



End Of Life Vehicles for Road Traffic Collision (RTC) Training

Subject: Procurement Report
Date: 15th July 2019
Reference: HWFRS/77

1. Background

Hereford & Worcester Fire and Rescue Service (HWFRS) previous supplier of End of life vehicles ceased trading in December 2018 shortly prior to the service undertaking a review of the provision of the goods and services. A review had been planned to commence mid-2019 to ensure that HWFRS were receiving the best possible solutions from a supplier and able to provide their crews with vehicles that are suitable to the training that is expected to be undertaken and all within the required legislation.

HWFRS undertake service based training to deliver knowledge acquisition, vehicle and equipment familiarisation, and specifically targeted skill based training and are committed to ensuring that crews are continuously able to maintain and improve their skills through national and international challenges.

HWFRS have a varied and busy road network which runs through the two counties which includes some of the busiest motorway networks in the midlands, main routes into Wales and rural country roads which are vital for the local community and large scale haulage and logistics.

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

2. Service Review

HWFRS consists of, in addition to its headquarters (SHQ), 27 fire stations strategically located across the two counties. Nineteen of these stations are Retained and predominantly located in Hereford. The remaining 8 stations consist of 3 day crewed and 5 whole time.

HWFRS require a supply of vehicles that are up to date in comparison to vehicles that crews may encounter operationally will enhance the crews awareness of skills that they will be taught and developed during their training and operational incidents attended as part of their role.

The vehicles that are required by the HWFRS for training and demonstration purposes will include cutting the vehicles, removing the doors/roof, removing the glass and interior fitting and fixtures and in some cases damaging the cars to a point where they cannot be moved without the use of mechanical aids.

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

Finalising of Tender Documents

1. Invitation to Tender **Appendix 2**

The specification structure was agreed and the following criteria would be used to assess the overall economic advantages of the tender proposals:-

- **Mandatory Questions/Policies (Pass/Fail)**
- **Price (45%)**
- **Compliance with Specification (40%)**
- **Delivery/Lead Times (15%)**

The Authority requires a 3 year contract for the supply and collection of end of life vehicles with the option to extend for a further 2 years in 12 month increments.

3. Procurement

The Tender for the supply and collection of end of life vehicles was advertised on 1st May 2019, with a closing date for applications on 31st May 2019.

This was undertaken as an OJEU open tender under EU threshold, via the Bluelight EU Supply e-Tendering Portal. <https://ted.europa.eu/TED/notice/udl?uri=TED:NOTICE:205672-2019:TEXT:EN:HTML>

4. Evaluation Stage

Evaluation Stages

- Stage 1- Mandatory Questions/Policies (Pass/Fail)
- Stage 2- Price (45%)
- Stage 3- Compliance with Specification (40%) Delivery/Lead Times (15%)
- Stage 4- Amplification/clarification requested by HWFRS

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

Award Criteria	Weightings
Mandatory Questions/Policies	Pass/Fail
Price	45%
Compliance with Specification	40%
Delivery/Lead Times	15%
TOTAL	100%

Two bids were received from the suppliers listed below.

Suppliers

1. P and T Moore Ltd
2. Avalon Metals Ltd T/as Wye Valley Metals

Stage 1- Mandatory Questions/Policies (Pass/Fail)

A full compliance check was carried out on both suppliers in relation to their policies and accreditations:-

- Health and Safety Policies and any accreditations
- Risk Assessment and work method statements
- Evidence of Environmental Policy and an accreditations e.g ISO 14001
- Quality Assurance Policy and any accreditations

- Certification of all authorised sites to be used for de-pollution of vehicles
- Evidence of current de-pollution of vehicles
- Approved Treatment Facility
- Scrap Metal Dealers act 2013- Site Licence
- Waste carriers certificate
- Salvage operators Regulations 2002

Stage 2- Price (45%)

A full cost evaluation was carried out on both of the suppliers returned pricing schedules based on the contract period (3 years).

Stage 3- Compliance with Specification (40%), Delivery/Lead Times (15%)

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

Stage 4- Amplification/clarification requested by HWFRS

HWFRS requested clarification on both suppliers pricing schedules submitted as part of their tender response.

Final scores were then applied to the two bidders.

The below table summaries the weighted scores achieved by each of the two suppliers

Question	P and T Moore Ltd	Avalon Metals Ltd T/as Wye Valley Metals
Mandatory Questions/Policies	PASS	PASS
Price (45%)	28.93%	45%
Compliance with Specification (40%)	34%	35%
Delivery/Lead Times (15%)	13%	10%
Total score	75.93%	90.00%

5. Recommended Decision

Avalon Metals Ltd (T/A Wyre Valley Metals) is appointed for the supply and delivery of end of life vehicles for RTC training, which will commence 1st July 2019.

The value of vehicles range from a £170 per vehicle to £570 per vehicle based of predefined criteria, it is envisaged that HWFRS will require on average a minimum requirement of 4 vehicles per location per annum (total approx. 180 vehicles per annum; 27 stations x 4 vehicles).

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

<http://sharepoint1/sites/Procurement/Contracts/ProfServices/HWFRS77%20End%20of%20Life%20Vehicles/Forms/AllItems.aspx?RootFolder=%2Fsites%2FProcurement%2FContracts%2FProfServices%2>

FHWF77%20End%20of%20Life%20Vehicles%2FAvalon%20Metals%20Ltd%20Wye%20Valley%20Demolition%20Ltd&FolderCTID=0x012000E1FB27338E2AB344A6F0728086FEA3CD&View={9443B708-8D1C-4844-8858-6E3666EBA7C4}

Appendix 1- Invitation to Tender



Instructions To
Tender EOLV v2.docx