

Breathing Apparatus (BA)



Subject: Procurement Report
Date: 8th September 2023
Reference: HWFRS/124

1. Background

West Midlands Fire and Rescue Authority along with 4 other fire and rescue services being (i) Cleveland Fire Brigade; (ii) Hereford and Worcester Fire Service; (iii) Staffordshire Fire and Rescue Service; and (iv) Warwickshire Fire Service are all in a similar position regarding the replacement of their Breathing Apparatus and associated equipment. The age of the current Breathing Apparatus across the Authorities is between 10 and 13 years of age. As such, the Authorities are now intending to procure replacement Breathing Apparatus and associated equipment and services as a collaborative group. Over the past 18 months, the Authorities have worked as a collective on the BA replacement project, which has involved engaging with stakeholders, pre-market engagement with suppliers from the Framework Agreement and holding user group meetings.

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

2. Service Review

The Authority 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. It operates on a 24 hour per day/7 days per week /365 days per year basis. The mission of the Service is to make the communities we serve safer through prevention, protection and response activities.

Based on the deliverables the Equipment Manager and Head of Training and ICT reviewed and agreed based on the Authorities operational requirements a user specification inline with current legislation.

Further engagement/consultation has also taken place via a multi functional working group consisting of all collaborative partner.

As part of the review and finalising of the process the following documents were agreed based on the Authorities operational requirements a user specification in line with current legislation and its collaborative partners.

Finalising of Tender Documents

1. Invitation to Tender **Appendix 1**
2. BA After Sales and Quality Questionnaire **Appendix 2**
3. Evaluation Guidance **Appendix 3**
4. Pricing Schedule **Appendix 4**
5. Declaration Document **Appendix 5**

6. Call Off Contract Part 1- Order Form **Appendix 6**
7. Call Off Contract Part 2 – T&C **Appendix 7**
8. Practical Assessment and Scoring Questionnaire **Appendix 8**
9. Stowage Exercise **Appendix 9**
10. Practical Assessment Equipment Requirements **Appendix 10**
11. Specification

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

- **Price (15%)**
- **Quality; Technical Merit (21%)**
- **Quality- Functional & Aesthetic Characteristics (45%)**
- **Delivery (9%)**
- **Aftersales (10%)**

It is intended that the Contract entered into by the Authority with the successful Bidder for the purchase of the Goods and Services shall commence on 13th June 2023. The initial period of the Contract shall be 5 years, unless otherwise terminated in accordance with the terms and conditions in the Contract. The Authority may extend the term of their Contract by up to a further 10 years from the anniversary of the go live date of equipment.

3. Procurement

This procurement will be conducted as a Further Competition under the Respiratory Protective Equipment, Associated Equipment and Services Framework Agreement DS314-20 Lots 1-7. West Midlands Fire and Rescue Authority will be leading on the Further Competition as a “Lead Authority”; however, it will work closely in co-operation with the other Authorities. The Authorities will carry out the Further Competition in accordance with all relevant legislation including the Public Contracts Regulations 2015.

The Tender for the provision of a BA advertised on 6th February 2023, with a closing date for applications on 8th March 2023. Practical Assessments will take place between the 17th – 21st April 2023.

This tender was published on the BlueLight Portal eu-supply.com

4. Evaluation Stage

Evaluation Stages

- Stage 1- Evaluated Price (15%)
- Stage 2- Quality; Technical Merit (21%) and Delivery (9%) Aftersales (10%)
- Stage 3- Quality Functional & Aesthetic Characteristics (45%)
- Stage 4- Clarification/amplification

Bids were received from the following two suppliers

1. Draeger
2. MSA

Stage 1- Price (15%)

A full cost evaluation was carried out on all of the suppliers returned pricing schedules based on the core basket of equipment.

The Contract Price for the Goods shall be fixed and firm for 12 months from the Commencement Date of the Contract and shall be reviewed annually thereafter.

The Contract Price for the Services relating to support and maintenance of the Goods shall be fixed and firm for an initial 2 years from the Commencement Date of the Contract and shall be reviewed annually thereafter.

Where any optional ancillary equipment is requested by the Contracting Authority and provided accordingly by the Contractor, the Contract Price for the optional ancillary equipment shall be fixed and firm for 2 years from the Commencement Date of the Contract and shall be reviewed annually thereafter in line with the Consumer Price Index and agreed between the Contracting Authority and the Contractor.

Stage 2- Quality; Technical Merit (21%) and Delivery (9%) Aftersales (10%)

The suppliers tenders submissions were reviewed against the above criteria and specification with the evaluation panel consisting of Equipment Manager, Equipment Project Manager and Procurement and Contracts Manager and representatives from each of the collaborating FRs.

Each supplier confirmed and supplied supporting documentation/evidence as part of their tender submission in relation to these requirements as set out in the specification. The evaluation panel agreeing, through consensus, an overall score for each question.

Stage 3- Quality Functional & Aesthetic Characteristics (45%)

The Authorities undertook Practical Assessments to evaluate the compatibility of the Goods submitted as part of Bidders' Tenders with existing equipment and assets including firefighting personal protective equipment and stowage on operational vehicles (such as fire appliances and support vehicles).

The practical Assessments included a series of exercises exploring the relative merits and functionality of the Goods. Details of the exercises are included as Appendix 8.

Stage 4-Amplification/Clarification

Amplification and Clarifications questions were requested from the two suppliers, to further clarify responses within their tender submissions.

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

Criteria	Area	TOTAL SCORE AVAILABLE	Draeger	Successful Supplier MSA Safety
1	Mandatory Questions	Pass / Fail	Pass	Pass
2	Quality; Technical Merit	21%	16.20%	17.22%
3	Quality; Functional & Aesthetic Characteristics	45%	35.61%	24.52%

Criteria	Area	TOTAL SCORE AVAILABLE	Draeger	Successful Supplier MSA Safety
4	Delivery	9%	7.20%	7.20%
5	Aftersales	10%	7.10%	7.40%
6	Price	15%	15%	10.16%
Total		100%	66.50%	81.11%

5. Recommended Decision

MSA Safety are appointed for the provision of BA Equipment and the provision of Maintenance Services







The total contract value £1,124,203





Collaborative purchase with west Midlands, Staffordshire, Warwickshire and Cleveland has resulted resilience and interoperability through Joint Working.

The benefits of increased efficiencies through standardised working practices, skills and experience.

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

[MSA Britain Ltd](#)

Invitation to Tender Appendix 1	 Invitation to Tender Breathing Apparatu
BA After Sales and Quality Questionnaire Appendix 2	 Appendix 2_ BA After Sales and Qual
Evaluation Guidance Appendix 3	 Appendix 3 Evaluation Marking
Pricing Schedule Appendix 4	 Appendix 4_BA Pricing Schedule (2)
Declaration Document Appendix 5	 Appendix 5 Declarations Docum
Call Off Contract Part 1- Order Form Appendix 6	 Appendix 6 Call-Off Contract - Part 1 Orc
Call Off Contract Part 2 – T&C Appendix 7	

Practical Assessment and Scoring Questionnaire Appendix 8	 Appendix 8 Practical Assessments
Stowage Exercise Appendix 9	 Appendix 9 Stowage Exercise.doc
Assessment Equipment Requirements Appendix 10	 Appendix 10 Practical Assessment
Specification	 Jan 23 Amended BA Procurement Specifi