

## ROTHERHAM BOROUGH COUNCIL

<b>1. Meeting:</b>	<b>Cabinet</b>
<b>2. Date:</b>	<b>24<sup>th</sup> September 2014</b>
<b>3. Title:</b>	<b>Award of the tender for the provision of Road Markings</b>
<b>4. Directorate:</b>	<b>Environmental &amp; Development Services</b>

### 5. Summary

- 5.1 Due to the value of the agreement being above £500K, the Corporate Procurement Service had to consider the acceptance of the tender for the provision of Road Marking Services to the Borough a key decision.
- 5.2 It is proposed to award this agreement for a period of four years. The spend forecast over this four year term is ~ £740k, this is based on current spend profiles and can change at any time. The effective procurement of this agreement will generate brand new cashable savings of ~ £8.5k per annum over and above the existing agreement, this again is based on current volumes.  
The market is showing price increases in this area, however we have been able to maintain and reduce costs.
- 5.4 This report is exempt under paragraph 3 of Part I of Schedule 12A Information relating to the financial or business affairs of any particular person (including the Council).

### 6. Recommendations

- a) **That the tender submitted by WJ Road Markings Ltd for the provision of Road Marking Services should be awarded.**

## 7. Proposals and Details

7.1 Six Pre-tender Questionnaire (PTQ) submissions were received, following the PTQ evaluation all six suppliers successfully met the scoring criteria and were invited to tender. Rotherham MBC received Invitation to Tender (ITT) submissions from three of the suppliers by the returned deadline date of the 4<sup>th</sup> July 2014. Three of the suppliers declined to submit a bid. Tenders were opened by Councillor Gerald Smith via the YORtender e-procurement system on 15<sup>th</sup> July 2014.

7.2 The quality aspects in the evaluation included the following:

- Procedures for monitoring the quality of works undertaken.
- Arrangements and measures ensuring that completed work will meet the expected lifetime guarantee.
- Detail of how the contract would be resourced in terms of staff, vehicles and materials.
- An explanation of how the supplier will deal with peaks and troughs in demand.
- How the requirement will be met for all works to be commenced within the required one week period.
- How requests for urgent work will be managed.
- Detail of how customers will be kept informed of the work that is to be undertaken and project timescales, completion dates etc.
- How the supplier will ensure the quality of work that is to be sub-contracted.
- The methodology of how the company is trying to ensure the minimisation of The Carbon Footprint with regards to packing/recycling/transportation etc.

7.3 The ITT evaluation was completed and led by the Procurement Category Manager, Vicky Horsfield, and initiative team members from EDS; Dave Hepworth, Schemes Delivery Team Manager, Allan Lewis, Principal Engineer and Rob Wilkinson, Senior Technician. The evaluation process was approved by the initiative sponsor, Colin Knight, Network Manager.

7.4 Returned ITTs were scored by the initiative team as follows:

	Tenderer		
	Euromark GB Ltd	Jointline Ltd	WJ Roadmarkings Ltd
<b>Quality Score (370)</b>	362	352	350
<b>Pricing Score (555)</b>	0	419	537
<b>Total Score (925)</b>	362	771	887
<b>Rank</b>	3	2	1

- 7.5 The successful supplier WJ Roadmarkings Ltd, who is our incumbent supplier, fully complies with the Road Safety Markings Association's specification Stanspec 2009.
- 7.7 This agreement will commence in October 2014 and when awarded may also be utilised by other authorities.

## **8. Finance**

- 8.1 The effective procurement of this agreement is forecast to generate brand new cashable savings of ~ £34k over the four year term of this agreement. The forecast is based on spend profiles highlighted above in the report.

## **9. Risks and Uncertainties**

- 9.1 EU regulations state a 10 day standstill period is required upon notification to all tenderers of the successful bidder.
- 9.2 Brand new savings that are being forecast are based on current volumes.

## **10. Policy and Performance Agenda**

- 10.1 This supports the Authority's Corporate Plan objective 'All areas of Rotherham are safe clean and well maintained' by ensuring that roads are safe to use.

## **11. Background Papers and Consultation**

Tender submissions and evaluation documents are all stored on the YORtender e-procurement system.

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