

Scotland Excel

To: Executive Sub-Committee

On: 11 December 2020

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

Tender: Bitumen and Associated Products

Schedule: 0320

Period: 1 March 2021 until 29 February 2024 (plus the option to extend for up to 12-months)

1. Introduction and Background

The current framework for Bitumen and Associated Products will expire on 28 February 2021. This proposed renewal framework will operate from 1 March 2021 until 29 February 2024 with an option to extend for a further 12-month period.

This renewal will be a fourth generation framework for this commodity and will provide councils and other participating bodies with a mechanism to procure a wide variety of bitumen related products ranging from bulk bitumen to reinstatement products, surface dressings, cementitious products and sundry bitumen related products.

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

2. Scope, Participation and Spend

Through consultation with the Bitumen User Intelligence Group (UIG), comprising of councils' roads and procurement professionals, the Bitumen Technical Group and key suppliers, a number of items have been identified to populate the lot structure of this framework. These consultations resulted in the building of a robust lot structure that covers all bitumen and associated requirements for Scotland Excel's participating stakeholders and is summarised in Table 1.

Table 1: Lotting Structure

Lot Number	Description	Estimated % of Spend
Lot 1	Bulk Products	80%
Lot 2	Reinstatement Products	15%
Lot 3	Surface Dressing Products	3%
Lot 4	Cementitious Products	1%
Lot 5	Sundry Bitumen Related Products	1%

The framework was advertised to allow access to all 32 councils, Tayside Contracts and associate members in Scotland. As detailed in Appendix 1, 30 councils plus Tayside Contracts have confirmed their intention to participate in this framework. North Lanarkshire Council and East Dunbartonshire Council have advised that they do not currently intend to participate in this renewal framework, however, the framework was advertised to allow for use by all councils. Both North Lanarkshire and East Dunbartonshire stated that have existing agreements in place.

It should also be noted that for this framework, it is currently intended that Tayside Contracts will be the procurement lead for the purchase of Bitumen and Associated Products for Angus Council, Dundee City Council and Perth and Kinross Council.

The current spend for participating councils is almost £12m per annum, totalling approximately £48m over the term of the framework. The high spend associated with the current framework emphasises the requirement to attract suppliers with relevant skills and experience to encourage flexibility and growth for all council areas. To allow for potential growth, a contingency was incorporated into this framework which will accommodate any increased membership spending. The framework was therefore advertised at £56m for the four-year term.

3. Procurement Process

A Prior Information Notice (PIN) was published on 26th February 2020 resulting in expressions of interest from 13 organisations. Market engagement led to three tenderer meetings, which helped inform the delivery strategy in areas such as ability to service, market trends and developments, cost drivers, community benefits, price stability, sustainability, as well as the inclusion of potential products and specifications.

A User Intelligence Group (UIG), consisting of procurement and technical representatives from participating councils, endorsed the procurement strategy held remotely via Microsoft Teams on 24th June and 25th June. From those meetings, a group of technical representatives from the councils was formed to review the specifications and technical criteria and to participate in the evaluation process.

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

- Technical 15%
- Commercial 85%

Within the technical section, bidders were required to evidence their knowledge and experience by responding to a number of technical areas. Details of the scored technical criteria and weightings are listed below in Table 2.

Table 2: Technical Scoring

Criteria	Lot 1 Weighting	Lot 2 Weighting	Lot 3 Weighting	Lot 4 Weighting	Lot 5 Weighting
Sustainability	5	5	5	5	5
Community Benefits	5	5	5	5	5
Stock Holding & Supply Chain	3	3	3	3	3
Product Training	1	1	1	1	1
Mobile Storage Unit	1				
Collection of Goods		1	1	1	1
TOTAL	15	15	15	15	15

The commercial section of the tender was scored in two parts – Pricing and Early Settlement Discount.

- Pricing was worth a maximum of 80 points.
- Early Settlement Discount was worth a maximum of 5 points.

Bidders were invited to offer on a lot-by-lot basis per geographical location and were requested to state any discount available for early settlement of payment received within 21 days from the date of receipt of the invoice.

Report on Offers Received

Offers were received from 9 tenderers, a summary of which is provided in Appendix 2 (List of Tenderers with SME status).

Based on the criteria and scoring methodology set out in the tender document, a full evaluation of the offers received was carried out. Appendix 3 outlines the scoring achieved by each bidder, of which 9 are recommended for award across five lots.

4. 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 is awarded to 9 suppliers across the areas and lots outlined in Appendix 3.

The recommended suppliers provide the choice, scope and range of bitumen and associated products required by councils as well as representing best value and providing geographical coverage. These 9 suppliers also represent a mix of small, medium and large (SMEs) organisations, with 7 of the recommended suppliers classified as SMEs.

5. Benefits

Savings

Scotland Excel conducted a benchmarking exercise based on comparing current pricing for the products from Lot 1 which makes up 80% of the total contract spend with the MEAT (Most Economically Advantageous Tender) prices received for the renewal framework. The results of this benchmarking are detailed in Appendix 1.

The projected average saving across all councils is 6%, which equates to an estimated total saving of approximately £175K per annum based on current forecast spend levels. The projected savings per council ranges from a cost of 4.25% to a saving of 6.63%. These costs / savings are largely dependent on the menus adopted by each council, the sustainability of the products they are using and the suppliers tendering for each council.

Price Stability

The Special Conditions of Contract required the following commitments from tenderers in relation to price stability:

- Lot 1 – tenderers' pricing submitted at point of tender would be held firm for three months from the start date of the proposed Framework Contract.

- Lots 2 to 5 – tenderers' pricing submitted at point of tender would be held firm for six months from the start date of the proposed Framework Contract.

All of the recommended suppliers have committed to this.

Sustainable Procurement Benefits

Within the technical section of the tender, the sustainability method statement assessed each organisation's corporate approach to sustainability and how they promote recycling, reuse and reduce proposals to minimise the impact of their supply chain on the environment. Responses were requested specifically in relation to Waste Reduction, Sustainability Initiatives, End of Life and Transportation.

A range of sustainable measures were outlined by tenderers which included:

- Free drum recycling to customers
- Use refillable cartons for cleaners
- Use of electric vehicles where prudent
- Zero emission forklift trucks.

Community Benefits

Tenderers were asked to commit to the delivery of community benefit initiatives, against pre-agreed spend thresholds outlined within the community benefits method statement. The benefits 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. 8 recommended suppliers have committed to delivering these benefits. Nynas UK Aktiebolag were the only supplier not to offer community benefits, despite a large spend historically on the framework. Scotland Excel will continue conversations with this supplier during the lifetime of the contract to understand if any community benefits can be delivered.

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
- Employability workshop or event in a school, college or group within Purchasing authority area

- Donation of materials and/or labour to support community projects within the Purchasing authority area to the value of £250
- Sponsorship of sports team or community event within the council to the value of £500
- Recruit one person from within the council area
- Work in partnership with Local Authority to help support in a major local community project

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 six-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 invitation to tender, tenderers were required to detail their approach to fair work practices which included: payment of the Real Living Wage; supporting a fair pay policy; improving wider diversity of staff; avoiding exploitative employment practices, such as no inappropriate use of zero hours contracts; and improving the learning and development of staff.

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 the status with all awarded suppliers during the lifetime of the framework.

6. 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 C framework.

As such, Scotland Excel will conduct 6 monthly review meetings with suppliers and the option for 6 monthly 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. All meetings will be held in accordance with relevant health and safety/social distancing requirements and/or may be undertaken using electronic means

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.

7. Summary

This is the fourth-generation framework for Bitumen and Associated Products and aims to maximise collaboration, consolidate demand and deliver best value.

The Executive Sub Committee is requested to approve the recommendation outlined in Section 4 (Recommendations), to award this framework to the suppliers detailed within Appendix 3 (Scoring and Recommendations).

Appendix 1 – Participation, Spend and Savings Summary

Member Name	Participate In Framework (new framework)	Participation End Date	Estimated annual spend	Data Source	Comments	% Estimated Forecast Savings or On-cost	% Estimated Annual Savings or On-cost	Basis of Savings
Aberdeen City	Yes	Contract Start	£191,000	Council confirmed		6.37%	£12,166.70	Benchmark Current Contract
Aberdeenshire	Yes	Contract Start	£2,670,000	Council confirmed		-4.25%	£113,475.00	Benchmark Current Contract
Angus	Via Tayside Contracts		£0	Council confirmed	Via Tayside Contracts			
Argyll & Bute	Yes	Contract Start	£464,998	Council confirmed		6.37%	£29,620.40	Benchmark Current Contract
Clackmannanshire	Yes	Contract Start	£8,921	MI data		6.37%	£568.25	Benchmark Current Contract
Comhairle nan Eilean Siar	Yes	Contract Start	£206,000	Council confirmed		-4.25%	£8,755.00	Benchmark Current Contract
Dumfries & Galloway	Yes	Contract Start	£130,301	MI data		6.63%	£8,638.92	Benchmark Current Contract
Dundee City	Via Tayside Contracts		£0	Council confirmed	Via Tayside Contracts			
East Ayrshire	Yes	Contract Start	£30,808	MI data	Via Ayrshire Road Alliance	-4.25%	£1,309.36	Benchmark Current Contract
East Dunbartonshire	No		£0		Other agreements in place			
East Lothian	Yes	Contract Start	£26,235	MI data		6.27%	£1,739.36	Benchmark Current Contract
East Renfrewshire	Yes	Contract Start	£15,072	MI data		6.63%	£999.25	Benchmark Current Contract
Edinburgh City	Yes	Contract Start	£141,000	Council confirmed		6.63%	£9,348.30	Benchmark Current Contract
Falkirk	Yes	Contract Start	£1,270,000	Council confirmed		6.63%	£84,201.00	Benchmark Current Contract
Fife	Yes	Contract Start	£20,349	Council confirmed		6.27%	£1,349.15	Benchmark Current Contract
Glasgow	Yes	Contract Start	£27,081	MI data		6.63%	£1,795.47	Benchmark Current Contract
Highland	Yes	Contract Start	£1,066,250	Council confirmed		-4.25%	£45,315.63	Benchmark Current Contract
Inverclyde	Yes	Contract Start	£6,079	Council confirmed		6.63%	£403.06	Benchmark Current Contract
Midlothian	Yes	Contract Start	£36,850	MI data		6.63%	£2,443.14	Benchmark Current Contract
Moray	Yes	Contract Start	£360,957	MI data		-4.25%	£15,340.69	Benchmark Current Contract
North Ayrshire	Yes	Contract Start	£87,639	Council confirmed		-4.25%	£3,724.67	Benchmark Current Contract
North Lanarkshire	No		£0		Individual agreement in place AMEY			
Orkney Islands	Yes	Contract Start	£667,816	Council confirmed		-4.25%	£28,382.19	Benchmark Current Contract
Perth & Kinross	Via Tayside Contracts	Contract Start	£0	Council confirmed	Via Tayside Contracts			
Renfrewshire	Yes	Contract Start	£82,493	Council confirmed		6.63%	£5,469.27	Benchmark Current Contract
Scottish Borders	Yes	Contract Start	£680,000	Council confirmed		-4.25%	£28,900.00	Benchmark Current Contract
Shetland Islands	Yes	Contract Start	£22,000	Council confirmed				
South Ayrshire	Yes	Contract Start	£0	MI data	Via Ayrshire Road Alliance			
South Lanarkshire	Yes	Contract Start	£38,762	MI data		6.63%	£2,569.95	Benchmark Current Contract
Stirling	Yes	Contract Start	£50,000	Council confirmed		6.63%	£3,315.00	Benchmark Current Contract
Tayside Contracts	Yes	Contract Start	£3,145,725	Council confirmed		-4.25%	£133,693.31	Benchmark Current Contract
West Dunbartonshire	Yes	Contract Start	£51,150	Council confirmed		6.63%	£3,391.25	Benchmark Current Contract
West Lothian	Yes	Contract Start	£106,978	MI data		6.63%	£7,092.65	Benchmark Current Contract
TOTALS			£11,604,465					

£ Estimated Annual Savings or On-cost- Negative figures are on-costs

Appendix 2 – List of Tenderers with SME Status

Tenderer's Name	SME Status	Location	Lots Tendered	Lots Awarded (in whole or [*] in part)
Colas Limited	Large	West Sussex	1,2,3,5	1,2,3
Diatech Scotland Ltd	Small	Perth	2	2
INSTARMAC GROUP PLC	Medium	Tamworth	2	2
James A. Jobling and Company Limited t/a Jobling Purser	Medium	Newcastle upon Tyne	2,3,5	2,3,5
Meon Limited	Small	Portsmouth	2,4,5	2,4,5
Nynas UK Aktiebolag	Small	Dundee	1	1
Red Stag Materials Limited	Small	Aberdeen	2,5	2,5
Tarmac Building Products Limited	Large	Wolverhampton	2,4	2,4
Viatec (UK) Limited	Small	Radstock	2,4	2,4

Appendix 3 - Scoring and Recommendations
Recommendations - Lot 1 – Bulk Products

	• Colas Limited	• Nynas UK Aktiebolag
Council Member	Total Score	Total Score
Aberdeen City	95.00	No Bid
Aberdeenshire Council		
Area A - North East Aberdeenshire	87.04	88.00
Area B - Formartine Area	87.04	88.00
Area C - Central Aberdeenshire	87.04	88.00
Area D - Deeside Area	87.04	88.00
Area E - Kincardine and Mearns Area	87.04	88.00
Angus	95.00	No Bid
Argyll and Bute		
Area A - Cowal	95.00	No Bid
Area B - Oban, Lorne	95.00	No Bid
Area C - Mid Argyll & Kintyre peninsula	95.00	No Bid
Area D - Helensburgh and Lomond	95.00	No Bid
Area E - Tiree and Coll	No Bid	No Bid
Area F - Islay and Jura	No Bid	No Bid
Area G - Mull	No Bid	No Bid
Area H - Colonsay	No Bid	No Bid
Area I - Bute	No Bid	No Bid
Clackmannanshire	95.00	No Bid
Comhairle nan Eilean Siar (Western Isles)		
Area A - Lewis	No Bid	88.00
Area B - Harris	No Bid	88.00

Area C - Uist	No Bid	88.00
Area D - Barra	No Bid	88.00
Dumfries and Galloway	95.00	No Bid
Dundee City	95.00	No Bid
East Ayrshire	93.75	88.00
East Dunbartonshire	95.00	No Bid
East Lothian	95.00	No Bid
East Renfrewshire	95.00	No Bid
Edinburgh City	95.00	No Bid
Falkirk	95.00	No Bid
Fife	95.00	No Bid
Glasgow City	95.00	No Bid
Highland		
Area A - Inverness, Aird and Loch Ness	88.16	88.00
Area B - Nairn, Badenoch and Strathspey	88.16	88.00
Area C - Caithness and Sutherland	92.24	88.00
Area D - Wester Ross, Dingwall and Black Isle	90.01	88.00
Area E - Cromarty Firth, Tain and Easter Ross	90.01	88.00
Area F - Skye including Eilean a' Cheo and Loachalsh	92.24	88.00
Area G - Locaber including Caol, Mallaig, Fort William and Ardnamurchan	91.50	88.00
Inverclyde	95.00	No Bid
Midlothian	95.00	No Bid
Moray	88.53	88.00
North Ayrshire	93.75	88.00
North Lanarkshire	95.00	No Bid
Orkney Islands	92.69	88.00
Perth & Kinross	95.00	No Bid
Renfrewshire	95.00	No Bid

Scottish Borders	93.75	88.00
Shetland Islands	No Bid	No Bid
South Ayrshire	93.75	88.00
South Lanarkshire	95.00	No Bid
Stirling	95.00	No Bid
Tayside Contracts	89.90	88.00
West Dunbartonshire	95.00	No Bid
West Lothian	95.00	No Bid

- Recommended for award under Lot 1

Recommendations - Lot 2 – Reinstatement Products

	• Diatech Scotland Ltd	• Viatec (UK) Limited	• Red Stag Materials Limited	• INSTARMAC GROUP PLC	• Colas Limited	• James A. Jobling and Company Limited	• Meon Limited	• Tarmac Building Products Limited
Council Member	Total Score	Total Score	Total Score	Total Score	Total Score	Total Score	Total Score	Total Score
Aberdeen City	77.51	70.05	89.94	84.67	95.00	79.26	98.92	No Bid
Aberdeenshire Council								
Area A - North East Aberdeenshire	77.51	70.05	89.94	84.67	95.00	79.26	98.92	No Bid
Area B - Formartine Area	77.51	70.05	89.94	84.67	95.00	79.26	98.92	No Bid
Area C - Central Aberdeenshire	77.51	70.05	89.94	84.67	95.00	79.26	98.92	No Bid
Area D - Deeside Area	77.51	70.05	89.94	84.67	95.00	79.26	98.92	No Bid

Area E - Kincardine and Mearns Area	77.51	70.05	89.94	84.67	95.00	79.26	98.92	79.96
Angus	76.47	76.64	88.83	83.59	94.71	93.64	99.00	78.95
Argyll and Bute								
Area A - Cowal	74.26	67.15	81.96	81.30	91.20	91.03	99.00	No Bid
Area B - Oban, Lorne	74.26	67.15	81.96	81.30	91.20	91.03	99.00	No Bid
Area C - Mid Argyll & Kintyre peninsula	74.26	67.15	81.96	81.30	91.20	91.03	99.00	No Bid
Area D - Helensburgh and Lomond	74.26	67.15	81.96	81.30	91.20	91.03	99.00	No Bid
Area E - Tiree and Coll	86.28	77.87	82.32	93.75	No Bid	75.69	84.76	No Bid
Area F - Islay and Jura	86.28	77.87	72.65	93.75	No Bid	75.69	96.10	No Bid
Area G - Mull	86.28	77.87	72.65	93.75	No Bid	75.69	96.10	No Bid
Area H - Colonsay	86.28	77.87	72.65	93.75	No Bid	75.69	84.76	No Bid
Area I - Bute	86.28	77.87	82.84	93.75	No Bid	75.69	98.85	No Bid

Clackmannanshire	75.86	76.03	88.19	82.96	95.00	92.92	98.28	81.64
Comhairle nan Eilean Siar (Western Isles)								
Area A - Lewis	86.28	77.87	85.01	93.75	92.08	66.51	98.85	No Bid
Area B - Harris	86.28	77.87	85.01	93.75	92.08	66.51	98.85	No Bid
Area C - Uist	86.28	77.87	85.01	93.75	92.08	66.51	98.85	No Bid
Area D - Barra	86.28	77.87	85.01	93.75	92.08	66.51	98.85	No Bid
Dumfries and Galloway	69.83	69.98	81.79	76.72	87.79	85.83	99.00	77.12
Dundee City	76.47	76.64	88.83	83.59	94.71	93.64	99.00	77.42
East Ayrshire	69.83	69.98	81.79	76.72	87.79	85.83	99.00	77.12
East Dunbartonshire	69.83	69.98	81.79	76.72	88.66	85.83	99.00	77.12
East Lothian	69.83	69.98	81.79	76.72	87.79	85.83	99.00	77.12
East Renfrewshire	69.83	69.98	81.79	76.72	88.66	85.83	99.00	77.12
Edinburgh City	69.83	69.98	81.79	76.72	87.79	85.83	99.00	77.12
Falkirk	69.83	69.98	81.79	76.72	87.79	85.83	99.00	77.12
Fife	69.83	69.98	81.79	76.72	87.79	85.83	99.00	75.52
Glasgow City	69.83	69.98	81.79	76.72	88.66	85.83	99.00	77.12
Highland								

Area A - Inverness, Aird and Loch Ness	77.51	71.44	89.94	84.67	95.00	79.26	98.92	No Bid
Area B - Nairn, Badenoch and Strathspey	77.51	71.44	89.94	84.67	95.00	79.26	98.92	No Bid
Area C - Caithness and Sutherland	77.51	71.44	89.94	84.67	95.00	79.26	98.92	No Bid
Area D - Wester Ross, Dingwall and Black Isle	77.51	71.44	89.94	84.67	95.00	79.26	98.92	No Bid
Area E - Cromarty Firth, Tain and Easter Ross	77.51	71.44	89.94	84.67	95.00	79.26	98.92	No Bid
Area F - Skye including Eilean a' Cheo and Loachalsh	77.51	71.44	82.15	84.67	95.00	65.27	95.24	No Bid
Area G - Locaber including Caol, Mallaig, Fort William and Ardnamurchan	74.26	68.47	83.19	81.30	91.20	76.17	99.00	No Bid
Inverclyde	69.83	69.98	81.79	76.72	88.66	71.97	99.00	77.12
Midlothian	69.83	69.98	81.79	76.72	87.79	85.83	99.00	77.12
Moray	77.51	77.68	89.94	84.67	95.00	79.26	98.92	76.91
North Ayrshire	69.83	69.98	81.79	76.72	87.79	85.83	99.00	77.12
North Lanarkshire	69.83	69.98	81.79	76.72	88.66	85.83	99.00	77.12

Orkney Islands	86.28	76.37	83.91	93.75	88.34	71.80	98.85	No Bid
Perth & Kinross	76.47	76.64	88.83	83.59	94.71	93.64	99.00	74.50
Renfrewshire	69.83	69.98	81.79	76.72	88.66	85.83	99.00	77.12
Scottish Borders	69.83	69.98	81.79	76.72	87.79	85.83	99.00	77.12
Shetland Islands	86.28	76.37	83.91	93.75	No Bid	75.69	96.10	No Bid
South Ayrshire	69.83	69.98	81.79	76.72	87.79	85.83	99.00	77.12
South Lanarkshire	69.83	69.98	81.79	76.72	88.66	85.83	99.00	77.12
Stirling	75.86	76.03	88.19	82.96	95.00	92.92	98.28	83.40
Tayside Contracts	76.47	76.64	88.83	83.59	94.71	93.64	99.00	78.95
West Dunbartonshire	69.83	69.98	81.79	76.72	88.66	85.83	99.00	77.12
West Lothian	69.83	69.98	81.79	76.72	87.79	85.83	99.00	77.12

- Recommended for award under Lot 2

Recommendations - Lot 3 – Surface Dressing Products

	• Colas Limited	• James A. Jobling and Company Limited
Council Member	Total Score	Total Score
Aberdeen City	95.00	86.58
Aberdeenshire Council		
Area A - North East Aberdeenshire	95.00	86.58
Area B - Formartine Area	95.00	86.58
Area C - Central Aberdeenshire	95.00	86.58
Area D - Deeside Area	95.00	86.58
Area E - Kincardine and Mearns Area	95.00	86.58
Angus	87.13	94.25
Argyll and Bute		
Area A - Cowal	86.36	94.25
Area B - Oban, Lorne	86.36	94.25
Area C - Mid Argyll & Kintyre peninsula	86.36	94.25
Area D - Helensburgh and Lomond	86.36	94.25
Area E - Tiree and Coll	No Bid	94.25
Area F - Islay and Jura	No Bid	94.25
Area G - Mull	No Bid	94.25
Area H - Colonsay	No Bid	94.25
Area I - Bute	No Bid	94.25
Clackmannanshire	87.91	94.25
Comhairle nan Eilean Siar (Western Isles)		

Area A - Lewis	95.00	74.72
Area B - Harris	95.00	74.72
Area C - Uist	95.00	74.73
Area D - Barra	95.00	74.73
Dumfries and Galloway	87.91	94.25
Dundee City	87.13	94.25
East Ayrshire	87.91	94.25
East Dunbartonshire	88.71	94.25
East Lothian	87.91	94.25
East Renfrewshire	88.71	94.25
Edinburgh City	87.91	94.25
Falkirk	87.91	94.25
Fife	87.91	94.25
Glasgow City	88.71	94.25
Highland		
Area A - Inverness, Aird and Loch Ness	95.00	86.58
Area B - Nairn, Badenoch and Strathspey	95.00	86.58
Area C - Caithness and Sutherland	95.00	86.58
Area D - Wester Ross, Dingwall and Black Isle	95.00	86.58
Area E - Cromarty Firth, Tain and Easter Ross	95.00	86.58
Area F - Skye including Eilean a' Cheo and Loachalsh	95.00	71.01
Area G - Locaber including Caol, Mallaig, Fort William and Ardnamurchan	95.00	86.58
Inverclyde	95.00	84.27
Midlothian	87.91	94.25
Moray	95.00	86.58
North Ayrshire	87.91	94.25
North Lanarkshire	88.71	94.25
Orkney Islands	95.00	82.88

Perth & Kinross	87.13	94.25
Renfrewshire	88.71	94.25
Scottish Borders	87.91	94.25
Shetland Islands	No Bid	94.25
South Ayrshire	87.91	94.25
South Lanarkshire	88.71	94.25
Stirling	87.91	94.25
Tayside Contracts	87.13	94.25
West Dunbartonshire	88.71	94.25
West Lothian	87.91	94.25

- Recommended for award under Lot 3

Recommendations - Lot 4 – Cementitious Products

	• Viatec (UK) Limited	• Meon Limited	• Tarmac Building Products Limited
Council Member	Total Score	Total Score	Total Score
Aberdeen City	89.00	71.35	No Bid
Aberdeenshire Council			
Area A - North East Aberdeenshire	89.00	71.35	No Bid
Area B - Formartine Area	89.00	71.35	No Bid
Area C - Central Aberdeenshire	89.00	71.35	No Bid
Area D - Deeside Area	89.00	71.35	No Bid
Area E - Kincardine and Mearns Area	82.66	67.20	93.75
Angus	82.66	67.99	93.75
Argyll and Bute			
Area A - Cowal	89.00	74.01	No Bid
Area B - Oban, Lorne	89.00	74.01	No Bid
Area C - Mid Argyll & Kintyre peninsula	89.00	74.01	No Bid
Area D - Helensburgh and Lomond	89.00	74.01	No Bid
Area E - Tiree and Coll	89.00	57.19	No Bid
Area F - Islay and Jura	89.00	63.77	No Bid
Area G - Mull	89.00	63.77	No Bid
Area H - Colonsay	89.00	57.19	No Bid
Area I - Bute	89.00	65.37	No Bid
Clackmannanshire	87.87	65.63	93.75
Comhairle nan Eilean Siar (Western Isles)			
Area A - Lewis	89.00	65.37	No Bid

Area B - Harris	89.00	65.37	No Bid
Area C - Uist	89.00	65.37	No Bid
Area D - Barra	89.00	65.16	No Bid
Dumfries and Galloway	85.87	69.40	93.75
Dundee City	89.00	66.30	89.17
East Ayrshire	85.87	69.40	93.75
East Dunbartonshire	85.87	69.40	93.75
East Lothian	85.87	69.40	93.75
East Renfrewshire	85.87	69.40	93.75
Edinburgh City	85.87	69.40	93.75
Falkirk	85.87	69.40	93.75
Fife	87.87	70.71	93.75
Glasgow City	85.87	69.40	93.75
Highland			
Area A - Inverness, Aird and Loch Ness	89.00	70.19	No Bid
Area B - Nairn, Badenoch and Strathspey	89.00	70.19	No Bid
Area C - Caithness and Sutherland	89.00	70.19	No Bid
Area D - Wester Ross, Dingwall and Black Isle	89.00	70.19	No Bid
Area E - Cromarty Firth, Tain and Easter Ross	89.00	70.19	No Bid
Area F - Skye including Eilean a' Cheo and Loachalsh	89.00	67.83	No Bid
Area G - Locaber including Caol, Mallaig, Fort William and Ardnamurchan	89.00	72.79	No Bid
Inverclyde	85.87	69.40	93.75
Midlothian	85.87	69.40	93.75
Moray	89.00	65.53	87.43
North Ayrshire	85.87	69.40	93.75
North Lanarkshire	85.87	69.40	93.75
Orkney Islands	89.00	66.40	No Bid
Perth & Kinross	89.00	66.30	85.71

Renfrewshire	85.87	69.40	93.75
Scottish Borders	85.87	69.40	93.75
Shetland Islands	89.00	64.76	No Bid
South Ayrshire	85.87	69.40	93.75
South Lanarkshire	85.87	69.40	93.75
Stirling	85.87	64.45	93.75
Tayside Contracts	89.00	66.30	90.99
West Dunbartonshire	85.87	69.40	93.75
West Lothian	85.87	69.40	93.75

- Recommended for award under Lot 4

Recommendations - Lot 5 – Sundry Bitumen Related Products

Council Member	• Red Stag Materials Limited	* Colas Limited	• James A. Jobling and Company Limited	• Meon Limited
Aberdeen City	97.25	57.81	79.68	93.57
Aberdeenshire Council				
Area A - North East Aberdeenshire	97.25	57.81	79.68	93.57
Area B - Formartine Area	97.25	57.81	79.68	93.57
Area C - Central Aberdeenshire	97.25	57.81	79.68	93.57
Area D - Deeside Area	97.25	57.81	79.68	93.57
Area E - Kincardine and Mearns Area	97.25	57.81	79.68	93.57
Angus	96.77	58.01	94.25	94.34
Argyll and Bute				
Area A - Cowal	85.31	58.71	81.05	99.00
Area B - Oban, Lorne	85.31	58.71	81.05	99.00
Area C - Mid Argyll & Kintyre peninsula	85.31	58.71	81.05	99.00
Area D - Helensburgh and Lomond	85.31	58.71	81.05	99.00
Area E - Tiree and Coll	95.69	No Bid	93.69	99.00
Area F - Islay and Jura	84.16	No Bid	82.01	99.00
Area G - Mull	84.16	No Bid	82.01	99.00
Area H - Colonsay	95.69	No Bid	93.69	99.00
Area I - Bute	81.85	No Bid	79.67	99.00
Clackmannanshire	96.77	58.26	94.25	94.34
Comhairle nan Eilean Siar (Western Isles)				
Area A - Lewis	72.62	46.72	60.98	99.00

Area B - Harris	72.62	46.72	60.98	99.00
Area C - Uist	72.62	46.72	60.98	99.00
Area D - Barra	72.62	46.72	60.98	99.00
Dumfries and Galloway	86.46	52.65	83.88	99.00
Dundee City	86.46	52.43	83.88	99.00
East Ayrshire	86.46	52.65	83.88	99.00
East Dunbartonshire	86.46	53.67	83.88	99.00
East Lothian	86.46	52.65	83.88	99.00
East Renfrewshire	86.46	53.67	83.88	99.00
Edinburgh City	86.46	52.65	83.88	99.00
Falkirk	86.46	52.65	83.88	99.00
Fife	86.46	52.65	83.88	99.00
Glasgow City	86.46	53.67	83.88	99.00
Highland				
Area A - Inverness, Aird and Loch Ness	97.25	57.81	79.68	93.57
Area B - Nairn, Badenoch and Strathspey	97.25	57.81	79.68	93.57
Area C - Caithness and Sutherland	97.25	57.81	79.68	93.57
Area D - Wester Ross, Dingwall and Black Isle	97.25	57.81	79.68	93.57
Area E - Cromarty Firth, Tain and Easter Ross	97.25	57.81	79.68	93.57
Area F - Skye including Eilean a' Cheo and Loachalsh	89.23	63.15	87.84	99.00
Area G - Locaber including Caol, Mallaig, Fort William and Ardnamurchan	97.25	57.81	79.68	97.36
Inverclyde	93.39	57.54	76.52	99.00
Midlothian	93.39	56.42	90.84	99.00
Moray	97.25	57.81	79.68	93.57
North Ayrshire	93.39	56.42	90.84	99.00
North Lanarkshire	93.39	57.54	90.84	99.00
Orkney Islands	94.77	57.33	79.67	99.00
Perth & Kinross	96.77	58.01	94.25	94.34

Renfrewshire	93.39	57.54	90.84	99.00
Scottish Borders	93.39	56.42	90.84	99.00
Shetland Islands	97.25	No Bid	81.77	98.71
South Ayrshire	93.39	56.42	90.84	99.00
South Lanarkshire	93.39	57.54	90.84	99.00
Stirling	96.77	58.26	94.25	94.34
Tayside Contracts	96.77	58.01	94.25	94.34
West Dunbartonshire	93.39	57.54	90.84	99.00
West Lothian	93.39	56.42	90.84	99.00

•Recommended for award under Lot 5

*Colas Limited are not recommended for award under Lot 5

Appendix 4- List of Recommended Suppliers with Living Wage Status

Tenderer	Accredited Living Wage Employer.	Currently progressing through Real Living Wage accreditation process.	Not an accredited but commit to accreditation over the first two years.	Not an accredited Living Wage Employer but pay the Living Wage to all employees (except volunteers, apprentices and interns).	Neither accredited nor paying Real Living Wage but commit to this for all employees over the first 2 years.	Neither accredited nor paying Real Living Wage.
Colas Limited						Yes
Diatech Scotland Ltd				Yes		
INSTARMAC GROUP PLC				Yes		
James A. Jobling and Company Limited				Yes		
Meon Limited				Yes		
Nynas UK Aktiebolag				Yes		
Red Stag Materials Limited				Yes		
Tarmac Building Products Limited	Yes					
Viatec (UK) Limited				Yes		

Appendix 5 – Contract & Supplier Management Classification

There are 5 segmentation classifications and these classifications are rated from Class A to Class E. Each classification has related contract and supplier management activities associated with it based on the 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.