



Smoke Alarms and Associated Products

Subject: Procurement Report
Date: 4th June 2021
Reference: HWFRS/114 (C002976)

1. Background

Hereford & Worcester Fire Authority (HWFRS) has a statutory duty to make provision for the purpose of promoting fire safety in its area. This includes the provision of information, publicity and encouragement in respect of the steps to be taken to prevent fires and giving of advice on request.

The government's long running Fire Kills campaign which advocates the use of smoke alarms in the home as a key preventative measure is supported by the Fire Authority.

Government statistics show that people are at least 7 times more likely to die in a fire in the home if there are no working smoke alarms.

The Fire Authority therefore provide and fit smoke, heat and carbon monoxide alarms and associated equipment in the homes of the most vulnerable people in its area.

The provision and fitting of such alarms and equipment by Hereford & Worcester Fire and Rescue Service is an essential part of Home Fire Safety Checks (HFSCs).

The Service completes an average of 4200 HFSCs per year and anticipates an increase over the coming years.

2. Service Review

Following the review of our current arrangements and lessons learned identified a number of issues to be resolved; these included better value for money and more robust contract management arrangements.

As part HWFRS review and finalising the process the following documents were agreed.

Finalising of Review

1. **Appendix 1-** Specification

The specification was agreed with the Prevention Manager the following:-

The Authority requires a 4 year contract for the supply and delivery of:

- Lot 1 Stand Alone Smoke Alarms- Approximately 7,000-8,000 alarms per year
- Lot 1 Stand Heat Alarms- Approximately 2,000-2,500 alarms per year
- Lot 1 Stand Carbon Monoxide Alarms- Approximately 2,000-2,500 alarms per year

- Lot 2 Hearing Impaired Standard Smoke Alarms- Approximately 1,500-1,800 alarms per year
- Lot 2 Hearing Impaired Strobe and Pad- Approximately 1,500-1,800 alarms per year
- Lot 2 Hearing Impaired Smoke Alarms- Approximately 1,500-1,800 alarms per year

- Lot 2 Hearing Impaired Heat Alarms – Approximately 1,200 – 1,500 alarms per year
- Lot 2 Hearing Impaired Carbon Monoxide Alarms – Approximately 1,000 – 1,500 alarms per year
- Lot 3 Smart Home Devices- Not currently applicable

The Framework Agreement for the Provision 2021-2025 of Smoke Alarms and Associated Products managed by West Midlands Fire and Rescue Services Ref: WMFS C002976 was renewed and went live on the 1st June 2021 and awarded to multiple suppliers which is accessible by all UK Fire and Rescue Services.

3. Procurement

The framework agreement went live from 1 June 2021 for a period of four years, prices are fixed for the duration of the framework. **Appendix 2-** User Guidance

The Framework Agreement is split into three multi supplier Lots:

Lot 1 Standard Smoke Alarms:

1. Aico Ltd
2. FireAngel Safety
3. Fireblitz Extinguisher Ltd

Lot 2 Hearing Impaired Alarms

1. Aico Ltd
2. Bellman & Symfon UK Ltd
3. FireAngel Safety
4. Fireblitz Extinguisher Ltd

Lot 3 Smart Home Devices:

1. Aico Ltd
2. FireAngel Safety
3. Fireblitz Extinguisher Ltd

Direct call-off orders can be placed with Suppliers. FRS's will be able to determine which Suppliers' offer best meets their requirements from the information supplied by the Framework owner and should place a call-off order with that Supplier without reopening competition.

Examples of selecting which supplier best meets FRS's requirements are below, other justification can be used.

Main Requirement	Selection criteria:
Cheapest Price	From the Pricing Schedule select the offer with the lowest cost for the quantity to be ordered. Include the cost of backing plate adaptors where required
Customer Service	From the Compliance to Specification results and the Quality evaluation select the Supplier that best matches your requirements
Quality of product	From the Compliance to Specification results select the Supplier that has the lowest return/fault rate

Best overall value	From the Compliance to Specification results select all Suppliers that meet your minimum requirements. From this list select the Supplier that offers the lowest cost for the quantity to be ordered.
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The Authority will benefit from using this Framework as it is: quick and easy to use, no need for further competition necessary, no sign up fee, reduced prices, standardisation of specifications and clarity of product performance.

There are no price breaks so the price will remain the same whatever quantity is ordered.

4. Evaluation Stage

The Authority have complied with the National Guidance:

It is essential that all processes of decision making to select Suppliers are kept equitable and auditable. Formal notes of all aspect of the decision making process must be taken and retained on file.

Based on the National Evaluation Template the following criteria has been highlighted as Essential criteria by the Authority

Technical Product Requirements (Quality)

Products must comply with technical requirements and current standards

Customer Service and Service Levels

Poor customer service and service levels has, in the past, led to additional administration, management intervention and product replacement by technicians and fire crews. This is both unwanted and costly in terms of diverting staff away from their duties.

Price

Savings based on our current structure are highly desirable.

5. Recommended Decision

Based on the national evaluation template Fireblitz offer the best customer service and service levels. The very low maximum return rate and maximum defect rate are very attractive qualities. It is an advantage that Fireblitz are also equal to or better than other providers in other areas identified in the national evaluation template. Fireblitz can offer backing plates for other manufacturers alarms, and is of benefit to us, particularly from a customer satisfaction perspective.

6. Savings Achieved

In terms of cost, Fireblitz offer the lowest cost per item ordered for the quantity we require. This is for the smoke, heat and carbon monoxide alarms. The price of the majority of the items on this lot has remained the same since the previous framework, with the exception of the carbon monoxide alarms which have decreased in cost with a saving of 15p per unit. Giving a saving of approximately £375.00 per year based on the projected purchase numbers.

In terms of cost, with the exception of the hearing impaired alarms, Fireblitz offer the lowest cost per item ordered, for the quantity we require. The £1.00 difference in cost for this item is outweighed with cheaper costs for the other products within this lot. Prices have remained largely

the same from the previous framework with the exception of the wi-fi carbon monoxide alarms, which have reduced in price by £3.00 per unit. This will be a saving of £4,200 per annum, based on the projected maximum purchase numbers.

The cost of the wi-fi strobe and pad units have also reduced in price by £1.95 per unit. This will be a saving of £3,510 per annum based on the projected maximum purchase numbers

Own procurement cost process estimated at 10 days worth of effort at £150 per day. Use of framework resulted in 4 days at £150 per day therefore a 'non cashable' savings of £900 can be demonstrated (saved 6 days at £150 per day= £900)

- Higher level of discount offered due to collaborative approach
- Free of charge user and technical level training, enabling each Service to carry out own calibration, saving £45 each monitor every 6 months.
- Competitive fixed pricing
- No supplement for small orders
- Standardised specification
- Reduced recourses and time required to access goods*
- No requirement to reopen competition
- Supplier Management- Performance monitored by WMFS
- Greater interoperability between organisations

7. Full Audit trail (including Specification/Scoring matrix)

http://sharepoint1/sites/Procurement/Contracts/OperationalEquipment/HWFRS_114%20Smoke%20Alarms/Forms/AllItems.aspx?RootFolder=%2Fsites%2FProcurement%2FContracts%2FOperationalEquipment%2FHWFRS%5F114%20Smoke%20Alarms%2FFireblitz%20Extinguisher%20Ltd&FolderCTID=0x01200088016183A026304BB34E14747C087588&View={02218026-376A-457A-8581-228428FA2054}

Appendix 1- Specification	 Final Specification Smoke Alarms v1.doc
Appendix 2- Framework User Guidance	 Smoke Alarm Framework Agreemer
Appendix 3- Evaluation/Contract Award	 Tender Evaluation Contract Award Smok