

## Fleet Vehicles- Light to Medium Commercial Vans

**Subject:** Procurement Report  
**Date:** 27<sup>th</sup> February 2018  
**Reference:** HWFRS/2- Lot 2 Light to medium commercial vehicle

---

### 1. Background

Hereford and Worcester Fire & Rescue Service (HWFRS) Fleet Strategy 2016-2021 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 Strategy 2016-2021 for full strategy.

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 52 white fleet vehicles, this consists of small, medium and large vans in use by staff in HWFRS to support the non-emergency functions i.e. Community Risk, Service Support and Service Delivery. Vans (small and large) it was identified that a significant number of vehicles require replacement. The replacement programme is ongoing and detailed in the Fleet Strategy.

HWFRS currently operates its vans by a number of different manufacturer's i.e Peugeot, Vauxhall.

This document aims to provide a clear and transparent rationale for how the appropriate vehicle for all vans 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 vans was identified. The requirements for the next two years are detailed below

Vehicle Type	2017/18	2018/19
Small Van	7 vehicles	1 vehicle
Medium Size Van	3 vehicles	
Large Size Van	5 vehicles	---
Mini Bus	1 vehicle	1 vehicle

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

- Design/Layout
- Engine
- Performance

- Suspension Front
- Suspension Rear
- Brakes
- Safety/Security
- Front Interior
- Exterior
- Weights
- Exterior Sizes
- Cabin Interior Sizes
- Cabin Interior Sizes
- Load Area Interior Dimensions
- Service

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

The option for a regional collaborative procurement was explored with West Mercia Police and Shropshire FRS however it has not been possible to jointly procure vehicles at this time, due to HWFRS not having access to the Police Southern framework; which is their preferred route to tender.

Crown Commercial Services (CCS), a national public sector procurement framework, 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 2 year contract for the supply and delivery of 17 vehicles, with the option of a further 12 months, this figure includes 6 vans ordered in place of estate cars for Community Risk (HWFRS/2 Lot 1).

### **3. Procurement**

The tender for the White Fleet Vans was conducted as a direct award through the Crown Commercial Services (CCS) Framework RM1070 Lot 2 Light to Medium Commercial Vehicles up to but not including 7.5 tonnes (including Car Derived Vans, 4x4 variants and Minibuses).

Lot 2- Light to Medium Commercial Vehicles up to but not including 7.5 tonnes

1. Citroen UK Ltd
2. Evobus UK Ltd
3. Fiat Group Automobiles UK Ltd
4. Ford Motor Company Ltd
5. Hyundai Motor UK Ltd
6. Isuzu UK Ltd
7. Iveco Ltd
8. Jaguar Land Rover Ltd
9. Mercedes Benz UK Ltd
10. Nissan Motor GB Ltd
11. Peugeot Motor Company PLC
12. Renault Trucks UK Ltd
13. Renault UK Ltd

14. The Colt Car Company Ltd t/a Mitsubishi Motors
15. Toyota GB Plc
16. Vauxhall Motors Ltd
17. Volkswagen Commercial Vehicles

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 2 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

- Vauxhall Motors Ltd
- Citroen UK Ltd
- Ford Motor Company
- Fiat
- Peugeot

##### Vehicle and Models Evaluated after selection process

- Combo lwb Crew Van
- Combo lwb Van
- Vivaro Van
- Vivaro 9 seat crew van
- Movano Van

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

A full cost evaluation was carried out on each vehicle type to ensure best value (MEAT- Most Economically, 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 RM1070, with the successful vehicle followed up with a suppliers written quote.

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

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

With regard to 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. These included Volkswagen, Citroen, Fiat and Peugeot, Vehicles of each type were compared using the CCS framework portal and discounted if they could not meet relevant requirements such as seating and load space, these vehicles included Volkswagen, Citroen, Peugeot and Fiat.

After the initial comparisons were carried out and where more than one vehicle were still to be considered purchase price and whole life operational issue's were used to select the best option.

One of the manufacturers with a good selection of vehicle options is Ford Motor Company however their pricing showed a considerable increase on other manufacturers including Vauxhall and the same applied to Volkswagen and Mercedes.

Whole life operational issue's included quantity discount on parts, ease of maintenance, locations and availability of dealers and savings on service stock holding by using impressed stock of spare parts.

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 12 to 16 weeks these included Ford, Volkswagen, Fiat, Citroen, Peugeot and Vauxhall.

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
Ford	Good range of vehicles	Higher purchase cost
Citroen	Basic range good, price good	Not able to meet some important requirements
Peugeot	Price reasonable	Range of vans too basic
Vauxhall	Good range and price, range of options very good	Delivery periods slightly longer than some other makes
Fiat	Pricing good	Range of vehicles poor

#### 5. Recommended Decision

Vauxhall Motors Ltd are appointed for the

1. Provision of 4x Combo 12 L2H1 2300 BASE, 1.3CDTI (95PS), Diesel, 5 Speed, 4 Door Van in 2017/18 (To be delivered by June 2018)
2. Provision of 3x Combo 12 L2H1 2300 BASE, 1.3CDTI (95PS), Diesel, 5 Speed, Glazed Crew Van in 2017/18 (To be delivered by June 2018)
3. Provision of 3x Vivaro 14 L1H1, 1.6CDTI (120PS), Diesel, 6 Speed, Panel Van 2700 in 2017/18 (To be delivered by July 2018)
4. Provision of 2x Vivaro 14 L2H1, 1.6CDTI (95PS), ECOFLEX, Start/Stop, Diesel, 6 Speed, Combi 2900 in 2017/18 (To be delivered by August 2018)



5. Provision of 2x Movano 10 L3H2, FWD, 3.5T, 2.3 CTDI 110, Diesel, 6 Speed Manual, Panel Van 2700 £38,399.28 in 2017/18 (To be delivered by July 2018)
6. Provision of 3x Vivaro 14 L2H2, 1.6CDTI BITURBO 125PS, Start/Stop, Diesel, 6 Speed, Panel Van 2900 in 2017/18 (To be delivered by August 2018)

Contract Value would be £247,576.57 year 1 based on 17 vehicles. This is made up by

1. Combo 12 L2H1 2300 BASE, 1.3CDTI (95PS), Diesel, 5 Speed, Glazed Crew Van £35,931.72 (£11,977.24 per vehicle)
2. Combo 12 L2H1 2300 BASE, 1.3CDTI (95PS), Diesel, 5 Speed, 4 Door Van £42,366.56 (£10,591.64 per vehicle)
3. Vivaro 14 L1H1, 1.6CDTI (120PS), Diesel, 6 Speed, Panel Van 2700 £45,125.13 (£15,041.71 per vehicle)
4. Vivaro 14 L2H1, 1.6CDTI (95PS) ECOFLEX Start/Stop, Diesel, 6 Speed, Combi 2900 £35,996.04 (£17,998.02 per vehicle)
5. Movano 10 L3H2, FWD, 3.5T, 2.3 CTDI 110, Diesel, 6 Speed Manual, Panel Van 2700 £38,399.28 (£19,199.64 per vehicle)
6. Vivaro 14 L2H2, 1.6CDTI BITURBO 125PS, Start/Stop, Diesel, 6 Speed, Panel Van 2900 £49,767.84 (£16,589.28 per vehicle)

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

<http://sharepoint1/sites/Procurement/Contracts/Fleet/HWFRS2%20Fleet%20Vehicles/Forms/AllItems.aspx?RootFolder=%2Fsites%2FProcurement%2FContracts%2FFleet%2FHWFRS2%20Fleet%20Vehicles%2FLOT%202%2D%20Light%20to%20Medium%20Commercial%20Vehicle&FolderCTID=0x01200071EAD8797AEFDF45AEFDF219044F0F8A&View={0A5F299F-5221-4A86-B793-41BBAA9749CC}>

<p><b>Appendix 1-</b> Fleet Strategy 2016-2011</p>	 Fleet Strategy 2016 final.docx
<p><b>Appendix 2-</b> Fleet Review and Specifications</p>	 2017.05.26 Fleet Vehicles Review v0.6.