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National Fire  
Chiefs Council

# Category Strategy Overview - Operational Equipment



# CATEGORY STATUS OVERVIEW

Key Contacts	Status	RAG
CFO Category Lead: Phil Loach	National Sector led Smoke Alarms Tender commenced 1 <sup>st</sup> June 2017. Powered Rescue Tools collaborative procurement exercise being undertaken under the Derbyshire FRS Framework	Green
Category Commercial Lead: Mandy Beasley		

## Category Description

This category covers all equipment that is carried on incident response vehicles as well as foam, medical equipment, specialist team equipment (e.g. Technical Rescue/Hazmat), and welfare.

It also covers smoke alarms for Safe and Well Checks, training equipment and services such as scientific testing, hose testing, etc.

## Expenditure on Operational Equipment - £16+ m pa

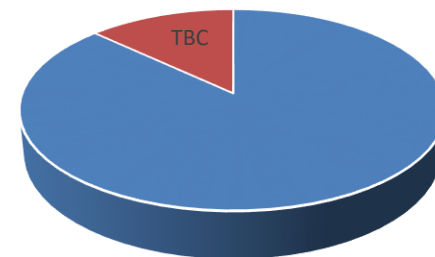
RPE (BA)	Safe & Well	Extrication & Stabilisation	Hazmat/Environmental	Fluid Transfer
<ul style="list-style-type: none"> <li>•£4.6m*</li> <li>•4 Key Suppliers</li> <li>•1 Key Framework (Devon &amp; Somerset FRS)</li> </ul>	<ul style="list-style-type: none"> <li>•£3.4m*</li> <li>•2 Key Suppliers</li> <li>•2 Key Frameworks (Smoke Alarms – West Midlands FRS &amp; YPO)</li> </ul>	<ul style="list-style-type: none"> <li>•£2.4 m*</li> <li>•4 Key Suppliers</li> <li>•1 Key Framework (Derbyshire FRS &amp; YPO Framework)</li> </ul>	<ul style="list-style-type: none"> <li>• £1.6m*</li> <li>• 1 Key Supplier</li> </ul>	<ul style="list-style-type: none"> <li>•£1..3m*</li> <li>•6 Key Suppliers</li> </ul>

\* Expenditure based on Contract information provided by Fire & Rescue Services. Top 5 Sub Categories shown above

## Key Stakeholders

- NFCC Strategic Commercial Board
- Fire Commercial Transformation Programme PMO
- Fire & Rescue Services (Commercial & Technical staff)
- TOG (Transport Officers Group) Iain Hardcastle Chair
- UK FRS R&D Hub/CAST/Independent Test Houses
- Suppliers (Fire and Rescue Suppliers Association FIRESA)
- FIA
- Home Office / Inspectorate/ Police/Ambulance/wider Public Sector
- Purchasing Consortia/Bodies
- Employee Representative Bodies

## Savings Target



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# STRATEGIC OBJECTIVES

The implementation of this category strategy is intended to

- leverage the £16+ million (annual spend) to realise improvements and value for money obtained in the sourcing of commodities, including reductions in product prices, enhancements to product quality and improvements in service levels
- provide accessible frameworks that are sector led utilising specialist expertise and with specifications suitable for the majority of FRSs, leading to aggregated/collaborative procurements.
- meet the principles of standardisation and aggregation
- provide a mechanism to strategically manage contracts and suppliers
- be easy for FRS's to access with minimal additional effort or drain on procurement resources
- provides effective engagement with the UK FRS R&D function.
- allow for testing once on behalf of multiple FRS's and engendering a culture of trust

In striving to achieve these objectives, the strategy will also seek to consider its impact on:

- existing supply markets and SME Opportunities
- the long term competition in the provision of the commodities to the FRS Sector
- the need for continuity of service provision between current and proposed contracts; and
- the need for choice and flexibility to be considered in order to address any specific needs of individual FRS's



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# SUB-CATEGORY SPEND

Sub-Category	Expenditure	% of Expenditure
RPE (BA)	4,593,389	27.45
SAFE & WELL	3,406,935	20.36
EXTRICATION & STABILISATION	2,430,825	14.52
HAZMAT/ ENVIRONMENTAL	1,606,846	9.60
FLUID TRANSFER	1,273,937	7.61
MEDICAL	724,043	4.33
FIRE FIGHTING EQUIPMENT	625,350	3.74
TRAINING EQUIPMENT	623,081	3.72
ANCILLARY EQUIPMENT	429,262	2.56
WORKING AT HEIGHT	403,692	2.42
FOAM	218,290	1.30
FLOOD/WATER RESCUE	159,240	0.95
WELFARE	136,472	0.82
ELECTRICAL EQUIPMENT	62,072	0.37
TECHNICAL RESCUE	42,500	0.25

## KEY SUPPLIERS (BRAVO 2015/16)

Draeger Safety UK	£2,170,916
Angloco Ltd	£1,715,828
Interspiro Ltd	£684,534
Holmatro UK Ltd	£625,457
Clan Tools & Plant Ltd	£596,823
Supply 999 Ltd	£510,002
Angus Fire Ltd	£427,948
Vimpex Ltd	£341,958
Rosenbauer UK Plc	£234,177
Weber Rescue UK Ltd	£310,192

Contracts data 2017



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# CURRENT PROJECTS

Project Title	Description	Value	Timescales (Start/End)	Potential Benefits (Savings & Efficiencies)
RPE	<p><b>Respiratory Protective Equipment (BA) and associated products</b></p> <ul style="list-style-type: none"> <li>• Framework Awarded 1<sup>st</sup> March 2017</li> <li>• Now in implementation stage</li> <li>• Call off arrangements and documents have been circulated within the sector</li> <li>• Encourage collaborative mini competition exercises to be undertaken</li> <li>• Regional collaboration likely in certain areas to standardise on products and assist with interoperability</li> </ul>	£28m	1 March 2017 – 28 Feb 2021	<ul style="list-style-type: none"> <li>• Accounts for 27% of category spend</li> <li>• Seven lots covering BA, Cylinders, communications, Telemetry, Maintenance, Parts &amp; Spares and other RPE Protective equipment</li> <li>• Multi supplier contract</li> <li>• Reduced resource and time to access products and services using mini competition or direct award</li> <li>• Allows for further efficiencies through aggregation of requirements</li> <li>• Robust terms and conditions, user requirements and technical specification</li> <li>• Strategic approach to supplier relationship Management</li> <li>• Strategic approach to performance monitoring</li> <li>• Transparent and competitive pricing</li> </ul>



# CURRENT PROJECTS

Project Title	Description	Value	Timescales (Start/End)	Potential Benefits (Savings & Efficiencies)
<b>Smoke Alarms</b>	<p><b>Smoke Alarms and associated products</b></p> <ul style="list-style-type: none"> <li>• West Midlands lead FRS</li> <li>• New Framework to commence 1<sup>st</sup> June 2017</li> <li>• Initial expressions of interest from 26 FRS's</li> </ul>	£40m	1 June 2017 – 31 May 2021	<ul style="list-style-type: none"> <li>• Accounts for 20 % of the Category spend</li> <li>• Estimated savings of £500k pa</li> <li>• Savings of 15% on Sprue standard alarms</li> <li>• Savings of 3% on Fireblitz standard alarms</li> <li>• Allows for direct call off thus providing process cost efficiencies for FRS's</li> <li>• Single standardised specification that complies with all relevant standards</li> <li>• 3 lots for smoke alarms, Wireless interlinked hearing impaired alarms, Carbon monoxide and Heat alarms</li> <li>• Strategic supplier and contract management</li> <li>• Multi supplier framework</li> </ul>



# CURRENT PROJECTS

Project Title	Description	Value	Timescales (Start/End)	Potential Benefits (Savings & Efficiencies)
<b>Rescue Tools</b>	<p><b>Rescue Tools for Extrication activities (RTC)</b></p> <ul style="list-style-type: none"> <li>• Devon &amp; Somerset lead FRS</li> <li>• Currently out to tender</li> <li>• Fully documented R&amp;D exercise has also been completed</li> <li>• Mini competition to be undertaken under the Derbyshire FRS Framework for Emergency Response Equipment</li> </ul>	<p>Circa £2.8m Over 5 years</p>	<p>Anticipated commencement date January 2018</p>	<ul style="list-style-type: none"> <li>• 6 FRS's currently interested in the collaboration</li> <li>• Aggregation of demand via a single collaborative procurement</li> <li>• Full range of rescue tools including different power source options</li> <li>• Standardised specifications for each lot</li> </ul>



# FUTURE/PRIORITY PROJECTS

Project Title	Description	Value	Potential Benefits (Savings & Efficiencies)
Rescue Tools	<p>Various Rescue Tools for Extrication Activities</p> <p>Lead FRS: Devon and Somerset</p>	TBC	<ul style="list-style-type: none"> <li>• One aggregated procurement exercise on behalf of 6 FRS's</li> <li>• Existing Fire Sector Framework utilised for the mini competition (Derbyshire FRS Framework)</li> <li>• A full range of rescue tools will be included including different power sources</li> <li>• Standardised specifications for each Lot</li> </ul>
Gas Monitors	<p>The establishment of a new Sector led Framework for Gas Monitors</p> <p>Lead FRS; West Midlands</p>	TBC	<ul style="list-style-type: none"> <li>• The establishment of a new Sector led Framework for Gas Monitors, which are not currently available on any other Frameworks</li> <li>• To include national requirements for Police and Ambulance and other organisations</li> <li>• The introduction of new technology into the Sector for the detection of a wide range of gases</li> </ul>
Foam	<p>Foam (including High expansion foam and foam suitable for Class A &amp; B Fires)</p> <p>Lead FRS: Essex</p>	TBC	<ul style="list-style-type: none"> <li>• To establish a new cost effective, Sector led Framework to replace the existing Consortium arrangement for Foam, which expires in April 2018</li> </ul>





# FUTURE/PRIORITY PROJECTS

Project Title	Description	Value	Potential Benefits (Savings & Efficiencies)
UHPL & Misting Systems	Ultra High Pressure Lances and other Misting Systems  Lead FRS; Essex	TBC	<ul style="list-style-type: none"> <li>To undertake comprehensive market research and complete an aggregated procurement either via an existing Framework or to create a new cost effective Sector led Framework</li> </ul>
Safe & Well Supplies	Various Safe & Well supplies over 2 Lots covering Fire Resistant Bedding and Home Safety Security Equipment  Lead FRS; Kent	TBC	<ul style="list-style-type: none"> <li>The establishment of a new Sector led Framework which will allow direct call off by all FRS's and achieve cost savings based upon economies of scale</li> </ul>



# FUTURE/PRIORITY PROJECTS

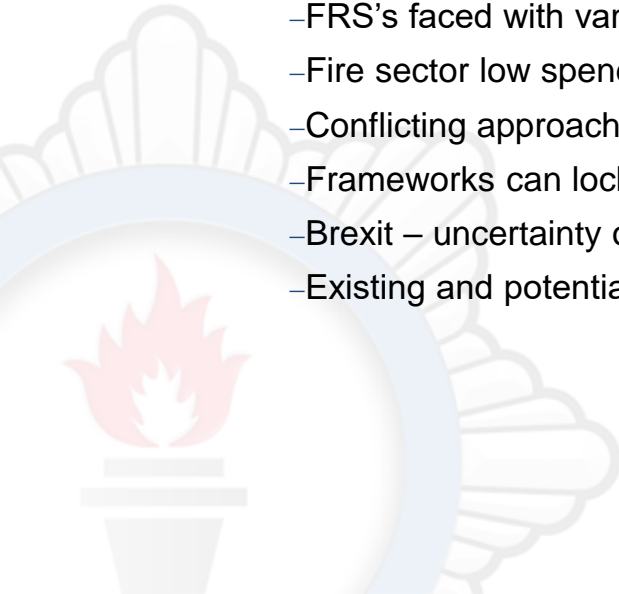
Project Title	Description	Value	Potential Benefits (Savings & Efficiencies)
-	To produce a strategy to address the expiry of the existing YPO Framework for Emergency Response Equipment (11 Lots) which expires in June 2018	TBC	<ul style="list-style-type: none"><li>To provide cost effective, Sector led Frameworks for a wide range of Operational Equipment</li></ul>
-	To produce a strategy to address the expiry of the Derbyshire FRS Framework for Emergency Response Equipment (7 Lots) which expires in Dec 2018	TBC	<ul style="list-style-type: none"><li>To provide cost effective, Sector led Frameworks for a wide range of Operational Equipment</li></ul>



# RISKS & OPPORTUNITIES

## Risks & weaknesses

- Limited collaboration amongst FRS's leading to autonomous decision making for Operational Equipment
- Availability of procurement and technical personnel across the FRS to initiate changes to support standardisation/aggregation
- Change management required: FRS staff, Rep Bodies. Often met with resistance
- Complex, high value, technical requirements
- Allegiance to particular brands/products/suppliers
- Legislation
- Rate of technological change
- Cost of change
- FRS's faced with varying demands and risks from their IRMP's
- Fire sector low spend = less attractive to the market
- Conflicting approach to evaluations
- Frameworks can lock out suppliers and limit innovation
- Brexit – uncertainty of UK market
- Existing and potential Governance structures (PCC's/Combined Authorities, etc)

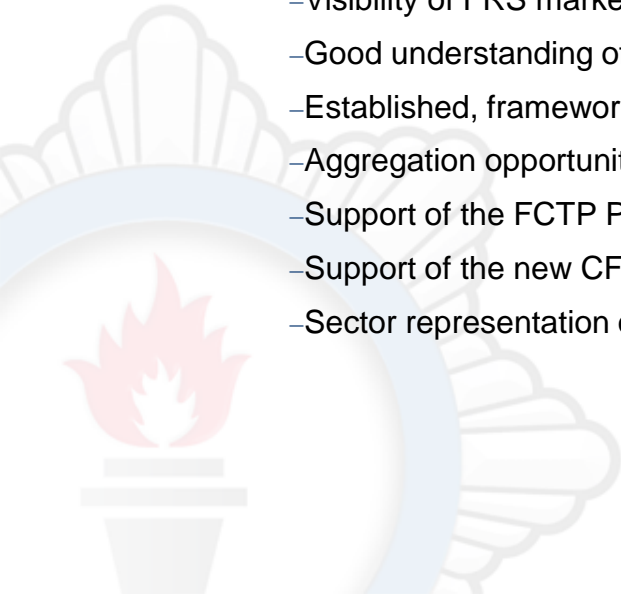


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# RISKS & OPPORTUNITIES

## Opportunities and strengths

- Standardisation of equipment
- Technological developments
- Sharing of experience across FRS's
- Increased collaboration across the whole of the Blue light Sector
- Aggregation through existing frameworks leading to economies of scale
- Opportunities for sector lead Frameworks to be introduced
- Cashable and non- cashable savings and efficiencies
- Input from NFCC Transport Officers Group (TOG), FIRESEA and FIA
- Support of UK FRS R&D Hub
- Visibility of FRS market value and demand profile
- Good understanding of the suppliers in the market
- Established, frameworks available and new areas in development.
- Aggregation opportunities in progress
- Support of the FCTP PMO
- Support of the new CFOA Commercial Transformation Structure and Strategy
- Sector representation on BS Standards Committees



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# SAVINGS TARGET

Category	Annual Expenditure (£m)	Savings Opportunity (%)	Savings Opportunity (£)
Operational Equipment	£19.5 m (Source: Bravo 15/16 spend data)	5% - 7% (Over 2 Years)	£975,000 - £1.36m

## Benchmarking & Data Summary

- The potential savings range shown above is an estimate
- The Operational Equipment Category is relatively low value compared to the other 5 Categories but it contains 15 sub-categories each containing a wide range of diverse products and services
- In view of the above it is difficult to ascertain the likely savings and the range in prices currently being paid is evident on the next slide
- A baseline against which actual savings can be measured will need to be established for each procurement activity
- We must also be cognisant of the total life cost of any acquisition and other potential savings that are achieved as a consequence of collaborative procurement, i.e. reduced number of procurement exercises, reduced number of trials/evaluations, strategic supplier management, etc.
- The wider benefits of aggregated buying power across other Blue light or Public Sector services is also less evident with Operational Equipment, mainly due to the fact that a lot of the equipment is specific to the Fire Sector



# SAVINGS TARGET – BENCHMARKING DATA

In 2016 the Home Office issued to all FRS a 'Basket of Goods' questionnaire. The following 8 items fall within the Operational Equipment Category

Item	Highest Price Paid	Lowest Price Paid	Price Difference	Mid Range Price	Potential saving when compared to highest price paid
Defibrillator	£1350	£549	£801	£950	29%
BA Set	£1504.19	£327.86	£1179.33	£916	39%
BA Cylinder	£398	£185	£213	£291	25%
Smoke Alarm	£9.17	£5.25	£3.92	£7.21	14%
Foam	£7.93	£0.64	£7.29	£4.29	45%
Ladder	£4189	£1451	£2738	£2820	32%
Thermal Image Camera	£5521	£875	£4646	£3198	42%
Lay Flat hose	£271.81	£114.96	£156.85	£192	239%

