

WEST DUNBARTONSHIRE COUNCIL**Report by Strategic Director – Transformation & Public Service Reform****Tendering Committee: 11 November 2020**

Subject: Contract Authorisation Report: Provision of Banking Services**1. Purpose**

- 1.1** The purpose of this report is to seek the approval of the Tendering Committee to authorise the Strategic Lead - Regulatory to conclude the award of the contract for the Provision of Banking Services.

2. Recommendations

- 2.1** It is recommended that the Tendering Committee:
- a) Authorise the Strategic Lead Regulatory to conclude on behalf of West Dunbartonshire Council (the Council), the award of the contract for The Provision of Banking Services for the Council & West Dunbartonshire Leisure Trust to Clydesdale Bank PLC.
 - b) Note that the contract shall be for a maximum period of three years with the option to extend for a further two x 12 month extensions and at a value of £62,915 ex VAT over three years and a value of £104,859 ex VAT over five years. The estimated commencement date of the contract is 1st April 2021.

3. Background

- 3.1** The purpose of the requirement is to outline the Council's and Leisure Trust's core and auxiliary financial banking transactional services which are necessary to carry through the Council's and Leisure Trust's statutory, corporate and service objectives.
- 3.2** The budget for the Provision of Banking Services was approved at the Corporate Services Committee on 13 November 2019. This procurement exercise has been conducted in accordance with the Council's Standing Orders and Financial Regulations and the *Public Contracts (Scotland) Regulations 2016* (below the EU threshold) for Services. A Contract Strategy was agreed by on 19 December 2019.

4. Main Issues

- 4.1** A contract notice was published on the Public Contracts Scotland advertising portal on 20 January 2020. Six bidders expressed an interest with three bidders submitting a response by the deadline for the submissions on 21 February 2020.
- 4.2** The three submissions were evaluated by representatives from Resources,

West Dunbartonshire Leisure Trust, and the Corporate Procurement Unit, against pre-determined selection criteria forming part of the published tender documents which assessed competence, experience and capacity. All three submissions passed the selection criteria.

- 4.3** The three submissions were evaluated against a set of award criteria based on price / quality ratio of 40% / 60%. The scores relative to the award criteria of each tenderer are as follows:

Rank	Bidder	Technical Score Weighted (40%)	Price Score Weighted (60%)	Combined Score (100%)
1	Clydesdale Bank Plc	33.8%	60.00%	93.8.0%
2	Royal Bank of Scotland	32.0%	54.61%	86.61%
3	Lloyds Bank (Bank of Scotland)	31.2%	55.01%	86.21%

- 4.4** It is recommended that the contract is awarded to Clydesdale Bank PLC, of Clydesdale Bank Exchange, 5th Floor, 20 Waterloo Street, Glasgow, G2 6DB who has provided the most economically advantageous tender. The contract shall be for a maximum period of five years at a value of £104,859 ex VAT measured against an estimated cost of £115,000 ex VAT over a period of five years.
- 4.5** Clydesdale Bank Plc has committed to paying the National Living Wage of £9.30 per hour across all staff contracts. Clydesdale Bank Plc has also committed to a minimum of two persons for 1 day or one person for 2 days, per £100,000 annual contract value for each year for the duration of the contract, providing volunteers to support a local community project as a social benefit. Clydesdale Bank also submitted within their tender the offer to further work with the Council to increase the social benefits during the contract. The social benefits will be discussed at the implementation meeting with Clydesdale Bank Plc and actions to take these forward will be agreed.

5. People Implications

- 5.1** There are no people implications.

6. Financial and Procurement Implications

- 6.1** Financial costs in respect of this contract will be met from the approved Revenue budgets of Resources.

7. Risk Analysis

- 7.1** Clydesdale Bank Plc is assessed for a Bank Credit rating across Moodys, Standard & Poor, and Fitch, and has an outlook of “Stable” or better across each rating.
- 7.2** The successful provider has no known links to Serious and Organised Crime which would have significant political and reputational ramifications for the Council.
- 8. Equalities Impact Assessment (EIA)**
- 8.1** An equalities impact screening was undertaken and confirmed that there are no equalities impacts to be considered.
- 9. Consultation**
- 9.1** This procurement exercise was conducted in accordance with the agreed contract strategy produced by the Corporate Procurement Unit IN consultation with Resources and Legal services.
- 10. Strategic Assessment**
- 10.1** The contract will contribute to the delivery of the Council's strategic priorities by;
- A Strong local economy and improved employment opportunities.

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Date:

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Appendices: N/A

Background Papers: The Contract Strategy
EIA Screening

Wards Affected: All

