

## Ancillary Vehicles Estate Cars

**Subject:** Procurement Report  
**Date:** 13<sup>th</sup> November 2025  
**Reference:** HWFRS/78

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### 1. Background

Hereford and Worcester Fire & Rescue Service (HWFRS) Fleet Plan 2025-2030 identifies a replacement programme for all Service vehicles this links to the Service's core strategy of "providing and maintaining the right fleet, tools and equipment to ensure our staff can do their jobs effectively".

See **Appendix 1** Fleet Plan 2025-2030.

The fleet is one of the key categories of physical assets for the Service. The way in which a Fire and Rescue Service fulfils its duties in meeting the requirements of the Fire and Rescue Services Act (2004).

Following the review of the existing ancillary fleet vehicles, this includes a variety of vehicles including small and medium sized cars in use by staff in HWFRS to support the non-emergency functions i.e. Community Risk, Service Support and Service Delivery. Cars (small and medium) it was identified that a significant number of vehicles require replacement. The replacement programme is ongoing and detailed in the Fleet Plan, further to this review HWFRS are now looking to purchase twelve Plug in hybrid estate cars, 1 fully electric and 8 plug in hybrid small vans in 2025/26 There is also a requirement for a further 5 estate cars in 2026/27, but these will be reviewed in 2026/27 in regard to a review of the Authorities infrastructure.

The current vehicles to be replaced are Vauxhall Astra Estates with low cc petrol engines. The small vans are Vauxhall Combos' with 13cc diesel engines.

This document aims to provide a clear and transparent rationale for how the appropriate vehicles have been selected. The Service has assessed the appropriate procurement routes, the appropriate available vehicles and the relevant costs of those vehicles.

### 2. Service Review

Following the review of our current fleet provision and engagement with service delivery via the Fleet Equipment Steering Group (FESG) the user need for a range of cars was identified.

The requirements for the next two years are detailed below

Vehicle Type	2025/26	2026/27
Estate vehicles car- Hybrid	12 vehicles	5 Vehicles*
Estate vehicles car- Electric	1 vehicles	0 Vehicles
Small Vans	8 Vehicles	0 vehicles

\* to be reviewed in 2026/27 in regard to a review of the Authorities infrastructure either electric or hybrid vehicles will be purchased.

As part of HWFRS review, a specification was agreed by the fleet manager and service delivery representatives and included the following headings: -

- Range of travel
- Number of seats
- Purchase cost
- Safety/Security
- Front Interior
- Exterior
- Weights
- Cabin Interior Sizes
- Load Area Interior Dimensions
- External Service Provision

See **Appendix 2** Fleet Vehicles Review and Specifications.

Crown Commercial Services (CCS) is a national public sector procurement framework, RM6244 Vehicle Purchase, Lot 1 is the preferred route to market for HWFRS as it offers a wide range of options and suppliers with heavily discounted public sector specific products. This framework also significantly reduces the costs and capacity otherwise required to undertake a full procurement (tender) process. This framework complies with all appropriate and relevant legal requirements.

The Authority requires a one-off purchase for the supply and delivery of 12x PHEV estate cars, 1 full electric estate vehicle and 8 PHEV vans.

### **3. Procurement**

The tender for the Ancillary Fleet Cars was conducted as a direct award through the Crown Commercial Services (CCS) Framework RM6244 Vehicle Purchase, Lot 1 Passenger Cars

Lot 1- Passenger Cars (PHEV 4x2 only)

- Audi Uk
- Bmw (Uk) Limited
- Citroen U.K. Limited
- Cupra Uk
- Ford Motor Company Limited
- Gwm Ora Uk
- Hyundai Motor Uk Limited
- Isuzu (Uk) Limited
- Jaguar Land Rover Limited
- Kia Uk Limited
- Mazda Motors Uk Limited
- Mercedes-Benz Uk Limited
- Mg Motor Uk Ltd
- Nissan Motor (Gb) Limited
- Peugeot Motor Company Plc
- Renault Uk, Dacia Uk, Alpine Uk
- Seat Uk
- Skoda Uk

- Stellantis UK Limited
- Toyota (Gibraltar) Stockholdings Limited (Uk Branch)
- Toyota(G.B.) Plc
- Vauxhall Motors Limited
- Volkswagen Uk
- Volvo Car Uk Limited

As recommended by the CCS we conducted our call-off contract by accessing the Fleet Portal for a wealth of technical and pricing information to support our decision for direct awarding.

The Fleet Portal is a web-based system which serves Vehicle Purchase and allows for instant quotations of standard vehicles within Lot 1 for purchase. Extensive vehicle technical details can be obtained for vehicles within these parameters, as well as standard pricing information

<https://fleetportal.crowncommercial.gov.uk/>

#### **4. Evaluation Stage**

##### Evaluation Stages

- Stage 1- Evaluated Price
- Stage 2-Technical Merit & Quality

##### Suppliers of PHEV Estate cars

- Vauxhall Motors Ltd
- Hyundai Motor UK Ltd
- Kia Motors UK Ltd
- Seat UK
- Cupra
- Chery
- Ford Motor Company Ltd

##### **Stage 1- Price (including stated discounts)**

A full cost evaluation was carried out on each vehicle type to ensure best value (MAT- Most Advantageous, Tender) was achieved both against base vehicle price and additional options required. Prices for all vehicles were compared using the CCS framework portal contract RM6244, with the successful vehicle followed up with a supplier's written quote.

##### **Stage 2- Technical & Quality, Training, Warranty, Delivery**

##### Technical & Quality, Training and Warranty

Regarding training, this was not considered for any vehicle due to their type and size not requiring any staff training.

It was found that all manufacturers gave very similar or the same warranty on the range of vehicles being appraised; Extended Warranty 3 Year, 100,000 Miles

It was accepted that all manufacturers could provide good quality base vehicles that met all EU standards and type approval.

When looking at technical specifications in all cases some manufacturers could not supply vehicles to the required specification and or best value pricing, vehicles over £26,000 were discounted. Vehicles of each type were compared using the CCS framework portal and discounted if they could not meet relevant requirements such as load space, these vehicles included some models of Cupra, Kia etc.

After the initial comparisons are carried out and where more than one vehicle is still to be considered purchase price and specification requirements would be used as criteria to carry out a comparison marking procedure to identify the best option.

Operational considerations include interior and stowage space, seating capacity, ease of maintenance, vehicle and battery warranty, locations and availability of dealers and battery recharge times.

The suppliers were reviewed against the specification (**Appendix 2**)

### Delivery

Suppliers confirmed with supporting evidence that they were able to meet our delivery requirement of delivering vehicles ordered within 3-4 weeks.

The table below summarises the key findings as part of the evaluation, the manufacturers listed are the closest to meeting our requirements and are examples of area's considered as part of the selection process.

Supplier	Pros	Cons
Hyundai	Good vehicle specification, good interior size, good price, good warranty.	All electric range slightly lower than other manufacturers.
Ford	Good specification, good price, good interior space	Higher purchase price, higher cc engine which reduce mpg when running on petrol.
Seat	High all electric range.	Boot capacity low
Vauxhall	High all electric range.	Boot capacity low and higher purchase price.
Kia	7-year warranty is higher than other manufacturers.	Boot capacity low and higher purchase price.
Chery	8-Years warranty is higher than other manufacturers.	Limited-service centres in Hereford & Worcester and purchase price is higher.
Cupra	High all electric range.	Boot capacity low and higher purchase price.

### 5. Recommended Decision

Hyundai Motors UK Ltd are appointed for the

Provision of 12 x Hyundai Tucson's' PHEV (To be delivered by February 2026)

The purchase price would be £ 264,949.08 in 2025/26 based on 12 vehicles (£22,079 per vehicle)



Startin Group Ltd are appointed for the 1x fully electric vehicle £24,716.23

Provision of 12 x Hyundai Tucson's' PHEV (To be delivered by February 2026)

The purchase price would be £ 264,949.08 in 2025/26 based on 12 vehicles (£22,079 per vehicle)

**6. Full Audit trail (including Specification/Scoring matrix)**

[Hyundai](#)

<b>Appendix 1-</b> Fleet Plan 2020-2025	 July 2025-fleet-plan-fina
<b>Appendix 2-</b> Fleet Review and Specifications	 Nov 2025 Ancillary Fleet Vehicles Review