

Airbags

Subject: Procurement Report
Date: 3rd August 2021
Reference: HWFRS/61

1. Background

Airbags are a tool forming part of the Authorities response to the rescue of persons and in some cases animals trapped in a variety of situations ranging from road traffic collisions to persons trapped in machinery.

Hereford and Worcester Fire and Rescue Service (HWFRS) currently carry a set of high & low pressure airbags on 20 rescue appliances strategically stationed across its geographical area. These bags and accessories were purchased 17 years ago and are now due for replacement due to manufacturer's end of life recommendations. The Authority currently carries the following on each Pumping Appliance:

- 2 – High pressure bags
- 2 – Low pressure bags
- 2 – High pressure hoses
- 2 – Low pressure hoses
- 2 – Cylinder valve groups and reducers
- 4 – Protection mats

The Authority has reviewed the usage of airbags at operational incidents and their allocation across the service. As a result of the review the Authority is now looking to reduce the number of sets carried by 5 but improve the equipment by utilising the latest technology.

This document aims to provide a clear and transparent rationale for how the appropriate supplier has been selected to provide the Replacement Airbags. The Service has assessed the appropriate procurement routes, the appropriate available partners and the relevant cost of those partners.

2. Service Review

The review of our Airbags has been done through engagement/ consultation with service delivery via the Fleet Equipment Steering Group (FESG) on their operational requirements. Market research has been conducted to explore the most recent advances in technology and suitability of products to meet the User Specification.

Technology has improved since purchasing of the current Airbags, the Authority wish to understand advancements in technology and how current operational activities can be improved by purchasing new Airbags. Listed below are some of the technological advancements available on current airbags.

- Connectable Bags- Maximum of 3
- Visual display of inflation height, technical data and safety warnings
- Lifting Capacity
- Non slip interlocking

- LED Illumination

The option for a collaborative procurement was explored via the National Fire Chiefs Council (NFCC) Regional procurement forum on 1st October 2020 but timescales and requirements didn't align.

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

Finalising of Tender Documents

1. Invitation to Tender, Evaluation Criteria, Specification, Questionnaire **Appendix 1**
2. Pricing Schedule **Appendix 2**

The specification was agreed by the equipment manager and service delivery representatives and regional partners included the following headings:-

- **Mandatory Compliance (Pass/Fail)**
- **Quality (40%)**
 - Quality Management and Quality Score to be carried through from ITT (20%)
 - Specification (12.5%)
 - Training (2.5%)
 - Maintenance Service (2.5%)
 - Warranty (2.5%)
- **Delivery & Customer Service (20%)**
 - Delivery & Customer Service Score to be carried through from ITT (10%)
 - Spare Parts (3.25%)
 - Delivery (3.25%)
 - Complaints (3%)
- **Sustainability (10%)**
 - Disposal (5%)
 - Social Value (5%)
- **Price (30%)**

The Authority requires a one off purchase for the provision of 15 Airbags.

The following tables provides an indication of potential volumes, subject to approval of budget and Integrated Risk Management Plan

Hereford and Worcestershire Fire & Rescue Service	
Financial year	2021/22
Airbags Sets	15
Cylinder reducers and controller set	As required for above

3. Procurement

The Tender for the provision of Airbags was advertised on 21st June 2021, with a closing date for applications on 2nd July 2021.

This collaborative exercise was undertaken as a mini competition through Lot 3- Vehicle Stabilising and Cutting Equipment- RTC of the YPO Framework Agreement- 865 Emergency Response Equipment.

Supplier were able to offer more than one airbag.

Lot 3 – Thermal Imaging Cameras

- Angloco Ltd
- Clan Tools and Plant Ltd
- Holmatro UK Ltd
- Vimpex
- Weber Rescue UK Ltd

See **Appendix 1** Section 3 Specification for full requirements.

4. Evaluation Stage

Evaluation Stages

- Stage 1- Evaluated Price (30%)
- Stage 2- Evaluated structured response to questions to;
 - Mandatory Compliance (Pass/Fail)
 - Quality (40%)
 - Delivery & Customer Service (20%)
 - Sustainability (10%)
- Stage 3- Amplification/clarification requested

Evaluation questions were based on the following overarching criteria and weighted scores:

Award Criteria		Weightings
Mandatory Compliance		Pass/Fail
Price		30%
Quality		40%
Quality Management and Quality Score to be carried through from ITT	20%	
Specification	12.5%	
Training	2.5%	
Maintenance Service	2.5%	
Warranty	2.5%	
Delivery & Customer Service		20%
Delivery & Customer Service Score to be carried through from ITT	10%	
Spare Parts	3.25%	
Delivery	3.25%	
Complaints	3%	
Sustainability		10%
Disposal	5%	
Social Value	5%	
Total		100%

4 bids were received from the suppliers listed below.

Suppliers

1. Angloco Ltd
2. Clan Tools and Plant Ltd

3. Holmatro UK Ltd
4. Weber Rescue UK Ltd

Stage 1- Price (30%)

A full cost evaluation was carried out on all of the suppliers returned pricing schedules based on the purchase of the airbags sets

Stage 2- Mandatory Compliance (Pass/Fail); Quality (40%); Delivery & Customer Service (20%); Sustainability (10%)

The suppliers tenders submissions were reviewed against the above criteria and specification (**Appendix 1**) with the evaluation panel consisting of Equipment Manager and Procurement and Contracts Manager, agreeing, through consensus, an overall score for each question.

The below table summaries the weighted scores achieved by the suppliers

Award Criteria		Weightings	Angloco Ltd	Clan Tools & Plant Ltd	Holmatro UK Ltd	Weber Rescue UK Ltd
Mandatory Compliance		Pass/Fail	Fail*	Fail**	Pass	Pass
Price		30%	0%	0%	29.71%	30%
Quality		40%				
Quality Management and Quality Score to be carried through from ITT	20%		0%	0%	20%	20%
Specification	12.5%		0%	0%	12.5%	10%
Training	2.5%		0%	0%	1%	2%
Maintenance Service	2.5%		0%	0%	2%	1.5%
Warranty	2.5%		0%	0%	2%	1.5%
Delivery & Customer Service			20%			
Delivery & Customer Service Score to be carried through from ITT	10%	0%		0%	10%	10%
Spare Parts	3.25%	0%		0%	2.6%	2.6%
Delivery	3.25%	0%		0%	2.6%	2.6%
Complaints	3%	0%		0%	1.4%	1.4%
Sustainability		10%				
Disposal	5%		0%	0%	4%	4%
Social Value	5%		0%	0%	2%	3%
Total		100%	0%	0%	89.81%	88.60%

* The tender submitted by Angloco Limited was unsuccessful due to the Mandatory Requirements (MR1) not being met as the proposed Airbag Set (Sample provided) was not able to (ii) lift 3 tons at two independent point's simultaneously, to a height of 50cms. The airbags should be able to be

stacked safely and securely, with or without blocks as detailed within in Section 23 Mandatory Requirements.

The total cost of the goods exceed the Authorities budget; so the prices have been deemed unsustainable in line with the Mandatory Requirement MR6 and paragraph 2.3 of the ITT

** The tender submitted by Clan Tools and Plant Limited was unsuccessful due to the Mandatory Requirements (MR1) not being met as the proposed Airbag Set as detailed within Section 5 and in Section 23 Mandatory Requirements doesn't fit within the appliance locker.

The total cost of the goods exceed the Authorities budget; so the prices have been deemed unsustainable in line with the Mandatory Requirement MR6 and paragraph 2.3 of the ITT



5. Recommended Decision

Holmatro UK Ltd is appointed for the provision of Airbags the contract will commence once the purchase order is raised 3rd August 2021

Contract Value would be £59,236.50 based on a one off purchase.

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

<http://sharepoint1/sites/Procurement/Contracts/OperationalEquipment/HWFRS61%20Airbags/Forms/AllItems.aspx?RootFolder=%2Fsites%2FProcurement%2FContracts%2FOperationalEquipment%2FHWFRS61%20Airbags%2FHolmatro&FolderCTID=0x0120003DBE7A2293E6224E9683E93D33D9BA10&View={0DA8B989-3E67-4D03-BF4F-EA24A57D3999}>

Appendix 1- Invitation To Tender, Evaluation Criteria, Specification, Questionnaire	 000865 - Customer Mini Competition Tem
Appendix 2- Pricing Schedule	 Appendix G Pricing Matrix v2.xlsx