



Replacement Vehicle Review

Vehicle(s)

Seven Toyota Hilux utility vehicles listed below are under review:

Reg'N Number	Vehicle Class	Colour	Date In Service	Reg Date	Mileage
VO10WEF	TOYOTA HI LUX	RED	01/03/2010	01/03/2010	30000
VX08BNK	TOYOTA HI LUX	RED	30/10/2008	01/05/2008	53000
VX08BNL	TOYOTA HI LUX	RED	14/10/2008	01/05/2008	50000
VX08BNN	TOYOTA HI LUX	RED	14/10/2008	01/05/2008	69000
VX08BNO	TOYOTA HI LUX	RED	15/10/2008	02/05/2008	59000
VX08BNU	TOYOTA HI LUX	RED	17/10/2008	01/05/2008	105000
VX61ETZ	TOYOTA HI LUX	RED	06/09/2011	01/09/2011	61000

VX08BNN is no longer required and will not be renewed.

Fleet Strategy Replacement Programme

In accordance with the Authority approved Fleet Strategy (Sept 2016) the above vehicles have a notional replacement age of six years. The above vehicles (except two) are in excess of this target by at least two years. A vehicle within this batch of seven which is highlighted for disposal and will be removed from the Fleet Strategy and will not be replaced, therefore only six vehicles are due for replacement. It has been agreed with the Treasurer to replace these six vehicles in one batch including the 2011 plate vehicle which has the remaining year of its lease (to six years) to expire. This vehicle will be carried with its replacement in service in addition to the Fleet Strategy for this period and then will be disposed of after this date.

Some of the current vehicles are into the third year of their lease extension and have only been extended until December 2016; therefore part of this procurement needs to consider the additional costs of any delays in delivery times and the costs that will be incurred for a further lease extension on these vehicles in to 2017.

User Need

Users have been consulted and confirmed the need for these six vehicles remains and there is no case to remove them from the Fleet. A revised user specification has been developed (See App 1). There has been a slight change in the user requirements from 2008 which has subsequently allowed a broader examination of the market with a more generic specification. There is now a lesser dependence on off road resilience but more focus on the need to perform in adverse weather (also included in the Fleet Strategy), which in turn has opened to the market examination up to other vehicles which perform well in these conditions.



Procurement routes

Based upon a notional total value for each vehicle of circa £21-23k this procurement would meet the requirement for a full tender process. However through Crown Commercial Services (CCS) frameworks these vehicles can be procured as a complete package to include blue lights and associated fit outs which are requirements of the user specification. CCS has been set up by the Government to allow the public sector to buy goods and services on a national scale and offers a low cost procurement route with competitive pricing structures.

Following an assessment of the market price, availability and overall product it has been determined that the CCS framework offers the best route to market on the basis of service and price. The additional costs and time delays involved with a competitive tender process would outweigh the benefit of any cost differential that could be obtained.

A framework agreement is a type of “umbrella” agreement negotiated with suppliers by CCS, on behalf of the public sector. Because so many organisations buy through these agreements the suppliers can offer competitive prices. Each framework agreements has standard terms and conditions.

Where there is only one supplier on the agreement, or if there is an option for direct award within the guidance notes for the agreement, an order can be placed directly with the supplier. Alternatively a further competition can be run against existing agreements, if that is appropriate.

Evaluation of vehicles offered on CCS Framework

The CCS Framework offers the following manufacturers vehicles in this category:

- Ford
- Volkswagen
- Toyota
- Mitsubishi
- Nissan

The Fleet Manager carried out an initial financial evaluation of each vehicle available (see below) and identified the lowest cost vehicle over six years that meets the user specification, which identified the Mitsubishi L200.

As a result of this the Mitsubishi L200 Double Cab titan was secured for a 2 week trial by our 4x4 driver trainer WC Nic Browning. The outline user specification was used to evaluate the vehicle, the results can be found in Appendix 2.



In addition the Fleet Manager carried out further evaluation of the vehicle specifications, dealerships locations, to confirm the Mitsubishi L200 Double Cab titan was the most advantageous offering.

	Ford Ranger	VW Amarok	Toyota	Mitsubishi	Nissan
Retail Price of Base vehicle	£21,545	No vehicle available	£22,224	£20,749	£20,591
Discount Applied	24%		19%	26%	21%
Base cost of vehicle	£16,374		£18,002	£15,354	£16,267
Cost of vehicle with Conversion	£27,346		No labour figure given for conversion	£21,296	<u>£23,758</u>
Fuel costs 6 years	£6,896		£7,425	£7,537	£6,802
SMR costs 6 years	£3,690		£2,256	£3,607	£2,563
Cost at 6 years	£37,932		£31455	£32,440	£33,123
Residual value at 6 years	£5,444		£6292	£5783	£6,100
<u>Whole Life cost at 6 years</u>	<u>£32,488</u>		No labour figure given for conversion	<u>£26,657</u>	<u>£27,023</u>
Base vehicle delivery in weeks	20		8	3	3
Warranty Years			5	5	5
Warranty Miles			100,000	62,500	62,500
CO2	184		185	186	169
MPG	43.5		40.4	39.8	44.10
BHP	160		150	178	160

Additional Requirements

The user has requested additional items including, Truckman “style” cover on the rear of the vehicle, Battenburg livery to the sides of the vehicle, 360 blue lights, 100w siren, sat nav,



and tow bar. The addition costs for the additional items for the Mitsubishi L200 are £4,911.00 plus vat.

All the manufactures chosen are able to supply a vehicle and associated conversions as a “one stop shop” through their own organisations further simplifying the procurement process and to retain accountability from one supplier. Additional benefits are that the conversion element is also covered by manufactures 5 years warranty.

There is a need to have these vehicles in to service within a short time frame, by the middle of December 2016 to allow for the decommissioning of the older vehicles.

Mitsubishi have stated they can assemble the required stock within 3 weeks and carry out the conversion within the required time lines.

Determination

It has been determined that the Service should purchase the Mitsubishi L200 double cab titan 4x4 Pick up with conversion for Emergency Service use. It has the lowest operating costs over 6 years and meets the user requirements. The vehicle to be procured via the CCS Framework: RM1070

Additional considerations

CCS is a Government organisation set up to assist the public sector in buying goods and services. The frame work to be used is Vehicle purchase, ID:RM1070 (see Fleet overview 5 step Buying Guide Appendix 3).

HWFRS needs were discussed with the CCS Category Lead. CCS confirmed that the CCS self service options can be used for both large and small purchases whether above or below the EU thresholds where organisations can buy a variety of commonly used goods and services including travel, print, stationary and office equipment, technology hardware software and services, fleet and energy.

There are several manufactures on RM1070 that offered 4x4 pickups with a conversion facility for emergency use.

How to use the CCS Framework

Unlike the purchase of a highly complex vehicles i.e. Command vehicle or Fire Appliance where a further mini tender could be carried out, it has been decided that HWFRS will direct award on this framework.

The criteria used to evaluate the suppliers offering were the lowest cost vehicle that would meet our user requirements.

The user specification was sent to suppliers on the framework that were able to supply the 4x4 converted pick up vehicles.



Through the evaluation of the returned quotations and manufacturers vehicle specification by the Fleet Manager the Mitsubishi L200 vehicle offering had the lowest overall costs over 6 years. It was also important that for the suppliers to deliver against our out going vehicles, Mitsubishi have given assurance that the vehicle will be ready for delivery Mid December, depending on HWFRS raising a purchase order. Note another vehicle favoured by many UK FRS the Ford Ranger has a 20 week delivery time scale.

Following on from the positive “on and off road” evaluation by the service 4x4 driving instructor the Fleet Manager confirms the offering from Mitsubishi the L200 Double Cab DI-D 178 Titan is the most advantageous offering from the vehicles looked at.

Call-off contracts, whether as a result of direct award will be formed by the issue of an order by the customer to the supplier and acceptance by the supplier of such an order.



Appendices 1

Outline Specification

Programme – Limited traction replacement programme.

Background - The vehicle has been specified to provide a capability for; Response for officer and crew use and for general transport throughout the Service geography.

Reporting – End User contact George Sherry / Nic Browning

LIMITED TRACTION - STATION VEHICLE TRANSPORT					
Spec. No	Minimum Requirement	Comply Yes/No	Additional information	Additional Details	Does the vehicle option meet the specification?
G - General					
G1	The vehicle must have 4 doors with the ability to transport a minimum of 5 staff.			Must	Pass/Fail
G2	The vehicle must be able to safely attain and maintain speeds up to 20mph more than posted speed limits.		The vehicle can be used as a response vehicle and as such the driver is able to take advantage of an exemption to the speed limits whilst driving under blue light conditions. HWFRS limits driving of all	Must	Pass/Fail



			response vehicles to a maximum of 20mph above the posted limit.		
G3	The vehicle must have a driving position to enable safe operation as a response vehicle		As a response vehicle it is essential that the driver is in a good position to be able to operate the vehicle and to assess traffic and other hazards An elevated seating position increases forward view and aids drive plan formation especially under blue light conditions	Must	Pass/Fail
G4	The vehicle must have the ability to adequately and safely control vehicle descent in adverse conditions		See low range below	Must	Pass/Fail
G5	To have the ability to drive through standing water up to 500mm.		The vehicle must be able to be used on road and off road to access fires, RTCs and other emergency incidents and must be able to do so in poor weather/ground conditions (snow, ice, flood, mud). This depth has been identified through practical	Must	Pass/Fail



			experience as providing the best means of access to the largest number of incidents.		
G6	The vehicle must have the ability to be driven safely across uneven terrain (vehicle must have good ground clearance, entry/departure angles)		High underbody clearance (+225mm) with good approach/departure and ramp angles will assist in off highway use and reduce damage potential	Must	Pass/Fail
G7	The vehicle must have a means of transporting operational equipment and kit consistent with current capability			Must	Pass/Fail
G8	The vehicle must be provided with a lockable and removable rear load cover to ensure security of operational equipment and kit		Ability to remove load cover assists in transportation of large / irregular shaped objects	Must	Pass/Fail
G9	The vehicle must be fitted with audible and emergency response lighting to meet current standards. The vehicle must be in a livery and pattern that meets current HWFRS and EN regulation and standards			Must	Pass/Fail
G10	The vehicle must provide a 4 wheel drive capability		The vehicle must be able to be used on road and off road to access fires, RTCs and other emergency incidents and must be able to do so in poor	Must	Pass/Fail



			weather/ground conditions (snow, ice, flood, mud) 4 wheel drive ensures maximum use in adverse weather and other limited traction (AWLT) conditions.		
	The vehicle must provide a low range capability		Low range ensures maximum control at low speeds whilst increasing mechanical sympathy during high load use		
G11	The vehicle must provide high torque to meet the terrain and usage profile of the Service geography		High torque engines increase load carrying and towing capability both on and off road. Increased low speed control is also a major benefit	Must	Pass/Fail
G12	The vehicle must provide an anti-lock braking system		For the safety of the driver and other road users it is essential that commercially available features are incorporated as control measures to the identified hazards of response driving where required	Must	Pass/Fail
	The vehicle must provide a traction		Working in conjunction	Must	Pass/Fail



G13	control system		with 4 wheel drive traction control (TC) allows for safer and more effective use in AWLT (both on/off road) conditions.		
G14	The vehicle must be provided with a stability system and rear differential lock		Stability programme-assists in on road (blue light) use in AWLT conditions Rear diff lock- use in conjunction with 4 wheel drive to further enhance use in AWLT conditions	Must	Pass / Fail
G15	The vehicle must be provided with a removable towing facility		Ability to tow is a useful addition for service resilience. A removable tow bar increases departure angle and so capability in off road conditions	Must	Pass/Fail
G16	The vehicle should provide a towing capability of up to 3.5t		Ensures maximum resilience by allowing chosen vehicle to tow all service assets. (3.5t is legal max for Cat B vehicle)	Should	Pass / Fail
G17	The vehicle should be fitted with front and rear parking sensors			Should	Pass / Fail
	The vehicles should be fitted with a			Should	Pass / Fail



G18	minimum of driver and passenger airbags and a combination of side airbags for passenger safety				
TSG - Technical Specification General					
T1	The vehicle must be fitted with resilient a communication system that is ESMCP compliant			Must	Pass/ Fail
T2	The vehicle should be fitted with a satellite navigation system so that staff can arrive and return safely from incidents without having to stop and refer to maps.			Should	Pass /Fail
T3	Torch fitment and charger			Must	Pass/Fail
T4	Fire ground radio charger			Must	Pass/Fail
T5	First aid kit			Must	Pass/Fail
T6	Secured Fire extinguisher			Must	Pass/Fail



Appendices 2

Outline Specification

Programme – Limited traction replacement programme.

Background - The vehicle has been specified to provide a capability for; Response for officer and crew use and for general transport throughout the Service geography.

Reporting – End User contact George Sherry / Nic Browning

LIMITED TRACTION - STATION VEHICLE TRANSPORT					
Spec. No	Minimum Requirement	Comply Yes/No	Additional information	Additional Details	Does the vehicle option meet the specification?
1.0					
G - General					
G1	The vehicle must have 4 doors with the ability to transport a minimum of 5 staff.			Must	Pass



G2	The vehicle must be able to safely attain and maintain speeds up to 20mph more than posted speed limits.		The vehicle can be used as a response vehicle and as such the driver is able to take advantage of an exemption to the speed limits whilst driving under blue light conditions. HWFRS limits driving of all response vehicles to a maximum of 20mph above the posted limit.	Must	Not tested but see no reason why this would not be achievable. The addition of 4wd in high traction conditions will greatly improve vehicle stability in this area especially when combined with the provided stability programme
G3	The vehicle must have a driving position to enable safe operation as a response vehicle		As a response vehicle it is essential that the driver is in a good position to be able to operate the vehicle and to assess traffic and other hazards An elevated seating position increases forward view and aids drive plan formation especially under blue light conditions	Must	Pass
G4	The vehicle must have the ability to adequately and safely control vehicle descent in adverse conditions		See low range below	Must	Pass Good control in this area especially when low range is



					<p>selected</p> <p>Some form of “hill start assist” (brakes auto applied) is given by this model</p>
G5	To have the ability to drive through standing water up to 500mm.		The vehicle must be able to be used on road and off road to access fires, RTCs and other emergency incidents and must be able to do so in poor weather/ground conditions (snow, ice, flood, mud). This depth has been identified through practical experience as providing the best means of access to the largest number of incidents.	Must	<p>Pass</p> <p>Tested to 500mm Specification states 700mm</p>
G6	The vehicle must have the ability to be driven safely across uneven terrain (vehicle must have good ground clearance, entry/departure angles		High underbody clearance (+225mm) with good approach/departure and ramp angles will assist in off highway use and reduce damage potential	Must	<p>Pass</p> <p>Good ability in low traction conditions as a result of 4wd and traction control systems</p> <p>Extra control and</p>



					<p>mechanical sympathy is given when low range is selected</p> <p>Fitted side steps limit “ramp over angle” on test vehicle and rear departure angle is better than we would expect if service fits non removable tow bar</p>
G7	The vehicle must have a means of transporting operational equipment and kit consistent with current capability			Must	<p>Pass</p> <p>Security of load space not tested as no cover fitted</p>
G8	The vehicle must be provided with a lockable and removable rear load cover to ensure security of operational equipment and kit		Ability to remove load cover assists in transportation of large / irregular shaped objects	Must	Not tested
	The vehicle must be fitted with audible and emergency response lighting to meet current standards. The vehicle			Must	Not tested



G9	must be in a livery and pattern that meets current HWFRS and EN regulation and standards				
G10	The vehicle must provide a 4 wheel drive capability		The vehicle must be able to be used on road and off road to access fires, RTCs and other emergency incidents and must be able to do so in poor weather/ground conditions (snow, ice, flood, mud) 4 wheel drive ensures maximum use in adverse weather and other limited traction (AWLT) conditions.	Must	Pass Effective 4wd system (super select ii) that has added bonus of being selectable on the move Unique to this vehicle type (in my experience) is the addition of 4wd use in high traction conditions This greatly improves on road stability in all conditions
	The vehicle must provide a low range capability		Low range ensures maximum control at low speeds whilst increasing mechanical sympathy during high load use		Pass
	The vehicle must provide high torque to meet the terrain and usage profile of the		High torque engines increase load carrying and	Must	Pass



G11	Service geography		towing capability both on and off road. Increased low speed control is also a major benefit		
G12	The vehicle must provide an anti-lock braking system		For the safety of the driver and other road users it is essential that commercially available features are incorporated as control measures to the identified hazards of response driving where required	Must	Pass
G13	The vehicle must provide a traction control system		Working in conjunction with 4 wheel drive traction control (TC) allows for safer and more effective use in AWLT (both on/off road) conditions.	Must	Pass Effective system combined with stability control Traction control continues to work when low range is selected
G14	The vehicle must be provided with a stability system and rear differential lock		Stability programme-assists in on road (blue light) use in AWLT conditions	Must	Pass No rear differential fitted on test vehicle



			Rear diff lock- use in conjunction with 4 wheel drive to further enhance use in AWLT conditions		Would suggest that with traction control available in all settings the service considers not purchasing this option
G15	The vehicle must be provided with a removable towing facility		Ability to tow is a useful addition for service resilience. A removable tow bar increases departure angle and so capability in off road conditions	Must	Not tested
G16	The vehicle should provide a towing capability of up to 3.5t		Ensures maximum resilience by allowing chosen vehicle to tow all service assets. (3.5t is legal max for Cat B vehicle)	Should	Not tested but 3100kg tow capacity will meet all current service needs
G17	The vehicle should be fitted with front and rear parking sensors			Should	Fail Parking sensors (especially rear) would be a welcome addition if available
G18	The vehicles should be fitted with a minimum of driver and passenger airbags and a combination of side			Should	Pass



	airbags for passenger safety				
TSG - Technical Specification General					
T1	The vehicle must be fitted with resilient a communication system that is ESMCP compliant			Must	Pass/ Fail
T2	The vehicle should be fitted with a satellite navigation system so that staff can arrive and return safely from incidents without having to stop and refer to maps.			Should	Pass /Fail
T3	Torch fitment and charger			Must	Pass/Fail
T4	Fire ground radio charger			Must	Pass/Fail
T5	First aid kit			Must	Pass/Fail



T6	Secured Fire extinguisher			Must	Pass/Fail
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Fleet Category - 5 Step Buying Guide



