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Contract Services

User Guide

Smoke Alarms & Related products

Contract No. 000447 (Issue 1 – April 2013)

For further information visit www.ypo.co.uk

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The User Guide

Introduction

YPO have awarded providers onto a Framework Agreement for The Supply of Smoke Alarms. The framework is designed to meet the needs of all public sector bodies. This framework may be utilised by any Fire and Rescue Service, local authority or public body during the life of the framework and covers the following:-

LOT	DESCRIPTION
1	Standard Audible Smoke Alarms
2	Smoke Alarms & Actuating Devices for the Deaf & Hard of Hearing
3	Smoke Alarms & Actuating Devices for the visually and/or Physically Impaired
4	Alternative solutions including Carbon Monoxide Detectors and hard wired systems
5	Fixing Devices

Whilst initially for use by Fire, Rescue and/or Emergency Services served by YPO as Central Purchasing Bodies defined by the EU Combined Procurement Directive 2004/18/EC the Framework Agreement will be open to the entire public sector, local authorities other public bodies, such as NHS Bodies and registered charities within the UK and to those central government departments and their agencies that wish to use it. Any OCB described below may utilise the resulting Framework Agreement from the commencement date. See the following websites for details:-

Police, Fire & Rescue, Maritime & Coastguard Agency Emergency Services:

<http://www.police-information.co.uk/police-directory/index.php?category=6>

<http://www.psnipolice.uk/index.htm>

<http://www.scottish.police.uk/>

<http://www.nifrs.org/locations.php>

<http://www.mcga.gov.uk/c4mca/mcga07-home.htm>

<http://www.fireservice.co.uk/information/ukfrs>

Local Authority Councils: County, Unitary, District, Borough, and Metropolitan Councils.

<http://www.direct.gov.uk/en/DI1/Directories/Localcouncils/index.htm>

NHS Bodies, the HSC (Northern Ireland) and Ambulance Services:

<http://www.nhs.uk/ServiceDirectories/Pages/AcuteTrustListing.aspx>

<http://www.hscni.net/index.php?link=trusts>

<http://www.engage.hscni.net/partners/NIAS.html>

<http://www.show.scot.nhs.uk/organisations/index.aspx>

<http://www.scottishambulance.com/AboutUs/HowWeOrganised.aspx>

<http://www.wales.nhs.uk/nhswalesaboutus/structure>

Central Government Departments & their Agencies:

<http://www.direct.gov.uk/en/DI1/Directories/A-ZOfCentralGovernment/index.htm>

Registered Charities:

http://www.charity-commission.gov.uk/About_us/Regulation/Registering_charities_index.aspx

<http://www.oscr.org.uk/>

<http://www.dsdni.gov.uk/ccni.htm>

In establishing this framework, default terms and conditions were included in the invitation to tender (ITT). These terms and conditions will apply to any work undertaken under this framework. The suppliers listed on the framework have been advised that these are the standard terms and conditions unless the client is advised otherwise at the point of placing an official order and accepts such amendments.

General

The Framework Agreement will be available for use by all Fire and Rescue Services or Public Sector body within the UK. Yorkshire Purchasing provides a professional procurement service that allows our public sector customers to enjoy cost and efficiency savings through our substantial bulk buying power and the convenience of our 'one stop shop'. With annual turnover of £500m Yorkshire Purchasing is the largest formally constituted local authority purchasing consortium in the UK.

Contract Scope

The Framework agreement will cover the period from 3rd April 2013 to 31st March 2017 subject to annual review and will be dependent on satisfactory completion of all aspects of the contract to date, the current market conditions for this product category and YPO's contracting structures. The maximum contract period will therefore be 4 years.

The framework has an estimated value of £40,000,000 to £60,000,000 over the maximum life of the contract (4 years).

Tender Process and Weightings

The procurement process adopted by YPO was based upon the Open tendering procedure as detailed in the European Communities Combined Directive (2004/18/EC).

The award criterion was divided into three areas; quality, cost, delivery, availability and performance. Suppliers were scored on the value of the offering to YPO and its customers. The specific weightings used were as follows:-

CRITERIA	PERCENTAGE WEIGHTINGS
Cost	25%
Quality	55%
Availability, Delivery & Performance	20%

Mini-competitions

The sub-criteria at mini-competition stage will follow on from the weightings established in the framework, please see below.

CRITERIA FOR MINI COMPETITIONS	
Cost – 25%	The full weighting will be opened for evaluation at the mini-competition stage.
Quality – 55%	The overall weighting for quality is 55%. At mini-competition stage the % of criteria to be re-competed is AC Tech 1 : Samples and Specifications, this would be 16.5% of the total 55% of quality. .
Availability, Delivery & Performance – 20%	The scores will be carried through from the framework evaluation.

As part of the tender process, YPO made it clear that prior to any mini-competition, Risk Disk reports and/or audited company accounts may be re-assessed either by YPO or the relevant OCB. If a contractor is not able to satisfy the requirement and as such is a serious cause for concern as a result of the assessment(s) then this may give cause (at YPO'S or the OCB's discretion) to exclude the contractor from participation in this and any future mini-competitions, until such time as the credit score returns to the level as stated in the original ITT.

N.B Please contact YPO for the weighting scores to for availability and delivery to be passed through to mini competition.

YPO recommend that the weightings do not fluctuate by more than 10% at mini-competition, for example you could increase current weightings of Cost from 25% to 35% and reduce Quality from 55% to 45%.

It is at the discretion of any OCB conducting a mini-competition if they wish to alter the weightings by more than 10%. The responsibility will be ultimately left with the authority conducting the mini competition.

Mini-competitions can be conducted quickly and efficiently via the YPO e-Procurement system. Full training can be provided by the YPO contracts department, including a free demonstration and how to use guide.

Customers' can of course conduct the mini-competition via their own procurement systems if preferred.

For a breakdown of the Mini Competition procedure refer to the attached process chart below.

Option 1

YPO conduct the mini competition on the behalf of the Authority

The Authority provide YPO with their required specifications including any special conditions and service level agreements required along with your evaluation maxtrix.

The Authority also needs to advise YPO of any specific timescales required

YPO will then invite bids from supplies, using the information provided from the authority (we recommend a minimum 2 working weeks in order to receive good quality bids).

Documents will be returned back to YPO or direct to the authority from the suppliers by the set deadline.

All documentation will then be sent back to the authority by Special Next Day Delivery for evaluation at mini competition. When the mini competition has been awarded, the authority needs to advise Sarah Sesum (Tel: 01924 86992 Email: sarah.sesum@ypo.co.uk) of the outcome and forward any copy documentation to YPO for our records.

Option 2

The authority can conduct the mini competition themselves.

The Authority can determine their required specifications including any special conditions and service level agreements required along with your evaluation maxtrix.

The authority can re-open competition using the mini competition terms, they need to consult all suppliers on the framework for the particular lot, fix & adhere to a time limit for receipt of tenders, keep each tender confidential until the expiry time for receipt & then award based on best tender in terms of award criteria specified in the contract documentation.

The authority then invite bids using the information supplied & quoting YPO contract 000447 (we recommend a minimum 2 working weeks in order to receive good quality bids). If you wish to use our e-tendering portal plecontact YPO.

The documents need to be returned to the authority by the set dead line for evaluation.

When the mini competition has been awarded, the authority needs to advise Sarah Sesum (Tel: 01924 836992 Email: sarah.sesum@ypo.co.uk) of the outcome and forward any copy documentation to YPO for our records.

Monitoring of the Framework

This is a framework from which clients can conduct further competitions; YPO will not be involved in the day to day management of the service providers and the services and products that they provide. YPO will however be closely monitoring the progress and performance of the arrangements throughout the entire duration of the framework to ensure the client body needs are being adequately met.

In monitoring this contract, any feedback you wish to provide should be sent to Sarah Sesum – Buyer Emergency Services & Blue Light, Sarah.sesum@ypo.co.uk Tel: 01924 836692

Supplier List – by Lot

Below is the list of suppliers who have won their place, through the OJEU process onto the YPO framework agreement. They will all be given the opportunity to bid for requirements covered by the lots they have identified as being within the capabilities.

LOT 1 – Standard Audible Smoke Alarms	LOT 2 – Smoke Alarms & Actuating Devices for the Deaf & hard of hearing
<u>Supplier</u>	<u>Supplier</u>
Fireblitz Extinguisher Ltd	Sprue Safety Products
Sprue Safety Products	City Electrical Factors
City Electrical Factors	Edmundson Electrical Ltd
Edmundson Electrical Ltd	

LOT 3 – Smoke Alarms & Actuating Devices for the visually and/or physically impaired.	LOT 4 – Alternative solutions including Carbon Monoxide detectors and hard wired systems.
<u>Supplier</u>	<u>Supplier</u>
Sprue Safety Products	Sprue Safety Products
Edmundson Electrical Ltd	Fireblitz Extinguisher Ltd
City Electrical Factors	City Electrical Factors
	Edmundson Electrical Ltd

LOT 5 – Fixing Devices
<u>Supplier</u>
City Electrical Factors
Edmundson Electrical Ltd
Sprue Safety Products

Supplier Contact Details

Sprue Saftey Products

Sprue Safety Products Ltd
Vanguard Centre
Sir William Lyons Road
Coventry
CV4 7EZ

Contact: James King and Craig Lannie
(Account management)

Contact: Martin Lea
(Operations and Logistics)

Contact: Verity Murphy (Customer Service)

Tel: 02476 323232

Fax: 02476 693610

Email: technicalsupport@fireangel.co.uk

Email: info@fireangel.co.uk

Email: sales@fireangel.co.uk

15/Fireblitz Extinguisher Ltd

15/17 Manford Ind Est
Manor Road
Erith
Kent
DA8 2AJ

Contact: Nicky Clarkson (sales administrator)

Email: nicky@fireblitz.co.uk

Contact: Peter Rhodes (Operations Manager)

Email: peter@fireblitz.co.uk

Brendan Simpson (Sales Director)

Contact: Brendan@fireblitz.co.uk

Mobile: 07515705333

Phone no: 01332 342238

Fax no: 01322 331532

Email: nicky@fireblitz.co.uk

City Electrical Factors

National Accounts Department
Tom Mackie House
Station Road
Kenilworth
CV8 1JJ

Contact: Steve Poulson

Tel: 01733 568670

Fax: 0871 233 9063

Mobile: 07765 465 104

E-mail: steve.poulson@cef.co.uk

Contact: Paul Nightingale

Tel: 01733 568670

Fax: 0871 233 9063

Mobile: 07880 037 458

E-mail: paul.nightingale@cef.co.uk

Edmundson Electrical Ltd

No. 1, Potteric Carr Ind Park
Potteric Carr Road
Doncaster
DN4 5NP

Contact: Dean Brettle

Mobile: 07949 169844

E-mail: dean.brettle@eel.co.uk

Contact: Sales Office

Tel: 01302 320241

Sales E-mail: Doncaster.183@eel.co.uk

Fax no: 01302 340471

Specifications

All specifications are to be completed by the OCB at Mini Competition stage and submitted to the providers on the relevant Lot.

LOT 1 - Standard Audible Smoke Alarms

This lot covers all standard audible smoke alarms.

All with a guaranteed battery life of 10 years and are independently inspected to BS EN 14604:2005 or equivalent. All include a button to test.

(REQUIREMENTS AND TEST METHODS STANDARD OR ANY MODIFICATION/EQUIVALENT STANDARD THAT IS IN THE PROCESS OF BEING ENHANCED)

LOT 2 – Smoke Alarms & Actuating Devices for the Deaf & hard of hearing

This lot covers all smoke alarms & actuating devices for the deaf and hard of hearing.

All with a guaranteed battery life of 10 years if battery operated and with an actuating device which will raise the alarm for this who are deaf or hard of hearing. Independently certified to BS 5446 part 3 or equivalent.

(REQUIREMENTS AND TEST METHODS STANDARD OR ANY MODIFICATION/EQUIVALENT STANDARD THAT IS IN THE PROCESS OF BEING ENHANCED)

LOT 3 - Smoke Alarms & Actuating Devices for the visually and/or physically impaired.

This lot covers all Smoke Alarms and actuating devices for the visually and/or physically impaired.

All with a guaranteed battery life of 10 years if battery operated and with an actuating device, this will raise the alarm for those who have a visual or physical impairment. Independently certified to BS 14604:2005 or equivalent.

(REQUIREMENTS AND TEST METHODS STANDARD OR ANY MODIFICATION/EQUIVALENT STANDARD THAT IS IN THE PROCESS OF BEING ENHANCED)

LOT 4 - Alternative solutions including Carbon Monoxide detectors and hard wired systems

This lot covers all alternative solutions including Carbon Monoxide detectors and hard wired systems.

All with a guaranteed battery life of 10 years if battery operated Carbon monoxide detector. Independently certified to BS50291:2001 or equivalent.

(REQUIREMENTS AND TEST METHODS STANDARD OR ANY MODIFICATION/EQUIVALENT STANDARD THAT IS IN THE PROCESS OF BEING ENHANCED)

5 - Fixing Devices

This lot covers all fixing devices.

A light weight and easy to carry suitable device to use when installing smoke alarms. Must be able to hold all alarms offered by that supplier. Compact when not in use.

(REQUIREMENTS AND TEST METHODS STANDARD OR ANY MODIFICATION/EQUIVALENT STANDARD THAT IS IN THE PROCESS OF BEING ENHANCED)

Selection Criteria

The tables below set out YPO's Selection Criteria requirements.

ACCEPTABILITY	
Ref	Requirement
SC 1	<p>Provider must be deemed eligible to tender for a public contract as per part 4, section 23 of the Public Contracts Regulations 2006.</p> <p>A Provider shall be deemed ineligible to tender if any of the exclusions set out at Regulations 23(1) and 23(4) apply to it, a director of the Provider or such other person who has powers to represent the Provider.</p>

ECONOMIC AND FINANCIAL STANDING	
Ref	Requirement
SC 2 *	<p>Provider/s must be in a sound financial position to participate in a procurement exercise of this size. YPO will conduct an external credit reference- check using RiskDisk. YPO will only accept companies who score no more than 30 on the RiskDisk credit rating matrix.</p> <p>Suppliers who do not have registered accounts with RiskDisk must submit a copy of their profit & loss and balance sheet, in English, for the past two years.</p> <p>A parent company and/or other guarantees of performance and financial standing may also be required if considered appropriate in the form of a guarantee or a performance bond.</p> <p>Tenderers should note that YPO reserve the right to carry out further financial checks on tenderers and in the event of any material concerns, tenders may not be considered further.</p>
SC 3	<p>Provider/s must have an appropriate level of insurance cover.</p> <p>As a minimum the following levels must be met:</p> <p>Public Liability - £2m Employers Liability - £5m Products Liability - £2m</p>

- * It is YPO's intention that prior to any mini-competition, Risk Disk reports and/or audited company accounts may be re-assessed either by YPO or the relevant OCB. If a contractor is not able to satisfy the requirement and as such is a serious cause for concern as a result of the assessment(s) then this may give cause (at YPO'S or the OCB's discretion) to exclude the contractor from participation in this and any future mini-competitions, until such time as the credit score returns to the level as stated in the original ITT.

CAPACITY AND CAPABILITY	
Ref	Requirement
SC 4	In order to demonstrate capability, your organisation or supply chain partner must have a formal, documented quality system.
SC 5	In order to demonstrate capability, providers must have an up to date (which should not be more than two years old) Health and Safety Policy Statement, signed and dated by the Chairman, Chief Executive, Managing Director or Company Secretary.
SC 6	In order to continue to provide an essential and critical product to satisfy the needs of the Fire and Rescue Services it is essential that plans are in place to address unforeseen circumstances that may disrupt the Supply Chain. Tenderers must have a Business Continuity Plan in place and provide evidence of this.

ENVIRONMENTAL	
Ref	Requirement
SC 7	The successful supplier must have an Environmental Policy.

TRACK RECORD	
Ref	Requirement
SC 8	The critical equipment provider under this contracts protects life and the Provider must be able to demonstrate previous experience of providing solutions similar to those required by YPO.

Technical Mandatory Requirements

The tables below set out the YPO's Mandatory Requirements relating to the provision of the goods.

TABLE 4.1: QUALITY	
Reference	Requirement
MR Tech 1	Suppliers must confirm they are able to meet minimum specification required as listed at section 3 and provide supporting evidence to include independent certification to EN 14604
MR Tech 2	It is vital that smoke detectors support the requirements set out within individual Fire and Rescue Authorities Integrated Risk management Plans. Smoke detectors are primarily to provide users with a means for early warning of fire detection.
MR Tech 3	Successful suppliers should ensure test certificates; British Standard Certificates and Full Specifications are supplied for all items supplied under the Contract and monitor them annually to ensure items are within date.
MR Tech 4	<p>Maintaining Conformity</p> <p>Tenderers must confirm that if there are relevant changes or amendments to the specific standards relating to the Smoke Alarms as supplied, they must notify YPO/customers accordingly and that any action required as a result of these changes will be discussed and agreed in writing between the customer and the Supplier.</p>

TABLE 4.2: LOGISTICS	
Reference	Requirement
MR Tech 5	All deliveries will be to the designated delivery point, as required during the contract period..
MR Tech 6	Deliveries must be accompanied by a delivery note showing quantity, description and order number.
MR Tech 7	To be delivered, carriage paid, to the designated delivery point within the United Kingdom, as required, during the contract period
MR Tech 8	Providers must be able to deliver all items quoted from the commencement date of this contract.

TABLE 4.3: PACKAGING

Reference	Requirement
MR Tech 9	If outer cartons are used to supply these products they shall be of a standard that will ensure that the contents are protected sufficiently to withstand multiple handling and maintain the storage life when handled in accordance with the manufacturer's instructions.
MR Tech 10	All items to be securely packed to meet health and safety requirements.

TABLE 4.4: CUSTOMER SERVICE

Reference	Requirement	Confirm Compliance
MR Tech 11	Any customer complaints must be investigated and responded to within 48 hours. If required the provider must deliver replacement product free of charge.	YES / NO
MR Tech 12	Smoke Alarms, Actuating Devices and Batteries must have a 10 year guarantee and shall be maintenance free during that period.	YES / NO

Customer Service Support is required to ensure that the procurement process delivers a product which provides value for money and is delivered and replaced in line with the above requirements. The smoke detector will be supplied with an ongoing support framework which includes:

MR Tech 13	Disposal	The supplier shall have a system to dispose of faulty and end of life smoke detectors which complies with WEEE directive.	YES / NO
MR Tech 14	Product Recall	Supplier shall have a rigorous replacement process in place to deal with faulty alarms	YES / NO
MR Tech 15	Replacement & Upgrade	Supplier shall have a product replacement and upgrade notification process in place.	YES / NO
MR Tech 16	Dispute Resolution	Supplier shall have a Dispute Resolution process in place with the Framework Provider.	YES / NO
MR Tech 17	Delivery	The Supplier will normally be given reasonable notice for the delivery of smoke alarms and actuating devices, but it should be noted that the demands for the supply of smoke alarms and actuating devices are dependent on local initiatives and events. Suppliers shall ensure that necessary quantities of smoke alarms and actuating devices shall be available for delivery to required locations within a maximum of 5 working days.	YES / NO
MR Tech 18	Health & Safety	Health & Safety data sheets and instructions for installation, routine checking and any maintenance requirements shall be supplied for each product.	YES / NO
MR Tech 19	Alternatives & Substitutes	During the life of the contract no alternative smoke alarm shall be substituted or added without prior authorisation by the YPO. This is to ensure any substitutes or additions comply with the specifications detailed in this Invitation to Tender.	YES / NO

MR Tech 20	Reference Numbers	Any change in the supplier's reference number for the item shall be notified to the YPO and OCB before delivery. This will avoid errors in the recording of goods received and consequent delays in processing invoices.	YES / NO
MR Tech 19	Technical Support	Suppliers shall provide FRA's with guidance on standards and regulations.	YES / NO
<p>Training Support Services: Whilst this section stops short of requiring direct training, it is intended to assure sufficient training materials, systems and support to enable:</p> <ul style="list-style-type: none"> • Safe systems of work for FRA personnel • FRA's to discharge their duties under current and future health & safety legislation • Smoke Detectors to go into and remain in service with minimal operational implications <p>FRA's will expect to judge the quality of training provision on competence outputs rather than volume or time-based inputs.</p>			
MR Tech 19	Support staff training	Training for support staff to deal with enquiries from the public.	YES / NO
MR Tech 20	Fire Service Crew training	Crews to be given training to understand future technology including wireless connectivity etc.	YES / NO
MR Tech 21	Home Safety Booklet	Provision of a booklet on home safety advice within packaging	YES / NO
MR Tech 22	Fixing Guidance	Ensure manufacturers guidance covers methods of fixing with due regard to asbestos risk and staff training provided	YES / NO

TABLE 4.5: MANAGEMENT INFORMATION

Reference	Requirement	Confirm Compliance
MR Tech 23	YPO require specific contact points within the Provider(s) Organisation. The persons named must have responsibility for the servicing of the contract.	YES / NO
MR Tech 24	The successful provider/s will be required to supply YPO with accurate management information on a monthly basis, which will form the key performance indicators of the contract. Information including sales reports, delivery and quality performance reports, query invoice reports, rebate/commission payments, account management, sustainability and customer complaint reports will be provided to YPO for the full duration of the contract. Please see the following for information. (Management of the Contract).	YES / NO
MR Tech 25	The supplier confirms that they will upload management information into the YPO spend Portal.	YES / NO

TABLE 6.1: REBATES

Reference	Requirement	Confirm Compliance
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MR Comm1	Suppliers are required to pay YPO a 2% retrospective rebate on all final invoice values net of VAT under this agreement. Payments should be made to and will be collected by YPO. Payments will be monitored and failure to pay will form part of the contract review and could ultimately result in contract termination. Spend Data and Management Information must be received from the supplier on a monthly basis. Spend data will be provided using the YPO Spend Portal.	YES / NO
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TABLE 6.2: PRICES		
Reference	Requirement	Confirm Compliance
MR Comm2	Prices are to be sent in with the tender. Under no circumstances e-mail the prices to YPO.	YES / NO
MR Comm3	All charges/prices must be expressed in pounds sterling and should be exclusive of VAT, all pricing information will form the basis of any resultant Framework Agreement.	YES / NO

TABLE 6.3: FRAMEWORK AGREEMENT		
Reference	Requirement	Confirm Compliance
MR Comm4	Providers are required to agree to the terms and conditions of the Framework Agreement and appropriate Call-Off Contracts, draft copies of which have been included as part of this tender pack.	YES / NO

Award Criteria

AWARD CRITERIA TECHNICAL: (QUALITY 55%)			
Ref	Requirement	Response Requirements	Award out of 100

AC 1	<p>Samples/Specifications/Performance: If successful the specifications submitted will be the agreed specifications for this contract.</p>	<p>Attach all technical specifications for all products quoted for in the Pricing Schedule. These should include the minimum shelf life from delivery and all the mandatory requirements relating to the product and its packaging.</p> <p>Samples must be sent on request.</p> <p>This area will be evaluated at mini-competition stage. For evaluation purposes all tenderers will receive full marks for this question at the Framework stage if the information requested is submitted.</p>	30
AC Tech 2	<p>Product Information & Safety Aspects: YPO requires full details of the product range, including training, maintenance and safety aspects, including safe disposal of faulty/end of life products</p>	<p>Please enclose a copy of your brochure covering this product range. Describe what training packages, if any, are available to better enable maintenance and use of the Smoke Detectors. Include details of any training aids such as DVD's etc. and at what cost to the customer.</p> <p>The more comprehensive the training aid available and the lower the cost, the higher will be the score awarded.</p> <p>Please ensure that any particular safety aspects of your products are highlighted including safe disposal of faulty/end of life products taking account of the WEEE Directive etc. Include details of any disposal services you offer.</p>	3 7 5
AC Tech 3	<p>Product Recall: The supplier must have a robust product recall system in place.</p>	<p>Please indicate how your Product Recall System in relation to replacement of faulty products works and how it would work in particular reference to this contract.</p>	10
AC Tech 4	<p>Guarantees and Warranties: YPO requires a minimum 10 year guarantee of all items supplied.</p>	<p>Include details of guarantees / warranties for the items you supply including in particular how a battery life of 10 years is guaranteed. Providers should detail what arrangements, if any, are in place to service those guarantees if the supplier ceases trading.</p> <p>Please provide details of any additional warranties available above the 10 year mandatory guarantee required by YPO. The provision of additional guarantees/warranties over and above 10 years will derive maximum scores for evaluation purposes. Responses should make clear whether the guarantee is subject to any additional costs.</p>	10

AC Tech 5	Testing: Products supplied under the Framework will be tested by the end user, therefore YPO require information of testing procedures which are carried out by members of the public and need to be easy to understand	Provide literature supplied to the public on details of how the Alarms are tested by the end user including those for the hearing impaired and/or vulnerable people	10
AC Tech 6	Compatibility: It would be preferable for manufacturers' products to be compatible.	Please detail any known information on universal fittings with other manufacturer's equipment particularly with regards base plates.	10
AC Tech 7	Product Development FRS are interested in encouraging the development of interoperable devices to give a greater warning to occupiers	Please provide details of product development, including what your company is doing regarding interoperable devices and other significant issues to Fire and Rescue Services such as those caused by a drop in temperature and detail projected timescales.	10
AC Tech 8	Frequency: The adjustment of the frequency of sound could be useful, particularly to the hearing impaired and/ or vulnerable people.	Does your product have the facility to adjust volume and/or frequency?	5

AWARD CRITERIA TECHNICAL: Delivery & Stock Holding (20%)			
Ref	Requirement	Response Requirements	Award out of 100
AC Tech 9	Lead Times: This will become a key performance indicator for the contract review and failure to meet agreed lead times will be considered a contract breach. This may mean that the specific order is cancelled; a pattern of late deliveries may lead to termination of the entire contract. Any costs associated with such a breach will be recovered from the supplier.	Tenderers are required to confirm the normal lead-time required from point of order to receipt of goods. Details given of emergency delivery availability with minimum cost to the customer will gain higher end marks. As other contracts come to an end and this contract comes into force there may be a significant volume of initial orders to service from FRA's. Please indicate what plans you would have to address this issue, with details of stock holding and supply chain agreements.	70
AC Tech 10	Stock-holding: Require potential supplier to have sufficient stock holding facilities	The successful contractor is to state the proposed level of stock-holding for each item and the location of the stockholding facilities. Please describe your stock-holding facilities including size and location.	30

AWARD CRITERIA TECHNICAL:		Cost (25%)	
Ref	Requirement	Response Requirements	Award out of 100
AC Comm 1	Quotes: Please submit prices in the pricing schedule below	Please complete the pricing schedule below. Please submit your prices electronically in the form of a CD or Memory stick, along with a hard copy. Please give a cost breakdown which indicates the percentage content of labour, raw materials, bought in items, delivery costs and overheads.	95
AC Comm 2	Additional Rebates: In addition to the mandatory rebate in MR3, please give details of any additional rebates you would like to be considered. Conditional rebates will be assessed separately from quotations above.	Please give details of any additional rebates you would like to be considered and state if these are conditional or unconditional.	5

Award Criteria

Suppliers were scored on the value of the offering to YPO and its customers.

EVALUATION METHODOLOGY	
QUESTION RESPONSES	MARKS
Good Response: Offers YPO value exceeding offered as standard.	70% - 100%
Standard Response: This is given to a submission when; The industry standard is provided as stated within the response requirement OR When comparing across submissions the majority of providers have offered this.	40% - 69%
Poor Response: Offers YPO less value than that offered as standard.	0% - 39%

Better value, delivered.



Contacts

Sarah Sesum – Buyer (Emergency Services & Blue Light)

Tel: **01924 836992** or email sarah.sesum@ypo.co.uk

Jo Brewer – Assistant Buyer (WM & FM)

Tel: **01924 834959** or email joanne.brewer@ypo.co.uk