

# **Smoke Alarms and Associated Products**

Subject: Procurement Report
Date: 18<sup>TH</sup> June 2025
Reference: HWFRS/204 (C5691)

# 1. Background

Hereford & Worcester Fire Authority (HWFRS) has a statutory duty to make provision for the purpose of promoting fire safety in its area. This includes the provision of information, publicity and encouragement in respect of the steps to be taken to prevent fires and giving of advice on request.

The government's long running Fire Kills campaign which advocates the use of smoke alarms in the home as a key preventative measure is supported by the Fire Authority.

Government statistics show that people are at least 7 times more likely to die in a fire in the home if there are no working smoke alarms.

The Fire Authority therefore provide and fit smoke, heat and carbon monoxide alarms and associated equipment in the homes of the most vulnerable people in its area.

The provision and fitting of such alarms and equipment by Hereford & Worcester Fire and Rescue Service is an essential part of Home Fire Safety Checks (HFSCs).

The Service completes an average of 4200 HFSCs per year and anticipates an increase over the coming years.

# 2. Service Review

Following the review of our current arrangements and lessons learned identified a number of issues to be resolved; these included better value for money and more robust contract management arrangements.

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

# Finalising of Review

# 1. Appendix 1- Specification

The specification was agreed with the Prevention Manager the following:-

The Authority requires a 4 year contract for the supply and delivery of:

- Lot 1 Stand Alone Smoke Alarms- Approximately 7,000-8,000 alarms per year
- Lot 1 Stand Heat Alarms- Approximately 3,000 3,500 alarms per year
- Lot 1 Stand Carbon Monoxide Alarms- Approximately 3,000-3,500 alarms per year

Lot 2 Hearing Impaired Standard Smoke Alarms- Approximately 1,500-1,800 alarms per year

Lot 2 Hearing Impaired Strobe and Pad- Approximately 1,500-1,800 alarms per year Lot 2 Hearing Impaired Smoke Alarms- Approximately 1,500-1,800 alarms per year

Lot 2 Hearing Impaired Heat Alarms – Approximately 1,200 - 1,500 alarms per year Lot 2 Hearing Impaired Carbon Monoxide Alarms – Approximately 1,000 - 1,500 alarms per year

Lot 3 Smart Home Devices- Not currently applicable

The Framework Agreement for the Provision 2025-2029 of Smoke Alarms and Associated Products managed by West Midlands Fire and Rescue Services Ref: WMFS C5691 was renewed and went live on the 1<sup>st</sup> June 2025 and awarded to multiple suppliers which is accessible by all UK Fire and Rescue Services.

#### 3. Procurement

The framework agreement went live from 1 June 2025 for a period of four years. The prices are fixed for the initial 12 months and then subject to annual review

The Framework Agreement is split into three multi supplier Lots:

1 – Standard	Aico	FireAngel Safety	Fireblitz	Hispec Electrical
Smoke Alarms		Technologies Ltd	Extinguishers Ltd	Products Ltd
2 - Hearing	Aico	FireAngel Safety	Fireblitz	Bellman &
Impaired Smoke		Technologies Ltd	Extinguishers Ltd	Symfon Ltd
Alarms				
3 – Smart Home	Aico	FireAngel Safety	Fireblitz	
Devices		Technologies Ltd	Extinguishers Ltd	

Direct call-off orders can be placed with Suppliers. FRS's will be able to determine which Suppliers' offer best meets their requirements from the information supplied by the Framework owner and should place a call-off order with that Supplier without reopening competition.

A Statement of Requirements (a statement developed by the FRS detailing its requirements in respect of the Goods), determine which of the following criteria is the most important to them and award to the highest ranked supplier of that criteria. Only if the highest ranked supplier cannot provide the requirement should the FRS award to the next highest ranked supplier.

Examples of selecting which supplier best meets FRS's requirements are below, other justification can be used.

- · Price
- · Customer service/returns procedures
- · Product quality
- · Resilience
- · Social value
- · Overall score

The Authority will benefit from using this Framework as it is: quick and easy to use, no need for further competition necessary, no sign up fee, reduced prices, standardisation of specifications and clarity of product performance.

# 1. Evaluation Stage

The Authority have complied with the National Guidance:

It is essential that all processes of decision making to select Suppliers are kept equitable and auditable. Formal notes of all aspect of the decision making process must be taken and retained on file. See Appendix 2

Based on the National Evaluation Template the following criteria has been highlighted as Essential criteria by the Authority

### **Technical Product Requirements (Quality)**

Products must comply with technical requirements and current standards

#### **Customer Service and Service Levels**

Poor customer service and service levels has, in the past, led to additional administration, management intervention and product replacement by technicians and fire crews. This is both unwanted and costly in terms of diverting staff away from their duties.

#### Price

Savings based on our current structure are highly desirable.

# 5. Recommended Decision

Based on the national evaluation template Fireblitz offer the best customer service and service levels. The very low maximum return rate and maximum defect rate are very attractive qualities. It is an advantage that Fireblitz are also equal to or better than other providers in other areas identified in the national evaluation template. Fireblitz can offer backing plates for other manufacturers alarms, and is of benefit to us, particularly from a customer satisfaction perspective.

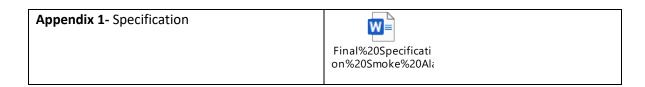
# 6. Savings Achieved

In terms of cost, Fireblitz offer the lowest cost per item ordered for the quantity we require. This is for the smoke, heat and carbon monoxide alarms. The price of the majority of the items on this lot has remained the same since the previous framework.

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)

Fireblitz Extinguisher Ltd



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