

MERSEYSIDE FIRE AND RESCUE AUTHORITY			
MEETING OF THE:	ANNUAL GENERAL MEETING		
DATE:	13 JUNE 2017	REPORT NO:	CFO/041/17
PRESENTING OFFICER	CHIEF FIRE OFFICER		
RESPONSIBLE OFFICER:	AM NICK SEARLE	REPORT AUTHOR:	BERNIE SULLIVAN, STEWART MARTIN
OFFICERS CONSULTED:	STEWART MARTIN, ROB PRITCHARD, DAVE SEASMAN, KEITH WALTON, GRAHAM HARRIS.		
TITLE OF REPORT:	THE SUPPLY OF 2 AERIAL APPLIANCES		

APPENDICES:	N/A
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Purpose of Report

1. To inform Authority of the proposal to procure 2 Aerial Appliances

Recommendation

2. That Authority note and approve the proposal to procure 2 Aerial Appliances under the vehicle asset refreshment programme.

Introduction and Background

3. As contained within the Transport Asset management Plan, the MFRA fleet consists of 4 Aerial Appliances. The aerial appliances have a replacement programme set at 20 years.
4. The replacement programme set at 20 years to enable the Authority to achieve value for money from its financial outlay along with ensuring that the Authority complies with its duties in meeting operational procedures, legal requirements, Transport and Operator Legislation.
5. At present, two appliances are due for refresh within the Capital asset refresh programme; these appliances are currently 23 and 20 years old.
6. Of the 4 existing aerial appliances, all are Combined Platform Ladders [CPLs], 3 have maximum working reach of 28m and 1 has a maximum reach of 32m.
7. Aerial appliances are primarily used as a water tower although they can also be used for the rescue of persons from high rise properties or situations below ground level.

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8. A procurement exercise involving the Transport and Equipment Maintenance Department, Operational Equipment Department, Training and Development Academy and Procurement Department has been conducted and considered the variety of aerial appliances which are currently available within the market place.
 9. To enable MFRA to maintain its present operational capability, the proposal is to purchase 2 CPLs with an articulated capability which allows for working at height with the capacity to reach above and over buildings.
 10. The appliances are also capable of working in a negative position below ground level as would be required when working within the dock area where the appliance is required to provide a negative position into the space inside the dock.
 11. The preferred appliances would have a maximum height reach of 34m and have a cage capacity of 500kg at a maximum outreach of 22.5m and max depression of 6m when working below ground level.
 12. Included in the purchase price there are conditions for warranties, the length of which vary for different elements of the complete build, training for Aerial Instructors who will then deliver Operator Training to operational staff in addition to training for Workshop Engineering staff in the maintenance and operation of the appliance.
 13. Due to the value of the contract which is estimated to be in excess of £1.2m if all purchase options are exercised, and in order to simplify the procurement process, it was decided to access a legally compliant framework comprising of pre-vetted and capable suppliers.
 14. The framework identified as being most suitable is the Fleet Options framework let by Derbyshire Fire and Rescue Service.
 15. Under the framework, a further competition was conducted amongst the 4 suppliers to the framework using the prescribed evaluation criteria which had weightings applied as follows:

Technical	40 %
Commercial	10 %
Planning & Implementation	10 %
Cost	40 %

16. A specification for the new appliances was prepared by Transport and Equipment Maintenance Department for the vehicle type with options for the boom package to have a maximum working height of 32m or 34m, and for the body to be constructed in aluminium or co-polymer materials.
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17. The specification along with instructions to suppliers, pricing schedules, quality questionnaire and details of the scoring methodology to be used to evaluate responses, were incorporated into a tender pack that was distributed via the web based tendering portal used by the Authority.
 18. The tender was released on 17th February 2017 and suppliers were allowed six weeks to prepare and submit their bids. To assist in the preparation of proposed layout configurations, an open day was hosted at the Authority Workshops to allow suppliers to view and discuss the features and capabilities of one of the newest appliances in the fleet.
 19. The anticipated value of the purchase is in excess of the European procurement threshold (£167k). Under European procurement regulations, it is not permitted to stipulate a named supplier within product or service specifications. Therefore, it was made explicit in the accompanying tender documentation that comparable alternatives to the vehicle components and systems suggested in the specification could be proposed.
 20. By the tender deadline, two responses had been received which were evaluated by members of the Transport and Equipment Maintenance Department and Procurement Department using the scoring methodology that had been published in the tender pack.
 21. The outcome from the evaluation is contained in the table below:

Criteria	Angloco	JDC
Technical	35.04%	28.76%
Commercial	9.2%	9.2%
Planning & Implementation	10.00%	7.00%
Cost	40.00%	39.03%
Total	94.24%	83.99%

Equality and Diversity Implications

22. Suppliers to the Fleet Options framework have previously been evaluated on their compliance with Equality and Diversity legislation.

23. The proposed stowage layout of the vehicle has been designed to be compliant with Body space standards to ensure equipment is stored in accordance with the allowable lifting capabilities of both male and female firefighters.
24. In view of the measures outlined above, it is not anticipated that there will be any adverse impact on equality and diversity arising from this procurement exercise.

Staff Implications

25. The purchase of the proposed vehicles will minimise the amount of training required by vehicle operatives and maintenance staff and hence minimise the amount of training resource required for the safe operation of the vehicles.

Legal Implications

26. The Authority has a duty to ensure compliance with UK and EU procurement legislation. Awarding against the established framework will ensure that the supply of the vehicles will be compliant with the regulations.
27. As the value of the contract is anticipated to be in excess of £250,000 (in relation to paragraph 13 above) this must be approved by the Authority pursuant to Article 21, paragraph 13.1 of the Authority's Constitution.
28. The Authority must comply with its' duties in meeting operational procedures, legal requirements of Health and Safety to its employees, Transport Legislation and Operator Legislation.

Financial Implications & Value for Money

29. The highest ranked supplier against the evaluation criteria adopted is Angloco Ltd. The unit costs submitted for each appliance for the initial purchases is as follows:

Bronto 34m Combined Ladder Platform on Volvo Chassis with Co-polymer bodywork is for the 1st appliance £585k and 2nd appliance £579k total £1.163,040.
30. If the 2nd Appliance was ordered at a later date, the unit cost for the 2nd appliance would increase to £600k.
31. Opting to order both appliances at the same time will result in a cost avoidance saving of £17,400.
32. Based on the current planned replacement programme the spend profile over the period covered by the contract will be as follows:

Total Value of Build Programme	Appliances	Unit Cost	Annual Cost
Initial Build - Co-polymer Construction & 34m Reach	1	£584,570	£1,163,040

Option # 1 - Co-polymer Construction & 34m Reach [2 nd appliance]	1	£578,470	
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33. In addition, the proposed supplier has offered to buy back two of the Authorities' existing appliances for a total value of £35k which can be used to further offset the cost.
34. This procurement has been conducted to identify the Most Economically Advantageous Tender (MEAT) to ensure value for money is obtained.
35. Value for money is further enhanced due to the minimal resource required to train vehicle operatives and maintenance personnel.
36. The funding will come from Operational Preparedness Capital Budget for Special Appliances.

Risk Management, Health & Safety, and Environmental Implications

37. There is a risk of challenge if the Authority procures the vehicles without undertaking an appropriate procurement process. The proposal contained in this paper significantly reduces the risk of any challenge.
38. Suppliers to the Fleet Options framework have been evaluated on their financial stability, compliance with Health & Safety and Environmental protection legislation. Therefore there risk to the Authority posed by these factors are reduced by sourcing via this framework.

Contribution to Our Mission: *Safe Effective Firefighters*

39. Procuring the appliances under the proposed contract will result in cost effective and fit for purpose vehicles for use by firefighters. The provision of the vehicles will maintain operational capability and will directly contribute to the achievement of the Mission.

BACKGROUND PAPERS

GLOSSARY OF TERMS

- MFRA** Merseyside Fire and Rescue Authority is the physical and legal entity. When writing reports MFRA is the "object".
- MFRS** Merseyside Fire and Rescue Service is the service provided by MFRA. When writing reports MFRS is the "action"
- CPL** Combined Platform Ladder
- MEAT** Most Economically Advantageous Tender