) Ltd				69.4	66.6	65.8		67.3	67.3		66.6	66.6	66.6	65.8	66.6	66.6	67.3	66.6	67.3	66.6		67.3	66.6	67.3		67.3	66.6	65.8			66.6	66.6	23	
John Graham (Metals) Limited				49.8		46.8					47.4		47.4	46.8	47.4	47.4			48.0	47.4		48.0	47.4			47.4	46.8				47.4	12		
John Gunn & Sons Limited																													29.9				0	
MacWilliam Demolition Ltd	40.7	40.7	46.9		46.3	45.5		44.9	44.9	44.9	46.8	44.3	46.8	45.5	46.3	46.8	47.5	44.3	44.9	46.8		44.9	46.8	44.9		44.9	44.7	45.5		43.6	46.8	46.2	7	
MGR Industrial Services Limited	50.3	50.3	46.4	48.6	49.5	48.6	56.4	46.4	50.3	50.3	49.5	49.5	49.5	48.6	49.5	49.5	50.3	49.5	50.3	49.5	51.4	50.3	49.5	48.4	53.6	50.3	49.5	48.6	51.9	51.9	49.5	49.5	28	
Reigart Contracts Limited	48.2	48.2	48.2	49.8	47.6	47.1		48.2	48.2	48.2	47.6	47.6	47.6	47.1	47.6	47.6	48.2	47.6	48.2	47.6		48.2	47.6	48.2		48.2	47.6	47.1	52.2	52.2	47.6	47.6	25	
Rhodar Limited																																		0
RM Brown Demolitions Ltd	30.4	30.4	30.4	31.7	30.0	29.6	37.5	30.4	30.4	30.4	30.0	30.0	30.0	29.6	30.0	30.0	30.4	30.0	30.4	30.0		30.4	30.0	30.4		30.4	30.0	29.6	33.7	33.7	30.0	29.9	0	
Safedem Limited	44.1	44.1	48.8	48.9	48.0	47.4	52.6	48.6	48.8	48.6	48.0	48.0	48.0	47.4	48.2	45.1	48.6	48.0	48.6	48.0	49.0	48.6	48.0	45.4	49.0	48.6	48.0	47.4	50.9	50.9	48.0	48.0	24	
Technical Demolition Services Limited																																		0
Thompsons of Prudoe Limited																																		0
William Goodfellow (Contractors) Limited				68.4	63.6	62.4		64.8	64.8	64.8	63.6	63.6	63.6	62.4	63.6	63.6	64.8	63.6	64.8	63.6		64.8	63.6			64.8	63.6	62.4			63.6	63.6	23	
William Munro Construction (Highland) Limited	36.0	36.0	36.0	37.2		35.2	42.2														39.1	36.0			38.6			35.2	39.3	39.3			0	
Total Suppliers Offered Per Council	22	22	22	22	22	24	14	22	23	21	22	22	24	23	26	24	23	21	24	24	12	24	24	21	12	22	24	25	19	21	22	22		
Total Recommended Suppliers Per Council	12	12	11	11	11	13	10	15	15	14	16	15	17	16	17	17	15	15	17	18	9	16	17	13	9	15	17	17	14	16	16	16		

Appendix 3 – Scoring and Recommendations. Page 2 of 3
Lot 2 – Demolition and Deconstruction works on or over £50,000

Colour Key Lot 2		Lot 2 – D+D works on or over £50,000
Region 1	Recommended for award	31 tenders submitted
Region 2	Not recommended for award	23 tenderers recommended for award
Region 3	No offer	8 tenderers not recommended for awarded
Region 4		
Region 5		

Supplier	Aberdeen City Council	Aberdeenshire Council	Angus Council	Argyll & Bute Council	City of Edinburgh Council	Clackmannanshire Council	Comhairle nan Eilean Siar	Dumfries & Galloway Council	Dundee City Council	East Ayrshire Council	East Dunbartonshire Council	East Lothian Council	East Renfrewshire Council	Falkirk Council	Fife Council	Glasgow City Council	Inverclyde Council	Midlothian Council	North Ayrshire Council	North Lanarkshire Council	Orkney Islands Council	Perth & Kinross Council	Renfrewshire Council	Scottish Borders Council	Shetland Islands Council	South Ayrshire Council	South Lanarkshire Council	Stirling Council	The Highland Council	The Moray Council	West Dunbartonshire	West Lothian Council	Council Coverage	
Andrew Cook (Builders) Limited																																	0	
Bardem Limited	48.1	48.1	48.1	49.9		48.1	49.9	48.1	48.1	48.1	48.1		48.1	48.1	48.1	48.1	48.1		48.1	48.1	49.9	48.1	48.1	48.1	49.9	48.1	48.1	48.1	49.9	48.1	48.1		28	
Burnfield Builders & Demolishers Limited	52.4	52.4	52.4	54.5	52.4	52.4	54.5	52.4	52.4	52.4	52.4	52.4	52.4	52.4	52.4	52.4	52.4	52.4	52.4	54.5	52.4	52.4	52.4	54.5	52.4	52.4	52.4	54.5	52.4	52.4	52.4	32		
C.E.P. Demolitions Limited	33.0	33.0	33.0	34.9	35.8	33.0	34.9	35.8	33.0	35.8	35.8	35.8	35.8	33.0	33.0	35.8	35.8	35.8	35.8	35.8	34.9	33.0	35.8	34.9	35.8	35.8	33.0	34.9	33.0	35.8	35.8	0		
Caskie Limited	46.1	46.1	46.1	46.1	47.6	46.1	46.1	47.1	46.1	47.1	49	47.6	49	46.1	46.1	49	49	47.6	47.1	49	46.1	46.1	49	47.1	46.1	47.1	49	46.1	46.1	46.1	49	47.6	28	
Central Demolition Limited	42.3	42.3	42.3	50.8	51.5	42.3	50.8	51.5	42.3	51.5	51.5	51.5	51.5	42.3	42.3	51.5	51.5	51.5	51.5	51.5	50.8	42.3	51.5	51.5	50.8	51.5	51.5	42.3	50.8	42.3	51.5	51.5	32	
Chamic Industrial Services Limited	36.1	36.1	36.1	37.5	36.1	36.1	37.5	36.1	36.1	36.1	36.1	36.1	36.1	36.1	36.1	36.1	36.1	36.1	36.1	37.5	36.1	36.1	36.1	37.5	36.1	36.1	36.1	37.5	36.1	36.1	36.1	0		
Chris Wright & Sons Ltd	42.8	42.8	42.8	37.0	42.8	42.8	37.0	42.8	42.8	42.8	42.8	42.8	42.8	42.8	42.8	42.8	42.8	42.8	42.8	42.8	42.8	42.8	42.8	42.8	37.0	42.8	42.8	42.8	37.0	42.8	42.8	42.8	10	
Coleman Group (CNC Group Holdings Ltd)	48.3	48.3	48.3	49.6	48.3	48.3	49.6	48.3	48.3	48.3	48.3	48.3	48.3	48.3	48.3	48.3	48.3	48.3	48.3	48.3	49.6	48.3	48.3	48.3	49.6	48.3	48.3	48.3	49.6	48.3	48.3	48.3	32	
Daltons Demolitions Limited	51.8	51.8	51.8	49.9	53.9	51.8	49.9	49.4	51.8	49.4	51.1	53.9	51.1	51.8	51.8	51.1	51.1	53.9	49.4	51.1	49.9	51.8	51.1	49.4	49.9	49.4	51.1	51.8	49.9	51.8	51.1	53.9	32	
Damada (Asbestos Removals) Ltd	45.5	45.5	45.5		48.6	45.5		48.6	45.5	48.6	48.6	48.6	48.6	45.5	45.5	48.6	48.6	48.6	48.6	48.6		45.5	48.6	48.6		48.6	48.6	45.5		45.5	48.6	48.6	27	
David Morton (Larbert) Limited	92.8	92.8	92.8	90.3	92.8	92.8	90.3	92.8	92.8	92.8	92.8	92.8	92.8	92.8	92.8	92.8	92.8	92.8	92.8	92.8	90.3	92.8	92.8	92.8	90.3	92.8	92.8	92.8	90.3	92.8	92.8	92.8	32	
David Smith Contractors Ltd	44.7	44.7	44.7	44.8		44.7	44.8		44.7					44.7	44.7						44.8	44.7			44.8			44.7	44.8	44.7		10		
Dem-Master Demolition Limited	53.6	53.6	53.6	55.0	57.7	53.6	55.0	56.2	53.6	56.2	57.7	57.7	57.7	53.6	53.6	57.7	57.7	57.7	56.2	57.7	55.0	53.6	57.7	56.2	55.0	56.2	57.7	53.6	55.0	53.6	57.7	57.7	32	
Dundee Plant Company Limited	43.3	43.3	43.3			43.3			43.3					43.3	43.3							43.3						43.3		43.3			10	
GCM Services Scotland Ltd	44.4	44.4	44.4	43.2	43.9	44.4	43.2	43.7	44.4	43.7	43.9	43.9	43.9	44.4	44.4	43.9	43.9	43.9	43.7	43.9	43.2	44.4	43.9	43.7	43.2	43.7	43.9	44.4	43.2	44.4	43.9	43.9	10	
George Beattie & Sons Limited	58.3	58.3	58.3	53.3	57.9	58.3	53.3	58.3	58.3	58.3	58.3	57.9	58.3	58.3	58.3	58.3	58.3	57.9	58.3	58.3	53.3	58.3	58.3	58.3	53.3	58.3	58.3	58.3	53.3	58.3	58.3	57.9	32	
G&J Demolition Limited	40.9	40.9	40.9		41.1	40.9		38	40.9	38	41.2	41.1	41.2	40.9	40.9	41.2	41.2	41.1	38	41.2		40.9	41.2	38		38	41.2	40.9		40.9	41.2	41.1	0	
Gowrie Contracts Limited	47.6	47.6	47.6			47.6			47.6					47.6	47.6							47.6						47.6		47.6			10	
JCH Plant Hire Ltd	78.0	78.0	78.0	78.5	78.0	78.0	78.5	78	78.0	78	78	78.0	78	78.0	78.0	78	78	78.0	78	78	78.5	78.0	78	78	78.5	78	78	78.0	78.5	78.0	78	78.0	32	
JCJ (Demolition & Construction) Ltd	65.8	65.8	65.8	68.8	65.8	65.8	68.8	65.8	65.8	65.8	65.8	65.8	65.8	65.8	65.8	65.8	65.8	65.8	65.8	65.8	68.8	65.8	65.8	65.8	68.8	65.8	65.8	65.8	68.8	65.8	65.8	65.8	32	
John Graham (Metals) Limited																																	0	
John Gunn & Sons Limited				22.5			22.5														22.5				22.5			22.5					0	
MacWilliam Demolition Ltd	46.9	46.9	46.9		46.9	46.9		46.9	46.9	46.9	49.7	46.9	49.7	46.9	46.9	49.7	49.7	46.9	46.9	49.7		46.9	49.7	46.9		46.9	49.7	46.9		46.9	49.7	46.9	22	
MGR Industrial Services Limited	47.1	47.1	47.1	48.1	50.8	47.1	48.1	50.8	47.1	50.8	50.8	50.8	50.8	47.1	47.1	50.8	50.8	50.8	50.8	50.8	50.8	48.1	47.1	50.8	50.8	48.1	50.8	50.8	47.1	48.1	47.1	50.8	50.8	32
Reigart Contracts Limited	49.3	49.3	49.3	50.9	49.3	49.3	50.9	49.3	49.3	49.3	49.3	49.3	49.3	49.3	49.3	49.3	49.3	49.3	49.3	49.3	50.9	49.3	49.3	49.3	50.9	49.3	49.3	49.3	50.9	49.3	49.3	49.3	32	
Rhodar Limited	35.0	35.0	35.0	34.1	37.1	35.0	34.1	37.1	35.0	37.1	37.1	37.1	37.1	35.0	35.0	37.1	37.1	37.1	37.1	37.1	34.1	35.0	37.1	37.1	34.1	37.1	37.1	35.0	34.1	35.0	37.1	37.1	0	
RM Brown Demolitions Ltd	28.5	28.5	28.5	30.1	28.5	28.5	30.1	28.5	28.5	28.5	28.5	28.5	28.5	28.5	28.5	28.5	28.5	28.5	28.5	28.5	30.1	28.5	28.5	28.5	30.1	28.5	28.5	28.5	30.1	28.5	28.5	28.5	0	
Safedem Limited	47.8	47.8	47.8	47.2	46.5	47.8	47.2	48	47.8	48	46.9	46.5	46.9	47.8	47.8	46.9	46.9	46.5	48	46.9	47.2	47.8	46.9	48	47.2	48	46.9	47.8	47.2	47.8	46.9	46.5	32	
Technical Demolition Services Limited	44.8	44.8	44.8	45.2	44.8	44.8	45.2	44.8	44.8	44.8	44.8	44.8	44.8	44.8	44.8	44.8	44.8	44.8	44.8	44.8	45.2	44.8	44.8	44.8	45.2	44.8	44.8	44.8	45.2	44.8	44.8	44.8	15	
Thompsons of Prudoe Limited				45.4			45.4		45.4	45.4	45.4	45.4			45.4	45.4	45.4	45.4	45.4			45.4	45.4		45.4	45.4				45.4	45.4	0		
William Goodfellow (Contractors) Limited	62.5	62.5	62.5	64.6	62.5	62.5	64.6	62.5	62.5	62.5	62.5	62.5	62.5	62.5	62.5	62.5	62.5	62.5	62.5	62.5	64.6	62.5	62.5	62.5	64.6	62.5	62.5	62.5	64.6	62.5	62.5	62.5	32	
William Munro Construction (Highland) Limited	32.8	32.8	32.8	33.9		32.8	33.9		32.8					32.8	32.8						33.9	32.8			33.9			32.8	33.9	32.8		0		
Total Suppliers Offered Per Council	29	29	29	25	25	29	25	26	29	26	26	25	26	29	29	26	26	25	26	26	25	29	26	26	25	26	26	29	25	29	26	25		
Total Recommended Suppliers Per Council	23	23	23	15	15	23	15	15	23	16	17	15	17	23	23	17	17	15	15	17	15	23	17	15	15	15	17	23	15	23	17	15		
Region Council is located in	5	5	5	4	2	5	4	3	5	3	1	2	1	5	5	1	1	2	3	1	4	5	1	3	4	3	1	5	4	5	1	2		
Total number of Councils in Region Group	10	10	10	5	4	10	5	5	10	5	8	4	8	10	10	8	8	4	5	8	5	10	8	5	5	5	8	10	5	10	8	4		

Appendix 3 – Scoring and Recommendations. Page 3 of 3
Lot 3 - Emergency Demolition

Lot 3 - Emergency Demolition

17 tenders submitted
12 tenderers recommended for award
5 tenderers not recommended for awarded

KEY

Recommended for award
Not recommended for award
No offer

Supplier	Aberdeen City Council	Aberdeenshire Council	Angus Council	Argyll & Bute Council	City of Edinburgh Council	Clackmannanshire Council	Comhairle nan Eilean Siar	Dumfries & Galloway Council	Dundee City Council	East Ayrshire Council	East Dunbartonshire Council	East Lothian Council	East Renfrewshire Council	Falkirk Council	Fife Council	Glasgow City Council	Inverclyde Council	Midlothian Council	North Ayrshire Council	North Lanarkshire Council	Orkney Islands Council	Perth & Kinross Council	Renfrewshire Council	Scottish Borders Council	Shetland Islands Council	South Ayrshire Council	South Lanarkshire Council	Stirling Council	The Highland Council	The Moray Council	West Dunbartonshire	West Lothian Council	Council Coverage	
Andrew Cook (Builders) Limited																																	0	
Bardem Limited																																		0
Burnfield Builders & Demolishers Limited				55.2	49.2	48.5				49.9	49.2	49.2	49.2	48.5		49.2	49.9	49.2	49.9	49.2		49.9	49.2	49.9		49.9	49.2	48.5			49.2	49.2	21	
C.E.P. Demolitions Limited																																		0
Caskie Limited	44.3	44.3	44.3	46.1	47.1	46.7		47.9	44.9	47.9	47.3	45.7	47.3	46.7	45.7	47.3	47.6	47.3	47.9	47.3		44.9	47.3	46.5		47.9	47.3	46.7		47.4	47.3	47.3	28	
Central Demolition Limited	45.8	45.8	46.5	49.3	46.1	45.6			46.6	46.6	46.1	46.1	46.1	45.6	46.1	46.1	46.6	46.1	46.6	46.1		46.6	46.1			46.5	46.1	45.6	46.7		46.1	46.1	26	
Chamic Industrial Services Limited																																		0
Chris Wright & Sons Ltd	31.4	31.4	31.4	35.1	30.8	30.1	32.5	31.4	31.4	31.4	30.8	30.8	30.8	30.1	30.8	30.8	35.4	30.8	31.4	30.8	28.4	31.4	30.8	31.4	28.4	31.4	30.8	30.1	29.6	36.1	30.8	30.8	2	
Coleman Group (CNC Group Holdings Ltd)																																		0
Daltons Demolitions Limited				44.8	43.6							44.3		43.6	44.2	44.2		44.8		44.2		44.7	44.7			44.2	43.6				44.8		7	
Damada (Asbestos Removals) Ltd																																		0
David Morton (Larbert) Limited	91.8	91.8	91.8	91.8	91.8	91.8	91.8	91.8	91.8	91.8	91.8	91.8	91.8	91.8	91.8	91.8	91.8	91.8	91.8	91.8	91.8	91.8	91.8	91.8	91.8	91.8	91.8	91.8	91.8	91.8	91.8	91.8	32	
David Smith Contractors Ltd	28.0	28.0	27.0				31.5		26.5																				28.8	28.8				0
Dem-Master Demolition Limited	44.5	44.5	44.5		46.1	45.0		44.8	46.2	44.8	46.1	46.1	46.1	45.0	45.5	46.1	46.6	46.1	45.0	45.8		46.1	46.1	44.8		44.8	46.1	45.0	48.7	48.7	46.1	46.1	28	
Dundee Plant Company Limited			25.9						26.5						25.7								26.2											0
GCM Services Scotland Ltd																																		0
George Beattie & Sons Limited	46.6	46.6	46.6	50.5	46.7	46.2	51.1	47.2	47.2	47.3	46.7	46.2	46.7	46.2	46.7	46.7	47.3	46.7	47.3	46.7	46.5	47.3	46.7	47.2	46.5	47.3	46.7	46.2	50.5	50.5	46.7	46.7	32	
G&J Demolition Limited																29.0																		0
Gowrie Contracts Limited																																		0
JCH Plant Hire Ltd																																		0
JCI (Demolition & Construction) Ltd				55.4	50.4	49.8		51.0		51.0	50.4	50.4	50.4	49.8	50.4	50.4	51.0	50.4	51.0	50.4		51.0	50.4	51.0		51.0	50.4	49.8			50.4	50.4	23	
John Graham (Metals) Limited																																		0
John Gunn & Sons Limited																													20.6					0
MacWilliam Demolition Ltd																																		0
MGR Industrial Services Limited																																		0
Reigart Contracts Limited			44.7	48.7	44.1	43.6		44.7	44.7	44.7	44.1	44.1	44.1	43.6	44.1	44.1	44.7	44.1	44.7	44.1		44.7	44.1	44.7		44.7	44.1	43.6			44.1	44.1	17	
Rhodar Limited																																		0
RM Brown Demolitions Ltd	21.3	20.6	20.6	23.9	20.2	19.8	27.1	20.6	20.6	20.6	20.2	20.2	20.2	19.8	20.2	20.2	20.6	20.2	20.6	20.2		20.6	20.2	20.6		20.6	20.2	19.8	23.9	23.9	20.2	20.2	0	
Safedem Limited	36.9	36.9	38.1	41.0	37.6	37.2		38.1	38.1	38.1	37.6	37.6	37.6	37.2	37.6	37.6	38.1	37.6	38.1	37.6		38.1	37.6	37.3		38.1	37.6	37.2	40.6	40.6	37.6	37.6	7	
Technical Demolition Services Limited																																		0
Thompsons of Prudoe Limited																																		0
William Goodfellow (Contractors) Limited																																		0
William Munro Construction (Highland) Limited							35.1															31.1							32.4	32.1				3
Total Suppliers Offered Per Council	9	9	11	10	12	12	6	9	11	11	11	12	11	12	12	13	11	12	11	12	4	13	11	11	3	11	12	12	10	9	11	12		
Total Recommended Suppliers Per Council	6	6	7	7	9	7	4	6	7	8	8	9	8	7	8	10	7	7	8	9	3	9	8	8	3	8	7	7	6	5	7	7		

Appendix 4 – List of Recommended Suppliers with Real Living Wage Status at Point of Tender

Supplier	Accredited Real Living Wage Employer and committed to maintaining	In process of becoming an accredited Real Living Wage Employer within the first two year period	Not an accredited Real Living Wage Employer but commit to gaining accreditation within the first two year period	Not an accredited Real Living Wage Employer but pay the Real Living Wage to all employees (except vols, APR & interns) committed to maintaining	Not an accredited Real Living Wage Employer and do not pay the Real Living Wage to all employees, but commit to paying the Real Living Wage to all employees (except vols, APR & interns) within the first two year period	Not an accredited Real Living Wage Employer and do not currently pay the Real Living Wage to all employees
Bardem Limited	YES					
Burnfield Builders & Demolishers Limited				YES		
Caskie Limited	YES					
Central Demolition Limited				YES		
Chris Wright & Sons Ltd			YES			
Coleman Group (CNC Group Holdings Ltd)				YES		
Daltons Demolitions Limited		YES				
Damada (Asbestos Removals) Ltd	YES					
David Morton (Larbert) Limited				YES		
David Smith Contractors Ltd				YES		
Dem-Master Demolition Limited		YES				
Dundee Plant Company Limited	YES					
GCM Services Scotland Ltd				YES		
George Beattie & Sons Limited	YES					
Gowrie Contracts Limited				YES		
JCH Plant Hire Ltd	YES					
JCJ (Demolition & Construction) Ltd				YES		
John Graham (Metals) Limited				YES		
MacWilliam Demolition Ltd				YES		
MGR Industrial Services Limited		YES				
Reigart Contracts Limited		YES				
Safedem Limited		YES				
Technical Demolition Services Limited			YES			
William Goodfellow (Contractors) Limited				YES		
William Munro Construction (Highland) Limited				YES		

Appendix 5 – Segmentation classifications

1119 Demolition and Deconstruction Works is classified as level B

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.