

**NORTH LINCOLNSHIRE COUNCIL**

**CORPORATE SERVICES CABINET MEMBER**

**CONTRACT AWARD INFORMATION 2008 - 2009**

**1. OBJECT AND KEY POINTS IN THIS REPORT**

- 1.1 Contract Procedure Rules detail that Service Directors must report annually on all contracts let over £100,000.
- 1.2 This report sets out a summary of the contracts tendered and let by the council and partner organisations procuring on its behalf during the financial year 2008 – 2009.
- 1.3 The key points in this report are:
- A total of 42 tendering exercises were conducted in financial year 2008/2009 resulting in the award of 69 contracts to 56 companies.
  - A quarter of all successful tenderers were based within North Lincolnshire.
  - A successful Supplier Engagement Programme is helping local companies to compete for council and wider public sector contract opportunities.
  - Supplier satisfaction with council procurement processes has improved compared to 2007/8

**2. BACKGROUND INFORMATION**

- 2.1 Contracts Procedure Rules (CPRs) detail that Service Directors must report annually on all contracts over £100,000 let within the previous 12 months. This report has been prepared on behalf of service directors by the Strategic Procurement & VFM Unit.
- 2.2 During 2008 – 2009 a total of 42 tendering exercises were conducted resulting in 69 contracts being awarded to 56 companies. The table at Appendix 1 sets out the name of the successful tenderers, where they are located and the number of unsuccessful tenderers for each tender exercise.
- 2.3 In addition to the contracts let directly by the council, a range of other authorities and agencies let contracts on its behalf, notably:
- North East Lincolnshire Council
  - East Riding Of Yorkshire Council
  - Yorkshire Purchasing Organisation
  - Eastern Shires Purchasing Organisation
  - Office of Government Commerce

- 2.4 The use of regional and national organisations as procuring agents enables the council to demonstrate best practice in collaborative procurement. The findings set out in Appendix 1 include contracts awarded on the council's behalf by partner organisations.
- 2.5 The findings reveal that a quarter (25%) of successful tenderers for contracts over £100,000 were based within North Lincolnshire, whilst a further 26% were based within the Yorkshire and Humber Region. 14% of successful tenderers were based within the Lincolnshire area with the remaining 35% based in the rest of the UK.
- 2.6 EU procurement rules and government procurement policy require all public contracts to be awarded solely on the basis of best value for money. No preference or bias can be given in terms of where a supplier is based. Despite these constraints the council is proactive in promoting contract opportunities to local companies. Services are required to advertise all tendered contracts in a local newspaper, on the council's website as well as a regional supplier portal (SCMS) and the Small Business portal Supply2gov. Contract managers are also encouraged to directly market opportunities to local companies. Extensive guidance for suppliers is available on the council's website, including:
- "Selling to the Council" event booking.
  - An "Annual Procurement Plan" detailing forthcoming procurement exercises;
  - An address list of the council's principal suppliers to promote supply chain opportunities; and
  - Links to regional and national tender journals and portals to provide suppliers with access to wider public sector contract opportunities.
- 2.7 A supplier engagement programme has been developed to encourage local small and medium sized businesses and the voluntary and community (VCO) sector to compete for council contracts. Last year four "Selling to the Council" events were held for local companies and the VCO sector. A procurement liaison group meets periodically with Voluntary Action North Lincs to help develop stronger procurement links with the sector.
- 2.8 A "Supplier Survey" is carried out every year by the Strategic Procurement & VFM Unit to measure satisfaction with the council's procurement processes and the support and guidance tenderers receive. A survey of both successful and unsuccessful tenderers during 2008/9 revealed that the majority (89%) were satisfied with the support they received from the council in bidding for contracts with 94% satisfied with the actual tendering process. A summary of the main findings is set out below:

	2008	2009	Trend
Small & Medium Sized Enterprise satisfaction with ease of tendering for council contracts	91%	93%	↑
Third sector satisfaction with ease of tendering for council contracts	100%	100%	↔
Overall Satisfaction with ease of tendering for council contracts	91%	94%	↑
Overall satisfaction with quality & clarity of Invitation To Tender documents issued by the council.	90%	94%	↑
Overall satisfaction with the support from the council in relation to accessing contract opportunities	82%	89%	↑

Overall satisfaction with the general working relationship with the council, including communications	80%	94%	↑
Overall satisfaction with the council's compliance with terms in any contract / order	81%	90%	↑
Overall satisfaction with the clarity of the reasons for the decision to award or not award a contract	78%	83%	↑

2.9 Findings from the survey are fed back to relevant contract managers to assist them in improving their procurement arrangements. The survey also helps us to measure our progress against the commitments we have given in the National Small & Medium Sized Business Friendly Concordat, which we signed in December 2005.

### 3. OPTIONS FOR CONSIDERATION

3.1 There are no options to be considered. The report has been prepared for information purposes only

### 4. ANALYSIS OF OPTIONS

4.1 See 3.1 above

### 5. RESOURCE IMPLICATIONS (FINANCIAL, STAFFING, PROPERTY, IT)

5.1 Financial

Best practice procurement assists the council in achieving value for money from the £100 million it spends every year on supplies, services and works.

5.2 Staffing

None

5.3 Property & IT

None

### 6. OTHER IMPLICATIONS (STATUTORY, ENVIRONMENTAL, DIVERSITY, SECTION 17 CRIME AND DISORDER, RISK AND OTHER)

None

### 7. OUTCOMES OF CONSULTATION

7.1 The findings from the analysis and the supplier survey are considered by the council's Strategic Procurement Group, which comprises key procurers from across the council.

### 8. RECOMMENDATIONS

8.1 That the findings set out in this report are noted.

SERVICE DIRECTOR FINANCE

PITTWOOD HOUSE  
ASHBY ROAD  
SCUNTHORPE  
NORTH LINCOLNSHIRE  
DN16 1AB

J Whaler Date: 14 September 2009

**Background Papers used in the preparation of this report:**

Tender Log 2008/2009

Cabinet Member Report: Contract Award Information 18 September 2008

Market Research Survey 2007/2008

Contract	Successful Tenderer	Location of Tenderer	Number of Unsuccessful Tenders
<b>Highways &amp; Planning</b>			
Public Rights of Way – Clearance & Maintenance	D Roberts Countryside Services	Brigg	2
<b>Childrens Services</b>			
Provision of a Learning Platform in Schools in North Lincolnshire	Studywiz	Brighton	6
Foxhills Technology College – Procision of Modular Accommodation	Modular Direct	Scunthorpe	4
Building Schools for the Future (BSF)	May Gurney	York	2
<b>Neighbourhood &amp; Environment</b>			
Waste Contract – Legal Support	Walker Morris	Leeds	2
Waste Contract – Finance / Risk Support	Grant Thornton	London	2
Intertown Mowing Lot 1	E A Littlewood	Retford	2
Intertown Mowing Lot 2	D Roberts Countryside Services	Brigg	0
Intertown Mowing Lot 3	D Roberts Countryside Services	Brigg	0
Disabled Adaptations	Frank Haslam Milan	Doncaster	9
	Minivator	Kingswinford	
	Prism UK Medical	Elland	
	ROK Building Limited	Wakefield	
<b>Adult Services</b>			
Short Term Accommodation for People who are Vulnerable.	Carr-Gomm Society Limited	Goole	1
Short Term Accommodation for People with Mental Health Problems	Creative Support Limited	Manchester	4
Long Term Accommodation Based for People with Mental Health Problems	Creative Support Limited	Manchester	4
Long Term Floating Support for People with Long Term Mental Health Problems	Creative Support Limited	Manchester	6
Floating Support Short Term for People with Complex Needs	Humbercare	Hull	7
Short Term Low Level Support for People with Mental Health Problems, Substance Misuse Problems, Homeless/Offenders	Humbercare	Hull	9
Domiciliary Care Providers for Adults with Learning Disabilities	Creative Support Limited	Manchester	1
Floating Support Service for Adults with Learning Disabilities	Creative Support Limited	Manchester	1
Provision of Occupational Health Service	Well Work	Northumberland	7
<b>Asset Management &amp; Culture</b>			
Software Framework	Trustmarque	Huntington	5
Baths Hall Demolition Work	D J Broady	Hull	5
Winterton Comprehensive – Upgrade of Heating Plant	M Bielby Limited	Hull	5
Holme Valley Primary School – Additional Classroom	A J Construction Limited	Cleethorpes	4
Grange Lane Infant School – Extended School Base	Ideal Building Systems Limited	Bridlington	4
Refurbishment of Basement – Pittwood House	Hill Builders (Humberside) Limited	Scunthorpe	3
Baths Hall remediation Work	VHE Construction	Leeds	4

Contract	Successful Tenderer	Location of Tenderer	Number of Unsuccessful Tenders
Baths Hall – Structural Consultancy & Clinic & Children’s Centre Café	C R Parrott Consulting Ltd	Scunthorpe	7
Baths Hall – New Entertainment Venue Electrical Engineer	Atkins Limited	Leeds	3
Baths Hall – New Entertainment Venue Mechanical Engineer	Atkins Limited	Leeds	4
Elemental partnering – General Building	Townsend Electrical Services Limited	Grimsby	3
	Hill Builders (Humberside) Limited	Scunthorpe	
	Hopkins & Conroy	Gainsborough	
	ROK Building	Grimsby	
	TMW Construction Limited	Burton-Upon-Stather	
	Steve Ball Joinery Limited	Brigg	
Elemental partnering – Mechanical	Acumen Solutions Limited	Epworth	2
	Micron H&V Limited	Grimsby	
	J Coultas & Co Limited	Barton	
Elemental partnering – Electrical	Townsend Electrical Services	Grimsby	1
	Holls Electrical Limited	Scunthorpe	
	Hanson Resource Management	Scunthorpe	
St Hugh’s School – Post 16 Autism Base	G S Kelsey Limited	Scunthorpe	4
Sports Academy and Re-invigoration of Central Park	Bowmer & Kirkland limited	Belper	5
Coaching Agency Framework Agreement	S2S	Leeds	2
Ancholme Leisure Centre Rewire	R J Coleman (Electrical) Limited	Scunthorpe	2
Oakfield Primary – Extension & Alterations	ROK Building Limited	Grimsby	5
Normanby Hall Golf Course – Provision of Catering Services	Crosby Employment Bureau	Scunthorpe	0
Sandfield House, Office Alterations	TMW Construction Limited	Scunthorpe	5
<b>Community Planning &amp; Resources</b>			
Printing Framework	A R Printing Limited	Grimsby	14
	Conrac	Beverley	
	Charisma Colourprint	Sheffield	
	GKD Litho Limited	Hull	
	Printtalk Limited	Lincoln	
	Euro RSG Riley	Manchester	
	Falder Matthews	Basildon	
	GSB Print & Design	Grimsby	
	Pitney Bowes Management	Hemel Hempstead	
	Systematic Print Management	Caistor	
	The Charlesworth Group	Wakefield	
	Willson Group Services	Newark	
	Image Data Group	Willerby	
	B&B Press	Rotherham	
	InPress	Doncaster	
Visa Press	Basingstoke		
<b>Strategic Regeneration</b>			
Scunthorpe Town Centre Master Plan	Taylor Young	Manchester	5
<b>Corporate</b>			
Provision of Stationery & Furniture	Office Depot	Andover	1

Total Successful Tenders	69
Total Unsuccessful Tenders	162
Number of Successful Tenders Based within NLC Area	17
<b>% of Successful Tenders within NLC Area</b>	<b>25%</b>
Number of Successful Tenders Based Y&H Region (exc NLC)	18
<b>% of Successful Tenders within Y&amp;H Region Area</b>	<b>26%</b>
Number of Successful Tenders within Lincolnshire Area	10
<b>% of Successful Tenders within Lincolnshire Area</b>	<b>14%</b>
Number of Successful Tenders outside of Y&H or Lincolnshire Areas (rest of UK)	24
<b>% of Successful Tenders Rest of UK</b>	<b>35%</b>