



Operational Lighting

Subject: Procurement Report
Date: 8th March 2018
Reference: HWFRS/39

1. Background

Hereford and Worcester Fire & Rescue Service (HWFRS) are revising our lighting strategy for front line appliances and special appliances.

HWFRS operate 41, front line rescue appliances (large fire engines), as well as 11 additional large fire engines for training, Young Firefighters and fleet reserves.

The lighting is used at all types of operational incidents and as such is exposed to adverse environments.

HWFRS current lighting provision consists of hand lamps (both waterproof and standard), BA torches, Officer's torches (including Fire Investigation), scene lighting (including technical rescue provision) and an enhanced capability on the Incident Support Vehicle (ISV).

Historically an appliance has four ATEX rated hand lamps, one wide area Officer in Charge lamp and two scene lights the lockers.

During this process we will be considering options for other lighting provisions across the service with a view to streamlining the number of different models currently in circulation.

2. Service Review

The review of our current lighting provision was done through and 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.

The option for a collaborative procurement was explored however this was not a viable option as:-

- Shropshire FRS are looking at rolling replacement for hand lamps and scene lighting for new appliances. As such they will be looking at the respective lots.
- West Midlands FRS has recently renewed their lighting provision for their new appliances so are not looking to procure.
- Warwickshire have recently replaced their BA and fire ground torches so are not looking to procure.
- HWFRS have a MoU for use of scene lighting with West Mercia Police and they have also shown an interest in the hand lamp Lot.

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's project officer, equipment manager and service delivery representatives and included the following headings:-

- Quality (40%)
- Availability, Delivery and Performance (30%)
- Price (30%)

The Authority requires a one off purchase of the following lighting. The requirements have been split into Lots as indicated below.

(Suppliers may submit responses for one, for several, or for all Lots. Suppliers may offer more than one light option in each Lot, providing that those lights offered meet the requirements. Suppliers may be awarded Contracts for one, for several or for all Lots).

Lot	Lighting Requirement	Quantity
Lot 1	Hand Lamps	260
Lot 2	Scene Lighting	106
Lot 3	Traffic Management Lighting	41
Lot 4	Officer Torches	50
Lot 5	Breathing Apparatus Set Torch	300

3. Procurement

The Tender for supply of Operational Lighting was advertised on 20th February 2018, with a closing date for applications on 2nd March 2018.

This was undertaken as a mini competition through Lot 5- Lighting of the YPO Framework Agreement- 515 Emergency Response Equipment.

Lot 3 - Lighting

- Northern Diver Ltd
- Angloco Ltd
- Terberg DTS Ltd
- Night Searcher Ltd
- Lyon Equipment Ltd
- Survitec Group UK Ltd
- Sea and Sea Ltd
- Safequip Ltd
- Clan Tools Ltd
- Collins Nets

See **Appendix 1** Appendix B Specification for full requirements.

4. Evaluation Stage

Evaluation Stages

- Stage 1- Evaluated Price (30%)
- Stage 2- Evaluated structured response to questions; Quality (40%)and Availability, Delivery and Performance (30%)
- Stage 3- No amplification/clarification requested

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

Award Criteria	Weightings
Price	30%
Quality	40%
Availability, Delivery and Performance	30%

Only 2 bids were received from the suppliers listed below.

Suppliers

1. Safequip Ltd
2. Night Searcher Ltd

Stage 1- Price (30%)

A full cost evaluation was carried out on both of the suppliers returned pricing schedules based on the one off purchase of each Lot.

See **Appendix 2**

Stage 2- Quality (40%) and Availability, Delivery and Performance (30%)

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 Both of the suppliers

Lot 1- Hand Lamps					
Criteria	Area	TOTAL SCORE AVAILABLE	Nightsearcher Ltd PROSTAR	Nightsearcher Ltd PUMA	Safequip Ltd Streamlight Vulcan 180
1	Quality	40%	21%	24%	32%
3	Availability, Delivery & Performance	30%	22%	16%	18%
3	Price	30%	13.34%	30%	24.47%
Total		100%	56.34%	70%	74.47%

No submission for Lots 2 and Lot 3 by Safequip

Lot 2- Scene Lighting with 1.9M Tripod			
Criteria	Area	TOTAL SCORE AVAILABLE	Nightsearcher Ltd
1	Quality	40%	30%

Lot 2- Scene Lighting with 1.9M Tripod			
Criteria	Area	TOTAL SCORE AVAILABLE	Nightsearcher Ltd
2	Availability, Delivery & Performance	30%	18%
3	Price	30%	25.19%
Total		100%	73.19%

Lot 3- Traffic Lighting			
Criteria	Area	TOTAL SCORE AVAILABLE	Nightsearcher Ltd
1	Quality	40%	27%
2	Availability, Delivery & Performance	30%	18%
3	Price	30%	30%
Total		100%	75%

Lot 4- Officer Torches				
Criteria	Area	TOTAL SCORE AVAILABLE	Safequip Ltd	Nightsearcher Ltd
1	Quality	40%	32%	27%
3	Availability, Delivery & Performance	30%	18%	18%
3	Price	30%	11.84%	30%
Total		100%	61.84%	75%

Lot 5- Breathing Apparatus Set Torch				
Criteria	Area	TOTAL SCORE AVAILABLE	Safequip Ltd	Nightsearcher Ltd
1	Quality	40%	32%	27%
3	Availability, Delivery & Performance	30%	18%	20%
3	Price	30%	13.72%	30%
Total		100%	63.72%	77%

5. Recommended Decision

Safequip Ltd are appointed for the supply of Lot 1.

Nightsearcher Ltd are appointed for the supply of Lot 2, Lot 3, Lot 4, Lot 5

Contract Value would be £58,124.83 for all 5 Lots based on the below quantities.

Lot	Supplier	Lighting Requirement	Quantity
Lot 1	Safequip Ltd	Hand Lamps	260
Lot 2	Nightsearcher Ltd	Scene Lighting	106
Lot 3	Nightsearcher Ltd	Traffic Management Lighting	41
Lot 4	Nightsearcher Ltd	Officer Torches	50
Lot 5	Nightsearcher Ltd	Breathing Apparatus Set Torch	300

6. Savings Achieved

Lighting for Operational Incidents (Nightsearcher and Safequip).



Allocated budget was £90,000 Actual price was £58,124.83

Calculations of the savings £90,000-£58,124.83 =£31,875.17

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)

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

<http://sharepoint1/sites/Procurement/Contracts/OperationalEquipment/HWFRS39%20Operational%20Lighting/Forms/AllItems.aspx>

Appendix 1- Invitation To Tender, Evaluation Criteria, Specification, Questionnaire	 Instructions To Tender Lighting v1.dc
Appendix 2- Pricing Schedule	 Appendix G Pricing Matrix.xlsx