

Scotland Excel

To: Executive Sub-Committee

On: 22 April 2022

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

**Tender: Supply & Delivery of Personal Protective Equipment (PPE) including
Pandemic Recovery Items & Workwear**

Schedule: 0621

**Period: 1 June 2022 until 31 May 2025 with 1 x 12 month extension option
until 31 May 2026**

1. Introduction and Background

The current framework for PPE will expire on 31 May 2022 after an additional extension period. This was put in place to provide supplier relief and to ensure continuity of service to member councils during the first impacts of the coronavirus pandemic in line with applicable law and guidance and has been the subject of previous reporting to members. This proposed renewal framework is intended to operate from 1 June 2022 until 31 May 2025 with 1 x 12 month extension option until 31 May 2026.

This framework will provide councils with a mechanism to procure a wide range of personal protective equipment (PPE), workwear and pandemic recovery items.

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 that given the impact of the coronavirus pandemic that the lotting structure would be altered compared to the previous framework. (Table 1)

Table 1: Lotting Structure

Lot No.	Lot Description
1	Ear, Eye and Head Protection
2	Safety Masks & Respirators
3	Gloves
4	Hi Viz Wear and Protective Workwear
5	Traditional Workwear
6	Footwear
7	Catering and Food Industry
8	Pandemic Recovery Items
9	One Stop Shop

Tenderers were able to bid for one, any or all lots. Each lot and each offer was evaluated on its own merit as discrete and independent tenders. Recommendations for award are made within each lot. Further information about the evaluation process applied to each lot is contained in section 3 of the report, below.

The framework was advertised to permit access by all 32 councils as well as Tayside contracts and all Associate Members. Also named within the contract notice were the NHS, Scottish Prison Service, Police Scotland, Scottish Ambulance Service, Advanced Procurement for Universities and Colleges (APUC Ltd). All 32 councils and Tayside Contracts have confirmed their intention to participate in this framework.

Historical spend data suggests a forecast framework spend of circa £10 million per annum, and this framework was advertised with a value of up to £15 million per annum. This is to account for increased participation from councils as well as any other permitted bodies. It will also take into consideration:

- The inclusion of workwear into the framework
- A pandemic recovery items lot

3. Procurement Process

(a) Preliminary Market Consultation

A Prior Information Notice (PIN) was published on 4th March 2021 relative to a preliminary market consultation exercise in accordance with Regulation 41 of the Public Contracts (Scotland) Regulations 2015. This resulted in expressions of

interest from 366 companies which led to 35 PIN meetings being held over four days.

The meetings covered a variety of subjects which included:

- an insight into the current demographic of the PPE marketplace due to the impact of COVID;
- innovation and product development;
- manufacturing capability;
- supported businesses;
- the development/engagement of SMEs;
- new PPE regulations;
- timescales;
- community benefits;
- workforce matters, and
- matters related to the UK's withdrawal from the EU.

A prominent outcome from these meetings was the suppliers' clear enthusiasm to work with and supply the councils via this framework.

Additionally, suppliers were given the option of completing an online survey. The survey was included in the PIN and the link was also sent out to interested suppliers, 133 responses were received. PIN survey feedback centered around the current challenges in the marketplace and potential approaches to ensure that the framework met the needs of the users and also the marketplace both currently and moving forward.

(b) Tender

Scotland Excel has taken consideration of the current situation relative to the Coronavirus pandemic when planning and proceeding with this tender. Balancing the situation with the need to provide a route to market for Councils to obtain a range of PPE, pandemic recovery items and workwear, Scotland Excel has determined to proceed with the tender exercise and award recommendations contained in this report to establish the framework for the Supply & Delivery of Personal Protective Equipment (PPE) including Pandemic Recovery Items & Workwear. Scotland Excel will continue to carefully monitor the situation throughout the mobilisation and award of the framework.

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

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 40%

- Commercial 60%

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 table 2.

Table 2: Technical Scoring

Questions - Technical Section	Points Available
All LOTS	
Service, Delivery & Contract Management	8
Sustainability	12
Transport and Delivery Logistics	6
Environmental Practices	6
Supply Chain Innovation and Added Value	3
Fair Work First	3
Community Benefits	2
Overall Score	40

The commercial section of the tender was worth 60 points.

Lots 1 through 7 were evaluated on a basket of goods approach with each bidder required to meet a minimum threshold of items in order to return a compliant tender bid.

Lot 8 has a particular focus on selected pandemic recovery items and was evaluated on a line by line item basis. This enabled us to maximise the participation of suppliers who could offer individual or more specialist items as well as maximising the number of suppliers/manufacturers that would be able to submit offers. This in turn would provide a compliant route to an increased supply base for members, should there be a further pandemic/crisis during the period of this framework.

Lot 9 (One Stop Shop) is intended to be a “one-stop-shop” for councils that wish to consolidate their spend.

Only those Tenderers who meet the following requirements are eligible to be awarded a place on Lot 9 (One Stop Shop):

Tenderers have submitted a successful compliant bid for all lots listed below:

- Lot 1 – Ear, Eye and Head Protection;
- Lot 2 – Safety Masks & Respirators;
- Lot 3 – Gloves;
- Lot 4 –Hi Viz Wear and Protective Workwear ;

- Lot 5 – Traditional Workwear;
- Lot 6 – Footwear; and
- Lot 7 – Catering and Food Industry

4. Report on Offers Received

Offers were received from 46 tenderers, a summary of which is provided in Appendix 1 (List of Tenderers).

All respondents passed the first stage qualification/selection assessment. However, one bidder was non-compliant having failed to meet minimum percentage basket of goods relative to the lot for which they wish to tender. The bidder has been advised accordingly. A further 6 bidders had elements of non-compliance for particular lots and, similarly, have been advised of this. Where appropriate, they may have been recommended for appointment on other lots for which they submitted compliant offers.

Based on the criteria and scoring methodology set out in the tender documents, a full evaluation of the offers received was carried out. Appendix 2 outlines the scoring achieved by each bidder or (in the case of lot 9) the placing achieved.

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 44 suppliers across the nine lots as outlined in Appendix 2.

The recommended suppliers provide the choice, scope and range of products required by councils as well as representing best value. These suppliers also represent a mix of micro, small, medium and large organisations, with 35 of the recommended suppliers classified as SMEs, one of which is also a supported business.

The Executive Sub Committee is accordingly requested to approve the recommendation to award this framework to the suppliers detailed within Appendix 2 (Scoring and Recommendations)

6. Benefits

Savings

Scotland Excel has not conducted a benchmarking exercise on this tender due to the entirely different lotting structure for this new approach compared to the previous frameworks and also taking into consideration that buying patterns and costings have been so fluid over the past 2 years, the likelihood of any such evaluation would be flawed. The massive increase on pricing during the height of the COVID pandemic compared to now would result in unrealistic figures being

returned. Scotland Excel could potentially carry out a best price v average price for each lot but again this would not specifically address any potential saving or on cost.

Price Stability

Price Stability was not scored for this tender due to ongoing market uncertainty at the time of tendering. However, a 12 month price stability clause was included.

Subsequent pricing will then be held for a 12 month period 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, pricing, fuel and packaging costs.

Rebate

A rebate of 0.3% payable to Scotland Excel and 0.7% payable to councils will be applied to framework spend above £300,000 (excluding the initial £300,000) and will be calculated based upon all framework spend with the supplier reported through management information returns.

Sustainable Procurement Benefits

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

- Reduction of single use plastics
- Take-Back Policy (Re-use)
- Products Sourced (Ethically, Sustainability and Environmental)
- Environmental Practices

Responses received highlight various approaches to reducing single use plastics in packaging, carbon offsetting and tracking, switching to electric vehicles as and when possible and the taking back of worn and used PPE to be recycled and used in the manufacture of new items.

Scotland Excel will continue to monitor any 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 44 recommended suppliers, 40 have committed to delivering these benefits.

Within the community benefit tender documentation, 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 First 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.

Within the technical section of the tender, bidders were assessed on their approach to fair work practices and payment of the Real Living Wage to their workforce. Of the recommended bidders 40 are paying the Real Living Wage, with 14 accredited, and a further 10 being either in the processes of achieving accreditation or working towards accreditation as detailed in Appendix 4 - List of Recommended Service Providers with Living Wage Status).

Scotland Excel will continue to monitor fair work practices, including further uptake by suppliers committing to paying staff the real Living Wage, through contract and supplier management activity.

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 had originally been classified as a category B framework. However, given the complexity around this area currently along with the increased number of awarded suppliers it has been decided that it should be re-classified to a category A framework. As such, a contract management plan is to be developed and agreed with CSG, whilst monitoring management information and community benefits associated with this framework. A summary of contract and supplier management classifications can be found in Appendix 4.

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 & Delivery of Personal Protective Equipment (PPE) including Pandemic Recovery Items & Workwear 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 2 (Scoring and Recommendations).

Appendix 1 - List of Tenderers with SME Status

Name of Tenderers	SME Status	Location	Lots Tendered	Lots Awarded
Arco Limited	Large	Hull	1, 2, 3, 4, 5, 6, 7, & 8	1, 2, 3, 4, 5, 6, 7, 8 & 9
Aspire Industrial Services Limited	Small	Glasgow	1, 2, 3, 4, 5, 6, 7, & 8	1, 2, 3, 4, 5, 6, 7, 8 & 9
B.C.B. INTERNATIONAL LIMITED	Medium	Cardiff	8	8
BACA Workwear & Safety Ltd	Medium	Northampton	5 & 6	5 & 6
BGS UK 2019 Ltd	Small	Northampton	8	8
BLUETREE DESIGN AND PRINT LIMITED	Large	Rotherham	2 & 8	8
Bunzl UK Limited T/A Bunzl Greenham	Large	Glasgow	1, 2, 3, 4, 5, 6, 7, & 8	1, 2, 3, 4, 5, 6, 7, 8 & 9
Cleaning & Wiping Supplies Ltd.	Small	East Kilbride	1, 2, 3, 4, 5, 6, 7, & 8	1, 2, 3, 4, 5, 6, 7, 8 & 9
Corston Sinclair Limited	Small	East Kilbride	1, 2, 3, 4, 5, 6, 7, & 8	1, 2, 3, 4, 5, 6, 7, 8 & 9
CREATIVE ACTIVITY GROUP LIMITED	Small	Londonderry	8	8
D.R. Caswell Limited	Medium	Middlesborough	1, 2, 3, 4, 5, 6, 7, & 8	1, 2, 3, 4, 5, 6, 7, 8 & 9
Don & Low Limited	Large	Forfar	2	
Enviroclean Global Ltd	Small	Stirling	2, 3 & 8	2, 3 & 8
Eumar Technology Limited	Small	Hereford	8	8
Future Garments Limited T/A Eurox	Medium	Smethwick	1, 2, 3, 4, 5, 6, 7, & 8	1, 2, 3, 4, 5, 6, 7, 8 & 9
GIBB & BEVERIDGE (ENGINEERING AGENCIES) LIMITED	Small	Fife	1, 2, 3, 4, 5, 6, 7, & 8	1, 2, 3, 4, 5, 6, 7, 8 & 9
Global Health & Safety Ltd	Small	London	8	8
GMC Corsehill Ltd.	Small	Irvine	1, 2, 3, 4, 5, 6, 7, & 8	1, 2, 3, 4, 5, 6, 7, 8 & 9
Healthy Bean Ltd	Micro	London	1, 2, 3, 4, 5, 6, 7, & 8	1, 2, 3, 4, 5, 6, 7, 8 & 9
Ilasco Limited	Medium	Glenrothes	4 & 5	4 & 5
James Boylan Safety (NI) Ltd T/A JBS Group	Medium	Derry	1, 2, 3, 4, 5 & 6	1, 2, 3, 4, 5 & 6
JW Brown Industrial Services, A Partnership	Micro	Irvine	1, 2, 3, 4, 5, 6, 7, & 8	1, 2, 3, 4, 5, 6, 7, 8 & 9
Lion Safety Limited	Small	Stirling	1, 2, 3, 4, 5, 6, 7, & 8	2, 3, 4, 5, 6, 7, 8
Lyreco UK Limited	Large	Telford	1, 2, 3, 4, 5, 6, 7, & 8	1, 2, 3, 4, 5, 6, 7, 8 & 9
Mi Hub Limited Trading as Alexandra	Large	Bristol	5 & 7	5 & 7
Morna Laird Ltd T/A McKinlay Workwear Supplies	Micro	Hamilton	1, 2, 3, 4, 5, 6, 7, 8	1, 2, 3, 4, 5, 6, 7, 8 & 9
Novum MedTech Limited	Micro	Birmingham	2 & 3	

Nuline Limited	Small	East Ayrshire	8	8
P.F. Cusack (Tools Supplies) Limited	Medium	Glasgow	1, 2, 3, 4, 5 & 6	1, 2, 3, 4, 5 & 6
PFG BRAND ATTRACTION EUROPE LIMITED	Small	Dublin	1, 2, 3, 4, 5, 6, 7, & 8	1, 2, 3, 4, 5, 7 & 8
PLS Medical Limited	Micro	Peebles	3, 6 & 8	3, 6 & 8
Polypak Plastene Limited	Micro	Haddington	3	3
Protective Wear Supplies Ltd	Small	Plymouth	1, 2, 3, 4, 5, 6, 7, & 8	1, 2, 3, 4, 5, 6, 7, 8 & 9
Reliance Medical Ltd	Medium	Stoke-On-Trent	3 & 8	3 & 8
Rexel UK Limited	Large	Birmingham	1, 2, 3 & 6	1, 2, 3 & 6
RS Components Limited	Large	Corby	1, 2, 3, 4, 5, 6, 7, & 8	1, 2, 3, 4, 5, 6, 7, 8 & 9
Solar Medical & Chemical Limited	Micro	Avondale Way	2 & 8	8
Stax Trade Centres Limited	Small	Manchester	1, 2, 3, 4, 5, 6, 7, & 8	1, 2, 3, 4, 5, 6, 7, 8 & 9
Stiven Limited	Micro	DUNDEE	1, 2, 3, 4, 5, 6, 7, & 8	1, 2, 3, 4, 5, 6, 7, 8 & 9
Streamline Corporate Limited	Small	Edinburgh	1, 2, 3, 4, 5, 6 & 8	1, 2, 3, 4, 5, 6 & 8
Sunbelt Rentals Limited	Large	Warrington	1, 2, 3, 4, 5, 6 & 8	1, 2, 3, 4, 5, 6 & 8
T.R. Bonnyman, Son & Company Limited	Small	Beith	1, 2 & 8	8
The Guthrie Group Limited	Small	Livingston	1, 2, 3, 4, 5, 6, 7, & 8	1, 2, 3, 4, 5, 6, 7, 8 & 9
Thomas Graham & Sons Limited	Medium	EGREMONT	1, 2, 3, 4, 5, 6, 7, & 8	1, 2, 3, 4, 5, 6, 7, 8 & 9
Unico Limited	Medium	Falkirk	1, 2, 3, 4, 5, 6, 7, & 8	1, 2, 3, 4, 5, 6, 7, 8 & 9
Valmy SAS Ltd	Medium	Iuton	2 & 8	8

Appendix 2 - Scoring and Recommendations

Lot 1 - Ear, Eye & Head Protection			Lot 2 - Safety Masks & Respirators		
Supplier	Score	Awarded To Lot	Supplier	Score	Awarded To Lot
GMC Corsehill Ltd.	96.25	Yes	Protective Wear Supplies Ltd	91.75	Yes
Protective Wear Supplies Ltd	91.66	Yes	Arco Limited	89.21	Yes
The Guthrie Group Limited	88.34	Yes	The Guthrie Group Limited	86.37	Yes
D.R. Caswell Limited	86.34	Yes	Unico Limited	84.97	Yes
Future Garments Limited	84.81	Yes	Lion Safety Limited	81.85	Yes
Healthy Bean Ltd	78.84	Yes	Future Garments Limited	81.20	Yes
Arco Limited	77.53	Yes	Lyreco UK Limited	75.70	Yes
Aspire Industrial Services Limited	75.75	Yes	Thomas Graham & Sons Limited	75.49	Yes
Bunzl UK Limited	75.72	Yes	Morna Laird Ltd	70.79	Yes
Unico Limited	71.49	Yes	GMC Corsehill Ltd.	68.27	Yes
Morna Laird Ltd	69.72	Yes	D.R. Caswell Limited	67.47	Yes
Lyreco UK Limited	68.59	Yes	Stax Trade Centres Limited	67.41	Yes
Thomas Graham & Sons Limited	66.68	Yes	Bunzl UK Limited	66.85	Yes
JW Brown Industrial Services, A Partnership	62.41	Yes	Healthy Bean Ltd	66.48	Yes
RS Components Limited	61.77	Yes	Streamline Corporate Limited	64.90	Yes
Rexel UK Limited	61.06	Yes	Aspire Industrial Services Limited	63.63	Yes
Streamline Corporate Limited	60.93	Yes	JW Brown Industrial Services, A Partnership	62.47	Yes
PFG BRAND ATTRACTION EUROPE LIMITED	59.51	Yes	James Boylan Safety (NI) Ltd T/A JBS Group	61.20	Yes
Stax Trade Centres Limited	58.19	Yes	Sunbelt Rentals Limited	57.80	Yes
James Boylan Safety (NI) Ltd T/A JBS Group	57.60	Yes	Rexel UK Limited	57.52	Yes
Sunbelt Rentals Limited	55.90	Yes	GIBB & BEVERIDGE (ENGINEERING AGENCIES) LIMITED	57.12	Yes
GIBB & BEVERIDGE (ENGINEERING AGENCIES) LIMITED	53.76	Yes	PFG BRAND ATTRACTION EUROPE LIMITED	55.04	Yes
Cleaning & Wiping Supplies Ltd.	53.69	Yes	RS Components Limited	54.68	Yes
P.F. Cusack (Tools Supplies) Limited	50.15	Yes	Enviroclean Global Ltd	54.08	Yes
Corston Sinclair Limited	46.02	Yes	Stiven Limited	53.36	Yes
Stiven Limited	45.31	Yes	Corston Sinclair Limited	50.01	Yes
Lion Safety	0.00	Non-compliant	P.F. Cusack (Tools Supplies) Limited	47.19	Yes
T.R. Bonnyman, Son & Company Limited	0.00	Non-compliant	Cleaning & Wiping Supplies Ltd.	46.55	Yes
			Novum MedTech Limited	37.66	No
			Solar Medical & Chemical Ltd.	0.00	Non-compliant
			Bluetree Design And Print Limited	0.00	Non-compliant
			T.R. Bonnyman, Son & Company Limited	0.00	Non-compliant
			Don and Low	0.00	Non-compliant
			Valmy Sas Ltd	0.00	Non-compliant

Lot 3 - Gloves			Lot 4 - Hi Viz wear & Protective Workwear		
Supplier	Score	Awarded To Lot	Supplier	Score	Awarded To Lot
Bunzl UK Limited	91.50	Yes	Arco Limited	97.46	Yes
GMC Corsehill Ltd.	90.60	Yes	Protective Wear Supplies Ltd	91.75	Yes
Lyreco Uk Limited	87.20	Yes	Lion Safety Limited	89.97	Yes
Arco Limited	85.83	Yes	Future Garments Limited	88.87	Yes
Unico Limited	84.24	Yes	Unico Limited	85.16	Yes
The Guthrie Group Limited	83.88	Yes	The Guthrie Group Limited	83.37	Yes
Healthy Bean Ltd	83.17	Yes	GMC Corsehill Ltd.	82.72	Yes
Protective Wear Supplies Ltd	82.92	Yes	Thomas Graham & Sons Limited	81.17	Yes
Streamline Corporate Limited	79.94	Yes	Bunzl UK Limited	80.73	Yes
Lion Safety Limited	77.35	Yes	James Boylan Safety (NI) Ltd T/A JBS Group	79.04	Yes
Thomas Graham & Sons Limited	76.87	Yes	Lyreco UK Limited	79.03	Yes
Morna Laird Ltd	76.45	Yes	Healthy Bean Ltd	78.03	Yes
Enviroclean Global Ltd	75.03	Yes	D.R. Caswell Limited	77.26	Yes
Aspire Industrial Services Limited	74.11	Yes	RS Components Limited	76.94	Yes
Future Garments Limited	72.93	Yes	Morna Laird Ltd	76.70	Yes
D.R. Caswell Limited	71.79	Yes	Streamline Corporate Limited	75.64	Yes
Rexel UK Limited	69.32	Yes	Stax Trade Centres Limited	73.59	Yes
James Boylan Safety (NI) Ltd T/A JBS Group	69.23	Yes	Aspire Industrial Services Limited	73.03	Yes
JW Brown Industrial Services, A Partnership	66.78	Yes	Cleaning & Wiping Supplies Ltd.	70.89	Yes
Cleaning & Wiping Supplies Ltd.	63.18	Yes	JW Brown Industrial Services, A Partnership	69.52	Yes
Polypak Plastene Limited	61.35	Yes	P.F. Cusack (Tools Supplies) Limited	62.21	Yes
Corston Sinclair Limited	57.87	Yes	GIBB & BEVERIDGE (ENGINEERING AGENCIES) LIMITED	54.75	Yes
Stax Trade Centres Limited	57.83	Yes	Sunbelt Rentals Limited	54.17	Yes
Sunbelt Rentals Limited	56.86	Yes	Stiven Limited	52.30	Yes
PLS Medical Limited	55.94	Yes	PFG BRAND ATTRACTION EUROPE LIMITED	52.10	Yes
RS Components Limited	54.72	Yes	Corston Sinclair Limited	51.91	Yes
PFG BRAND ATTRACTION EUROPE LIMITED	54.40	Yes	Ilasco Limited	47.71	Yes
Reliance Medical Ltd	54.19	Yes			
GIBB & BEVERIDGE (ENGINEERING AGENCIES) LIMITED	53.77	Yes			
P.F. Cusack (Tools Supplies) Limited	50.73	Yes			
Stiven Limited	49.74	Yes			
Novum MedTech Limited	41.04	No			

Lot 5 - Traditional Workwear			Lot 6 - Footwear		
Supplier	Score	Awarded To Lot	Supplier	Score	Awarded To Lot
Lion Safety Limited	95.34	Yes	Protective Wear Supplies Ltd	91.75	Yes
Protective Wear Supplies Ltd	91.75	Yes	Lion Safety Limited	87.76	Yes
Arco Limited	90.86	Yes	The Guthrie Group Limited	87.22	Yes
GMC Corsehll Ltd.	85.08	Yes	Lyreco UK Limited	87.16	Yes
The Guthrie Group Limited	84.78	Yes	Bunzl UK Limited	86.49	Yes
Lyreco UK Limited	81.47	Yes	Arco Limited	83.71	Yes
Future Garments Limited	81.05	Yes	Healthy Bean Ltd	80.68	Yes
D.R. Caswell Limited	80.82	Yes	Thomas Graham & Sons Limited	79.97	Yes
Unico Limited	80.34	Yes	Unico Limited	79.84	Yes
Streamline Corporate Limited	79.91	Yes	D.R. Caswell Limited	79.68	Yes
Bunzl UK Limited	78.42	Yes	Future Garments Limited	79.44	Yes
RS Components Limited	75.86	Yes	GMC Corsehll Ltd.	78.47	Yes
Thomas Graham & Sons Limited	75.62	Yes	Aspire Industrial Services Limited	74.42	Yes
James Boylan Safety (NI) Ltd T/A JBS Group	74.25	Yes	Streamline Corporate Limited	72.71	Yes
Aspire Industrial Services Limited	73.16	Yes	Morna Laird Ltd	71.45	Yes
Healthy Bean Ltd	71.01	Yes	James Boylan Safety (NI) Ltd T/A JBS Group	71.28	Yes
JW Brown Industrial Services, A Partnership	70.62	Yes	RS Components Limited	70.41	Yes
Stax Trade Centres Limited	69.51	Yes	JW Brown Industrial Services, A Partnership	69.87	Yes
Morna Laird Ltd	64.54	Yes	GIBB & BEVERIDGE (ENGINEERING AGENCIES) LIMITED	67.33	Yes
BACA Workwear & Safety Ltd	63.62	Yes	Rexel UK Limited	66.98	Yes
Cleaning & Wiping Supplies Ltd.	63.47	Yes	PLS Medical Limited	66.15	Yes
PFG BRAND ATTRACTION EUROPE LIMITED	63.02	Yes	BACA Workwear & Safety Ltd	65.61	Yes
GIBB & BEVERIDGE (ENGINEERING AGENCIES) LIMITED	60.09	Yes	Stiven Limited	63.17	Yes
P.F. Cusack (Tools Supplies) Limited	58.93	Yes	Cleaning & Wiping Supplies Ltd.	61.06	Yes
Mi Hub Limited Trading as Alexandra	58.01	Yes	Sunbelt Rentals Limited	60.49	Yes
Stiven Limited	55.99	Yes	P.F. Cusack (Tools Supplies) Limited	55.88	Yes
Sunbelt Rentals Limited	55.62	Yes	Stax Trade Centres Limited	50.56	Yes
Corston Sinclair Limited	50.14	Yes	Corston Sinclair Limited	50.53	Yes
Ilasco Limited	47.41	Yes	PFG BRAND ATTRACTION EUROPE LIMITED	0.00	Non-compliant

Lot 7 - Catering and Food Industry			Lot 8 - Pandemic Recovery Items		
Supplier	Score	Awarded To Lot	Supplier	Awarded to Lot	
Arco Limited	97.75	Yes	Arco Limited	Yes	
GMC Corsehill Ltd.	92.31	Yes	Aspire Industrial Services Limited	Yes	
Lion Safety Limited	89.29	Yes	B.C.B. INTERNATIONAL LIMITED	Yes	
The Guthrie Group Limited	88.92	Yes	BGS UK 2019 Ltd	Yes	
Protective Wear Supplies Ltd	83.07	Yes	BLUETREE DESIGN AND PRINT LIMITED	Yes	
Future Garments Limited	82.62	Yes	Bunzl UK Limited	Yes	
RS Components Limited	80.09	Yes	Cleaning & Wiping Supplies Ltd.	Yes	
Bunzl UK Limited	79.94	Yes	Corston Sinclair Limited	Yes	
Lyreco UK Limited	78.18	Yes	CREATIVE ACTIVITY GROUP LIMITED	Yes	
Morna Laird Ltd	73.78	Yes	D.R. Caswell Limited	Yes	
D.R. Caswell Limited	73.45	Yes	GIBB & BEVERIDGE (ENGINEERING AGENCIES) LIMITED	Yes	
Unico Limited	73.40	Yes	Enviroclean Global Ltd	Yes	
Aspire Industrial Services Limited	73.06	Yes	Eumar Technology Limited	Yes	
Thomas Graham & Sons Limited	71.32	Yes	Future Garments Limited	Yes	
JW Brown Industrial Services, A Partnership	70.12	Yes	Global Health And Safety Ltd	Yes	
Healthy Bean Ltd	69.49	Yes	GMC Corsehill Ltd.	Yes	
PFG BRAND ATTRACTION EUROPE LIMITED	64.01	Yes	Healthy Bean Ltd	Yes	
Mi Hub Limited Trading as Alexandra	61.53	Yes	JW Brown Industrial Services, A Partnership	Yes	
Stax Trade Centres Limited	60.67	Yes	Lion Safety Limited	Yes	
GIBB & BEVERIDGE (ENGINEERING AGENCIES) LIMITED	58.56	Yes	Lyreco UK Limited	Yes	
Cleaning & Wiping Supplies Ltd.	54.69	Yes	Morna Laird Ltd	Yes	
Stiven Limited	54.41	Yes	Nuline Medical	Yes	
Corston Sinclair Limited	47.67	Yes	PFG BRAND ATTRACTION EUROPE LIMITED	Yes	
			PLS Medical Limited	Yes	
			Protective Wear Supplies Ltd	Yes	
			Reliance Medical Ltd	Yes	
			RS Components Limited	Yes	
			Solar Medical & Chemical Limited	Yes	
			Stax Trade Centres Limited	Yes	
			Stiven Limited	Yes	
			Streamline Corporate Limited	Yes	
			Sunbelt Rentals Limited	Yes	
			T.R. Bonnyman, Son & Company Limited	Yes	
			The Guthrie Group Limited	Yes	
			Thomas Graham & Sons Limited	Yes	
			Unico Limited	Yes	
			Valmy Sas Ltd	Yes	

Lot 9 - One Stop Shop	
Supplier	Awarded To Lot
Arco Limited	Yes
Aspire Industrial Services Limited	Yes
Bunzl UK Limited	Yes
Cleaning & Wiping Supplies Ltd.	Yes
Corston Sinclair Limited	Yes
D.R. Caswell Limited	Yes
GIBB & BEVERIDGE (ENGINEERING AGENCIES) LIMITED	Yes
Future Garments Limited	Yes
GMC Corsehill Ltd.	Yes
Healthy Bean Ltd	Yes
JW Brown Industrial Services, A Partnership	Yes
Lyreco UK Limited	Yes
Morna Laird Ltd	Yes
Protective Wear Supplies Ltd	Yes
RS Components Limited	Yes
Stax Trade Centres Limited	Yes
Stiven Limited	Yes
The Guthrie Group Limited	Yes
Thomas Graham & Sons Limited	Yes
Unico Limited	Yes

Detailed Breakdown of Lot 8

Lot 8 - Pandemic Recovery Items																				
Supplier	Lot 8 - 1	Lot 8 - 2	Lot 8 - 3	Lot 8 - 4	Lot 8 - 5	Lot 8 - 6	Lot 8 - 7	Lot 8 - 8	Lot 8 - 9	Lot 8 - 10	Lot 8 - 11	Lot 8 - 12	Lot 8 - 13	Lot 8 - 14	Lot 8 - 15	Lot 8 - 16	Lot 8 - 17	Lot 8 - 18	Lot 8 - 19	Lot 8 - 20
Arco Limited	71.37	50.44	66.23	66.16	75.06	97.75	54.47	56.08	50.13	45.57	45.39	45.84	53.56	58.67	46.92	50.72	59.02	50	77.46	54.62
Aspire Industrial Services Limited	88.25	51.63	85.11	93.11	46	73.87	93.85	62.65	96.25	84.55	51.98	51.25	73.94	96.25		59.94	64.9	59.69	96.25	62.68
B.C.B. INTERNATIONAL LIMITED	31.71		37.25	28.45			26.85	16.97	26.75	34.88	25.73	20.87		27.95	17.11	60.92				
BGS UK 2019 Ltd	38.96	38.63	24.61	23.73	13.4	33	24.85		20.53	24.63	61.93	19.84	72.25	24.43		15.83			25.42	
BLUETREE DESIGN AND PRINT LIMITED														65.94	42.5					
Bunzl UK Limited	73.72	44.97	70.54	70.44	59.06	67.91	73.24	57.9	55.5	79.8	78.7	91.5	43.87	55.83	39.44	36.67	91.5	91.5	65.92	47.72
Cleaning & Wiping Supplies Ltd.	40.54	35.13	54.33	35.48	38.7	61.07	44.25	32.84	36.36	38.59	35.74		50.68	52.5		50.24	61.36	45.7	73.08	37.6
Corston Sinclair Limited	30.25	35.19	49.06	46.16	28.66	46.89	57.53	33.75	32.25		29.35	26.93	37.01	36.41	24	47.52	49.48	49.48	57.75	27.68
CREATIVE ACTIVITY GROUP LIMITED			53.4	46.93		57.62	66.98	22.02	38.5	48.69	37.38	28.84	46.57	48.2	27.59	72.98	40.06	34.66	28.64	
D.R. Caswell Limited	76.30	46.23	49.41	83.13	53.82	64.44	51.25	60.63	44.48	47.57	43.83	46.16	53.71	51.75	42.3	38	52.67	52.67	87.51	45.55
Enviroclean Global Ltd	52.88	61.03	50.49	54.99	53.61	78.82	51.45	92.25	42.01	42.53	92.25	43.79	88.31	63.19	44.06	53.7	84.23	66.63	61.18	
Eumar Technology Limited														46.5						
Future Garments Limited	78.55	40.84	72.79	68.97	62.8	71.58	43.53	52.78	60.17	69.55	52.57	49.63	57.63	58.48	39.93	44.32	90.06	61.12	90.54	45.21
GIBB & BEVERIDGE (ENGINEERING AGENCIES) LIMITED	69.05	42.83	56.22	61.09		35.21	36.66	52.91	38.98	40.98	38.13		41.57			32.4	54.93	54.93	74.39	53.41
Global Health And Safety Ltd														42.47						
GMC Corsehll Ltd.	64.31	74.97	69.45	74.37	86.36	76.66	73.65	66.25	63.17	62.41	54.06	51.33	64.11	72.25	39.78	85.78	92.79	68.81	84.18	62.68
Healthy Bean Ltd	74.83	91.30	80.22	80.1	46.45	68.38	66.28	59.71	56.5	58.33	49.54	45.79	58.23	81	42.44	86.87	69.87	63.1	82.64	70.36
JW Brown Industrial Services, A Partnership	57.15	45.2	58.99	64.19		62.32	39.14	54.25						55.53	40.09	34.72	36.03	36.03	54.37	51.68
Lion Safety Limited	70.61	46.31	78.43	74.5	43.34	81.49	44.58	66.78	91.75	76.87	61.93	49.47	70.82	74.15	44.99	96.25	82.3	72.95	81.66	48.89
Lyreco UK Limited	74.61	49.85	74.66	68.4	54.91	78.75	55.54	56.83	62.99	94.66	77.19	59.05	57.95	72.25	46.29	57.16	81.02	68.88	55.41	52.46
Morna Laird Ltd	61.80	68.62	58.7	63.88	42.61	64.18	47.57	55.15	39.16	37.23	39.06	34.33	46.56	43.17	36.78	41.97	58.37	58.37	78.03	55.71
Nuline Medical							54.75							51.04	36.37		29.2			
PFG BRAND ATTRACTION EUROPE LIMITED	31.96	37.88	42.04	41.99	47.73	49.69	39.32	44.22	38.94	38.04	35.85	32.71	43.86	34.6	29.97	42.03	42.6	51.42	40.45	31.1
PLS Medical Limited	52.42	59.69				62		54.53						42.63					47.52	40.81
Protective Wear Supplies Ltd	81.08	44.34	70.03	91.75	81.95	72.99	82.28	54.91	54.63	52.09	45.55	47.23	54.89	64.08	91.75	50.87	55.31	55.31	73.06	91.75
Reliance Medical Ltd			92.25	92.1		58.92	39.45	50.88	47.06		51.92			44.22				49.94		
RS Components Limited	66.79	66.22	33.42	46.21	36.28	61.78	39.07	34.57	39.41	33.39	31.08	30.61	71.52	52.89	28.57	36.51	70.67	43.55	45.94	51.17
Solar Medical & Chemical Limited	89.75	38.03	84.91	82.23	67.13		61.82	38.1	49.1		45.59	48.5	62.25	60.69	46.63	56.46	64.41	64.41	63.93	57.28
Stax Trade Centres Limited	57.70	41.35	54.71	59.58	60.94			51.35	38.5	77.7	76.54			40.64	34.06	30.9			50.66	51.87
Stiven Limited	59.83	54.94	45.88	50.96		49.1	22.82	42.38						41.88	25.76	21.08	48.18	47.42	64.71	42.93
Streamline Corporate Limited	63.35	44.1	67.04	70.23	70.81	65.38	66.03	40.63	54.92	55.05	49.67		62.01	77.62		65.87	70.79	61.72	59.48	46.57
Sunbelt Rentals Limited	60.01	36.28	60.91	46.33	41.01	60.1	47.4	37.04	48	46.45	46.07		58.04	46.31		33.43			49.59	
T.R. Bonnyman, Son & Company Limited	64.86	75.44				68.55	40.69	68.95	66.27	70.54	56.34	54.65	67.72	77.97		43.05	71.84	71.84	72.22	48.66
The Guthrie Group Limited	82.32	60.93	78.74	75.38	79.27	77.31	98.5	56.71	54.07	50.33	45.76	44.55	50.99	60.1	40.39	43.45	82.2	79.3	84.79	70.21
Thomas Graham & Sons Limited	70.60	92.50	49.99	49.95	92.5	66.52	45.68	55.23	58.59	92.5	73.54	41.34	47.25	66.93	40.72	71.42	61.77	61.77	74.18	50.18
Unico Limited	80.74	76.63	76.63	76.53	52.62	74.81	57.66	66.75	58.27	56.88	51.81	50.7	65.88	75.25	46.81	69.19	99.21	85.62	70.77	78.89
Valmy Sas Ltd				47.24	18.74		41.93							46.11	38.25		17.76		57.94	

Appendix 3 - List of Recommended Suppliers with Living Wage Status

Tenderer	Accredited	Currently Progressing through Real Living Wage accreditation process	Pay Real Living Wage to all employees, and committed to gaining accreditation over the initial 2 years of framework	Pay Real Living Wage to all employees but not accredited	Neither accredited nor paying Real Living Wage, but do commit to pay the Real Living Wage to all employees over the initial 2 years of the framework	Neither accredited nor paying Real Living Wage
Arco Limited	Yes					
Aspire Industrial Services Limited	Yes					
B.C.B. INTERNATIONAL LIMITED			Yes			
BACA Workwear & Safety Ltd				Yes		
BGS UK 2019 Ltd				Yes		
BLUETREE DESIGN AND PRINT LIMITED	Yes					
Bunzl UK Limited T/A Bunzl Greenham				Yes		
Cleaning & Wiping Supplies Ltd.	Yes					
Corston Sinclair Limited					Yes	
CREATIVE ACTIVITY GROUP LIMITED				Yes		
D.R. Caswell Limited	Yes					
Enviroclean Global Ltd				Yes		
Eumar Technology Limited	Yes					
Future Garments Limited T/A Eurox			Yes			
GIBB & BEVERIDGE (ENGINEERING AGENCIES) LIMITED						Yes
Global Health & Safety Ltd		Yes				
GMC Corsehill Ltd.					Yes	
Healthy Bean Ltd			Yes			
Ilasco Limited				Yes		
James Boylan Safety (NI) Ltd T/A JBS Group				Yes		
JW Brown Industrial Services, A Partnership				Yes		
Lion Safety Limited	Yes					
Lyreco UK Limited		Yes				
Mi Hub Limited Trading as Alexandra				Yes		
Morna Laird Ltd T/A McKinlay Workwear Supplies				Yes		
Nuline Limited			Yes			
P.F. Cusack (Tools Supplies) Limited				Yes		
PFG BRAND ATTRACTION EUROPE LIMITED	Yes					
PLS Medical Limited	Yes					
Polypak Plastene Limited				Yes		
Protective Wear Supplies Ltd			Yes			
Reliance Medical Ltd				Yes		
Rexel UK Limited						Yes
RS Components Limited						Yes
Solar Medical & Chemical Limited				Yes		
Stax Trade Centres Limited	Yes					
Stiven Limited	Yes					
Streamline Corporate Limited	Yes					
Sunbelt Rentals Limited	Yes					
T.R. Bonnyman, Son & Company Limited		Yes				
The Guthrie Group Limited				Yes		
Thomas Graham & Sons Limited				Yes		
Unico Limited	Yes		Yes			
Valmy SAS Ltd			Yes			

Appendix 4 – Segmentation classifications

0621 Supply & Delivery of Personal Protective Equipment (PPE) including Pandemic Recovery Items & Workwear is classified as Class A.

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.