

## WEST DUNBARTONSHIRE COUNCIL

### Report by Strategic Director of Transformation and Public Service Reform

Tendering Committee: 19 February 2020

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**Subject: Contract Authorisation Report for the Provision of Light Commercial Vehicles and Associated 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 contracts for the Provision of Light Commercial Vehicles and Associated 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 12 individual contracts for Light Commercial Vehicles and Associated Services as detailed at paragraph 4.4 of this report;
- b) Note that the contracts have a total value of £ 2,326,813; the costs for the Road Fund Licence (RFL) and First Registration Fee (FRF) are £35,190. The overall cost 'on the road' is £2,362,002. The contract start date will be 1 March 2020.
- c) Note that the warranty shall be for a period of five years.

#### 3. Background

3.1 The overall Capital Budget for the Vehicle Fleet Replacement Programme for 2018 to 2020 is £5,984,000, per the approved capital plan agreed by Council at its meeting held on 27 March 2019. This budget is for all vehicles including Heavy Goods Vehicles, Buses and Light Commercial Vehicles, of which the budget for Light Commercial Vehicles is £2,000,000.

3.2 The Capital Investment Programme for vehicle fleet replacement continues to provide new vehicles to replace end of operational life vehicles on a seven year (heavy goods vehicles) and a ten year cycle (light commercial vehicles and cars). This ensures that the vehicle fleet technology and efficiency is up to date, less expensive to operate and safer.

**3.3** This procurement exercise has been conducted in accordance with the Council's Standing Orders and Financial Regulations and the *Public Contracts (Scotland) Regulations 2015* (below the EU threshold) for Goods. A Contract Strategy document was also approved by the Procurement Manager on 7 November 2019.

#### **4. Main Issues**

**4.1** The Council has used the Procurement Partnership Limited (TPPL) framework agreements (FA) to source vehicles in the past and the Contract Strategy identified that this is the best route to market for Light Commercial Vehicles. A mini-competition notice was published via TPPL FA, advertising portal on 2 December 2019 with a submission date of 12 noon on 23 December 2019:

##### Lot 1 Passenger Cars

- 4x4 Double Cab (x4) Roads and Vehicle Workshops where 4x4 capability is required for winter resilience and vehicle recovery - 18 bidders were invited to submit a response by the deadline and one submission was received;
- 4x4 car (x1) HSCP Home Care – where 4x4 capability is required for winter resilience -18 bidders were invited to submit a response by the deadline and three submissions were received; and
- Large saloon 5 seater car (x1) HSCP Children and Families, service delivery operational requirement - 18 bidders were invited to submit a response by the deadline and five submissions and were received.

##### Lot 2 Light and Medium Commercial Vehicles up to 7.5 Tonne

- Arborist (x1) – Specially adapted vehicle for tree surgery and general tree works - 20 bidders were invited to submit a response by the deadline and four submissions were received;
- Crew Cab Tippers (x21) General service delivery within Greenspace and Building Services - 20 bidders were invited to submit a response by the deadline and seven submissions were received;
- Crew Cab Tippers & Tail Lift (x10) General service delivery within Greenspace and Building Services - 20 bidders were invited to submit a response by the deadline and seven submissions were received;
- Crew Cab Tippers & Jib Crane (x2) General service delivery within Roads and Transportation - 20 bidders were invited to submit a response by the deadline and seven submissions were received;
- Small Vans L1 (x9) General service delivery within Greenspace and Building Services - 20 bidders were invited to submit a response by the deadline and nine submissions were received;

- Dog Warden Van (x1) - 20 bidders were invited to submit a response by the deadline and eight submissions were received;
- Pest Control Van (x1) - 20 bidders were invited to submit a response by the deadline and eight submissions were received;
- Panel Vans L2-H2 (x50) General service delivery within Greenspace and Building Services - 20 bidders were invited to submit a response by the deadline and nine submissions were received; and
- Panel Vans L3-H3 (x10) General service delivery within Greenspace and Building Services - 20 bidders were invited to submit a response by the deadline and eight submissions were received.

**4.2** All tender submissions were evaluated by representatives from Fleet and Waste Services and Corporate Procurement Unit, against a pre-determined selection criteria forming part of the published tender documents which assessed competence, experience and capacity. All tender submissions passed the selection criteria.

**4.3** All tender submissions were received and evaluated against a set of award criteria which was based on a Price / Quality ratio of 40% / 60%. The scores relative to the award criteria of each tenderer for Lot 1 are as per Appendix 1 and Lot 2 are as per Appendix 2.

**4.4** It is recommended that the contracts are awarded to:

**Lot 1 Passenger Cars**

- Lot 1 4X4 Double Cab (x 4) – Toyota GB PLC, Great Burgh, Burgh Heath, Epsom, Surrey, KT18 5UX; at a value of £83,957.20 (ex VAT). The vehicles warranty period of 5 years.
- Lot 1 4x4 Car (x1) - Parks Motor Group, 14 Bothwell Road, Hamilton, ML3 OAY; at a value of £15,442.82 (ex VAT). The vehicles warranty period of 5 years.
- Lot 1 large Saloon Car (x1) - Ford Retail Limited, Dagenham Motors (CVO), Ford House, Ripple Road, Barking, Essex, IG11 9PG; at a value of £17, 777.80 (ex VAT). The vehicle warranty period of 5 years.

**Lot 2 Light and Medium Commercial Vehicles up to 7.5 Tonne**

- Arborist (x1) - Ford Retail Limited, Dagenham Motors (CVO), Ford House, Ripple Road, Barking, Essex, IG11 9PG; at a value of £39,601.25 (ex VAT). The vehicle warranty period of 5 years.
- Crew Cab Tippers (x21) - Parks Motor Group, 14 Bothwell Road, Hamilton, ML3 OAY; at a value of £608,532.75 (ex VAT). The vehicles warranty period of 5 years.

- Crew Cab Tippers & Tail Lift (x10) - Vauxhall Motors Limited, Chalton House, Luton Road, Chalton, Luton, Bedfordshire, LU4 9TT; at a value of £312,801.90 (ex VAT). The vehicles warranty period of 5 years.
- Crew Cab Tippers & Jib Crane (x2) - Vauxhall Motors Limited, Chalton House, Luton Road, Chalton, Luton, Bedfordshire, LU4 9TT; at a value of £65,950.38 (ex VAT). The vehicles warranty period of 5 years.
- Small Vans L1 (x9) - Parks Motor Group, 14 Bothwell Road, Hamilton, ML3 OAY; at a value of £102,755 (ex VAT). The vehicles warranty period of 5 years.
- Dog Warden Van (x1) - Parks Motor Group, 14 Bothwell Road, Hamilton, ML3 OAY; at a value of £16,435.00 (ex VAT). The vehicle warranty period of 5 years.
- Pest Control Van (x1) - Parks Motor Group, 14 Bothwell Road, Hamilton, ML3 OAY; at a value of £20,310.00(ex VAT). The vehicle warranty period of 5 years.
- Panel Vans L2-H2 (x50) - Parks Motor Group, 14 Bothwell Road, Hamilton, ML3 OAY; at a value of £872,865.00 (ex VAT). The vehicles warranty period of 5 years.
- Panel Vans L3-H3 (x10) - Parks Motor Group, 14 Bothwell Road, Hamilton, ML3 OAY; at a value of £170,383.50 (ex VAT). The vehicles warranty period of 5 years.

**4.7** The UK National Living Wage is paid by all suppliers.

**4.8** The following suppliers have committed to delivery of the following social benefits as a result of delivery of these contracts:

Toyota GB PLC:

- Recruitment of staff who are currently unemployed\*; and
- Work experience for one week (35 hours).

Parks Motor Company :

- Recruitment of staff who are currently unemployed\*; and
- Work experience for one week (35 hours).

Vauxhall Motors Limited:

- Recruitment of staff who are currently unemployed\*; and

- Work experience for one week (35 hours).

#### Ford UK Limited:

- Recruitment of staff who are currently unemployed\*; and
- Work experience for one week (35 hours).

#### Parks Motor Group:

- Recruitment of staff who are currently unemployed\*; and
- Work experience for one week (35 hours).

\* Dependent on value of the contract.

The social benefits noted above will be discussed at the implementation meeting with all suppliers and actions to take these forward will be agreed.

Additional benefits will be;

#### Vehicle MPG

- The existing fleet vehicles being replaced in this procurement exercise, have an average fuel consumption 25 – 30 MPG. Due to advances in engine technology and vehicle design the vehicles being procured will have an average consumption of 35 - 40 MPG; therefore vehicle fuel usage will be reduced overall, any cost saving will depend on future price of fuel compared to current price of fuel.

#### Vehicle Emissions

- The vehicles being procured will be fitted with the latest Euro 6 engines. Euro 6 is the name given to a set of European Union limits on harmful exhaust emissions which emit lower levels of emissions which are harmful to human health and will contribute to improved local air quality. Since September 2015, manufacturers have been obliged to ensure that new vehicle emissions do not exceed those limits. This will therefore reduce carbon and other emissions compared to the vehicles that are being replaced

## **5. People Implications**

**5.1** There are no people implications.

## **6. Financial and Procurement Implications**

**6.1** The Financial costs in respect of these contracts will be met from the approved portion of Capital budget for the Fleet Asset Management Plan of £2,000,000, with the cost of £35,190 for Road Fund Licence and First Registration Fee being recharged across the relevant services. Following this tendering exercise the cost of the vehicles is now established at £2,362,002; and will result in an overspend against this particular vehicle class of £362,002 but within the overall budget allocation for vehicle fleet replacement in the period 2018 - 2020.

**6.2** The Corporate Procurement Unit was able to secure additional contractual benefit through Post Tender Negotiations across all Lots by agreeing a 5 year warranty for those vehicles, for which the estimated valued of these warranties is £62,000.

**6.3** This procurement exercise was conducted in accordance with the agreed Contract Strategy produced by the Corporate Procurement Unit in consultation with Fleet and Waste Services and the provisions of Contract Standing Orders, the Financial Regulations and relevant procurement legislation.

## **7. Risk Analysis**

**7.1** The successful suppliers have no known links to Serious and Organised Crime which would have significant political and reputational risk for the Council.

**7.2** Should the Tendering Committee decide not to proceed as recommended this will delay the project, may have financial implications and may result in a delay for the delivery of the fleet replacements.

## **8. Equalities Impact Assessment (EIA)**

**8.1** An equalities screening was undertaken to determine if there is an equalities impact. The results were that there is no equalities impact.

## **9. Consultation**

**9.1** Fleet and Waste Services, Finance Services and Legal Services have been consulted regarding the contents of this report.

## **10. Strategic Assessment**

**10.1** The service provided will contribute to delivery of the Council strategic priorities by supporting the provision of efficient and effective front line services that improve the everyday lives of residents.

**Name:** Angela Wilson

**Designation:** Strategic Director - Transformation & Public Sector Reform

**Date:** 19 February 2020

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**Person to Contact:**

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**Appendix:** Appendix 1 and 2

**Background Papers:** Report to IRED Committee 15 March 2017  
Contract Strategy  
EIA Screening

**Wards Affected:** All

**Appendix 1**

	<b>Weighting</b>	<b>Toyota GB PLC</b>
<b>Lot 1 - Quality (40.0%) - 4x4 Double Cab</b>		
Service Delivery / Methodology	20%	10%
Mileage Parameters & Warranty	10%	10%
After Sales Care	5%	2.5%
Social Benefits	5%	3.8%
<b>Total Quality</b>	<b>40%</b>	<b>26.3%</b>
<b>Unit Price Sub Total £</b>	<b>-</b>	<b>£20,989.30</b>
<b>Price Sub Total %</b>	<b>60%</b>	<b>60%</b>
<b>Total Score</b>	<b>100%</b>	<b>86.3%</b>

	<b>Weighting</b>	<b>Ford Retail Ltd</b>	<b>Parks Motor Group (Renault UK Ltd)</b>	<b>Mazda Motors UK Ltd</b>
<b>Lot 1 - Quality (40.0%) - 4x4 Car</b>				
Service Delivery / Methodology	20%	15%	10%	15%
Mileage Parameters & Warranty	10%	10%	7.5%	10%
After Sales Care	5%	3.8%	2.5%	0%
Social Benefits	5%	0%	3.8%	0%
<b>Total Quality</b>	<b>40%</b>	<b>28.8%</b>	<b>23.8%</b>	<b>25%</b>
<b>Unit Price Sub Total £</b>	<b>-</b>	<b>£23,638.56</b>	<b>£15,442.82</b>	<b>£23,883.80</b>
<b>Price Sub Total %</b>	<b>60%</b>	<b>38.2%</b>	<b>60%</b>	<b>37.8%</b>
<b>Total Score</b>	<b>100%</b>	<b>67%</b>	<b>83.8%</b>	<b>62.8%</b>



	<b>Weighting</b>	<b>Ford Retail Ltd</b>	<b>Mazda Motors UK Ltd</b>	<b>Parks Motor Group (Peugeot Motor Company Ltd)</b>	<b>Toyota GB PLC</b>	<b>Vauxhall Motors Ltd</b>
<b>Lot 1 - Quality (40.0%) - Large Saloon Car</b>						
Service Delivery / Methodology	20%	15%	15%	15%	10%	15%
Mileage Parameters & Warranty	10%	10%	10%	7.5%	10%	7.5%
After Sales Care	5%	3.8%	0%	2.5%	2.5%	3.8%
Social Benefits	5%	3.8%	0%	3.8%	3.8%	3.8%
<b>Total Quality</b>	<b>40%</b>	<b>32.5%</b>	<b>25%</b>	<b>28.8%</b>	<b>26.3%</b>	<b>30.0%</b>
<b>Unit Price Sub Total £</b>	<b>-</b>	<b>£17,777.83</b>	<b>£19,648.00</b>	<b>£17,589.20</b>	<b>£20,176.00</b>	<b>£17,613.74</b>
<b>Price Sub Total %</b>	<b>60%</b>	<b>59.4%</b>	<b>53.7%</b>	<b>60%</b>	<b>52.3%</b>	<b>59.9%</b>
<b>Total Score</b>	<b>100%</b>	<b>91.9%</b>	<b>78.7%</b>	<b>88.8%</b>	<b>78.6%</b>	<b>89.9%</b>

## Appendix 2

	Weighting	CFS Glasgow Ltd	Ford Retail Ltd	Parks Motor Group (Renault UK Ltd)	Volkswagen Group
<b>Lot 2 - Quality (40.0%) - Arborist</b>					
Service Delivery / Methodology	20%	15%	15%	10%	10%
Mileage Parameters & Warranty	10%	7.5%	10%	7.5%	7.5%
After Sales Care	5%	2.5%	3.8%	2.5%	0.0%
Social Benefits	5%	1.25%	4%	3.8%	0.0%
<b>Total Quality</b>	<b>40%</b>	<b>26.3%</b>	<b>32.5%</b>	<b>23.8%</b>	<b>17.5%</b>
<b>Unit Price Sub Total £</b>	<b>-</b>	<b>£39,601.25</b>	<b>£37,532.06</b>	<b>£46,243.80</b>	<b>£36,413.00</b>
<b>Price Sub Total %</b>	<b>60%</b>	<b>55.2%</b>	<b>58.2%</b>	<b>47.2%</b>	<b>60%</b>
<b>Total Score</b>	<b>100%</b>	<b>81%</b>	<b>91%</b>	<b>71%</b>	<b>78%</b>

	Weighting	CFS Glasgow Ltd	Citroen UK Ltd	Ford Retail Ltd	Parks Motor Group (Peugeot Motor Company Ltd)	Parks Motor Group (Renault UK Ltd)	Vauxhall Motors Ltd	Volkswagen Group
<b>Lot 2 - Quality (40.0%) - Crew Cab Tippers</b>								
Service Delivery / Methodology	20%	15%	10%	15%	15%	10%	15%	10%
Mileage Parameters & Warranty	10%	7.5%	7.5%	10%	7.5%	7.5%	7.5%	7.5%
After Sales Care	5%	2.5%	2.5%	3.8%	2.5%	2.5%	3.75%	0.0%
Social Benefits	5%	1.3%	3.8%	3.8%	3.8%	3.8%	3.8%	0.0%
<b>Total Quality</b>	<b>40%</b>	<b>26.3%</b>	<b>23.8%</b>	<b>32.5%</b>	<b>28.8%</b>	<b>23.8%</b>	<b>30%</b>	<b>17.5%</b>
<b>Unit Price Sub Total £</b>	-	<b>£36,090.93</b>	<b>£29,613.13</b>	<b>£33,510.74</b>	<b>£28,977.75</b>	<b>£32,495.80</b>	<b>£31,480.19</b>	<b>£34,575</b>
<b>Price Sub Total %</b>	<b>60%</b>	<b>48.2%</b>	<b>58.7%</b>	<b>51.9%</b>	<b>60%</b>	<b>53.5%</b>	<b>55.2%</b>	<b>50.3%</b>
<b>Total Score</b>	<b>100%</b>	<b>74.5%</b>	<b>82.5%</b>	<b>84.4%</b>	<b>88.8%</b>	<b>77.3%</b>	<b>85.2%</b>	<b>67.8%</b>

	<b>Weighting</b>	<b>CFS Glasgow Ltd</b>	<b>Citroen UK Ltd</b>	<b>Ford Retail Ltd</b>	<b>Parks Motor Group (Peugeot Motor Company Ltd)</b>	<b>Parks Motor Group (Renault UK Ltd)</b>	<b>Vauxhall Motors Ltd</b>	<b>Volkswagen Group</b>
<b>Lot 2 - Quality (40.0%) - Crew Cab Tippers including Tail Lifts</b>								
Service Delivery / Methodology	20%	15%	10%	15%	15%	10%	15%	10%
Mileage Parameters & Warranty	10%	7.5%	7.5%	10%	7%	7.5%	7.5%	7.5%
After Sales Care	5%	2.5%	2.5%	3.8%	2.5%	2.5%	3.75%	0.0%
Social Benefits	5%	1.25%	3.8%	4%	3.8%	3.8%	3.8%	0.0%
<b>Total Quality</b>	<b>40%</b>	<b>26.3%</b>	<b>23.8%</b>	<b>32.6%</b>	<b>28.8%</b>	<b>23.8%</b>	<b>30.0%</b>	<b>17.5%</b>
<b>Unit Price Sub Total £</b>	<b>-</b>	<b>£36,090.93</b>	<b>£32,923.13</b>	<b>£37,360.30</b>	<b>£32,612.75</b>	<b>£36,120.80</b>	<b>£31,280.19</b>	<b>£38,572</b>
<b>Price Sub Total %</b>	<b>60%</b>	<b>52%</b>	<b>57%</b>	<b>50.2%</b>	<b>57.5%</b>	<b>52%</b>	<b>60%</b>	<b>48.7%</b>
<b>Total Score</b>	<b>100%</b>	<b>78.3%</b>	<b>80.8%</b>	<b>82.8%</b>	<b>86.3%</b>	<b>75.8%</b>	<b>90%</b>	<b>66.2%</b>

	<b>Weighting</b>	<b>CFS Glasgow Ltd</b>	<b>Citroen UK Ltd</b>	<b>Ford Retail Ltd</b>	<b>Parks Motor Group (Peugeot Motor Company Ltd)</b>	<b>Parks Motor Group (Renault UK Ltd)</b>	<b>Vauxhall Motors Ltd</b>	<b>Volkswagen Group</b>
<b>Lot 2 - Quality (40.0%) - Crew Cab Tippers including Jib Crane</b>								
Service Delivery / Methodology	20%	15%	10%	15%	15%	10%	15%	10%
Mileage Parameters & Warranty	10%	7.5%	7.5%	10%	7.5%	7.5%	7.5%	7.5%
After Sales Care	5%	2.5%	2.5%	3.8%	2.5%	2.5%	3.8%	0.0%
Social Benefits	5%	1.3%	3.8%	0%	3.8%	3.8%	3.8%	0.0%
<b>Total Quality</b>	<b>40%</b>	<b>26.3%</b>	<b>23.8%</b>	<b>28.8%</b>	<b>28.8%</b>	<b>23.8%</b>	<b>30%</b>	<b>17.5%</b>
<b>Unit Price Sub Total £</b>	<b>-</b>	<b>£35,749.93</b>	<b>£33,088.13</b>	<b>£37,330.30</b>	<b>£32,462.75</b>	<b>£35,970.8</b>	<b>£32,975.19</b>	<b>£39,064</b>
<b>Price Sub Total %</b>	<b>60%</b>	<b>54.5%</b>	<b>58.9%</b>	<b>52.2%</b>	<b>60%</b>	<b>54.1%</b>	<b>59.1%</b>	<b>49.9%</b>
<b>Total Score</b>	<b>100%</b>	<b>80.8%</b>	<b>82.7%</b>	<b>81%</b>	<b>88.8%</b>	<b>77.9%</b>	<b>89.1%</b>	<b>67.4%</b>

	<b>Weighting</b>	<b>Citroen UK Ltd</b>	<b>Ford Retail Ltd</b>	<b>Marshall Motor Group ltd</b>	<b>Motus Group UK Ltd</b>	<b>Parks Motor Group (Peugeot Motor Company Ltd</b>	<b>Parks Motor Group (Renault UK Ltd)</b>	<b>Vauxhall Motors Ltd</b>	<b>Volkswagen Group</b>
<b>Lot 2 - Quality (40.0%) - Small Vans L1</b>									
Service Delivery / Methodology	20%	10%	15%	15%	15%	15%	10%	15%	10%
Mileage Parameters & Warranty	10%	7.5%	10%	0%	5%	7.5%	7.5%	7.5%	7.5%
After Sales Care	5%	2.5%	3.8%	0%	0%	2.5%	2.5%	3.75%	0.0%
Social Benefits	5%	3.8%	0%	0%	0%	3.8%	3.8%	3.8%	0.0%
<b>Total Quality</b>	<b>40%</b>	<b>23.8%</b>	<b>28.8%</b>	<b>15%</b>	<b>20%</b>	<b>28.8%</b>	<b>23.8%</b>	<b>30%</b>	<b>17.5%</b>
<b>Unit Price Sub Total £</b>	<b>-</b>	<b>£13,270</b>	<b>£13,782.90</b>	<b>£11,864.56</b>	<b>£13,529.42</b>	<b>£11,465</b>	<b>£12,547.55</b>	<b>£12,699.55</b>	<b>£16,221</b>
<b>Price Sub Total %</b>	<b>60%</b>	<b>51.8%</b>	<b>49.9%</b>	<b>58%</b>	<b>50.8%</b>	<b>60%</b>	<b>54.8%</b>	<b>52.2%</b>	<b>42.5%</b>
<b>Total Score</b>	<b>100%</b>	<b>75.6%</b>	<b>78.7%</b>	<b>73%</b>	<b>70.8%</b>	<b>88.8%</b>	<b>78.6%</b>	<b>82.2%</b>	<b>60%</b>

	<b>Weighting</b>	<b>Citroen UK Ltd</b>	<b>Ford Retail Ltd</b>	<b>Marshall Motor Group Ltd</b>	<b>Motus Group UK Ltd</b>	<b>Parks Motor Group (Peugeot Motor Company Ltd)</b>	<b>Parks Motor Group (Renault UK Ltd)</b>	<b>Vauxhall Motors Ltd</b>	<b>Volkswagen Group</b>
<b>Lot 2 - Quality (40.0%) - Dog Warden Van</b>									
Service Delivery / Methodology	20%	10%	15%	15%	15%	15%	10%	15%	10%
Mileage Parameters & Warranty	10%	7.5%	10%	0%	5%	7.5%	7.5%	7.5%	7.5%
After Sales Care	5%	2.5%	3.8%	0%	0%	2.5%	2.5%	3.8%	0.0%
Social Benefits	5%	3.8%	0%	0%	0%	3.8%	3.8%	3.8%	0.0%
<b>Total Quality</b>	<b>40%</b>	<b>23.8%</b>	<b>28.8%</b>	<b>15%</b>	<b>20%</b>	<b>28.8%</b>	<b>23.8%</b>	<b>30%</b>	<b>17.5%</b>
<b>Unit Price Sub Total £</b>	<b>-</b>	<b>£16,437.63</b>	<b>£25,271</b>	<b>£29,116.82</b>	<b>£23,648.07</b>	<b>£16,435</b>	<b>£19,412</b>	<b>£21,506.59</b>	<b>£26,302</b>
<b>Price Sub Total %</b>	<b>60%</b>	<b>59.9%</b>	<b>39%</b>	<b>33.9%</b>	<b>41.7%</b>	<b>60%</b>	<b>50.8%</b>	<b>45.9%</b>	<b>37.5%</b>
<b>Total Score</b>	<b>100%</b>	<b>83.7%</b>	<b>67.8%</b>	<b>48.9%</b>	<b>61.7%</b>	<b>88.8%</b>	<b>74.6%</b>	<b>75.9%</b>	<b>55%</b>

	<b>Weighting</b>	<b>Citroen UK Ltd</b>	<b>Ford Retail Ltd</b>	<b>Marshall Motor Group Ltd</b>	<b>Motus Group UK Ltd</b>	<b>Parks Motor Group (Peugeot Motor Company Ltd)</b>	<b>Parks Motor Group (Renault UK Ltd)</b>	<b>Vauxhall Motors Ltd</b>	<b>Volkswagen Group</b>
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<b>Lot 2 - Quality (40.0%) - Pest Control Van</b>									
Service Delivery / Methodology	20%	10%	15%	15%	15%	15%	10%	15%	10%
Mileage Parameters & Warranty	10%	7.5%	10%	0%	5%	8%	7.5%	7.5%	7.5%
After Sales Care	5%	2.5%	3.8%	0%	0%	2.5%	2.5%	3.8%	0.0%
Social Benefits	5%	3.8%	0%	0%	0%	3.8%	3.8%	3.8%	0.0%
<b>Total Quality</b>	<b>40%</b>	<b>23.8%</b>	<b>28.8%</b>	<b>15%</b>	<b>20%</b>	<b>28.8%</b>	<b>23.8%</b>	<b>30%</b>	<b>17.5%</b>
<b>Unit Price Sub Total £</b>	<b>-</b>	<b>£20,785.63</b>	<b>£27,357.3</b>	<b>£27,816.8</b>	<b>£24,453.1</b>	<b>£20,310.0</b>	<b>£20,312.5</b>	<b>£23,128.6</b>	<b>£27,212.0</b>
<b>Price Sub Total %</b>	<b>60%</b>	<b>58.6%</b>	<b>44.5%</b>	<b>43.8%</b>	<b>49.8%</b>	<b>60%</b>	<b>60%</b>	<b>52.7%</b>	<b>44.8%</b>
<b>Total Score</b>	<b>100%</b>	<b>82.4%</b>	<b>73.3%</b>	<b>59%</b>	<b>69.8%</b>	<b>88.8%</b>	<b>83.8%</b>	<b>82.7%</b>	<b>62.3%</b>



	<b>Weighting</b>	<b>CFS Glasgow Ltd</b>	<b>Citroen UK Ltd</b>	<b>Ford Retail Ltd</b>	<b>Marshall Motor Group</b>	<b>Motus Group UK Ltd</b>	<b>Parks Motor Group (Peugeot Motor Company Ltd)</b>	<b>Parks Motor Group (Renault UK Ltd)</b>	<b>Vauxhall Motors Ltd</b>	<b>Volkswagen Group</b>
<b>Lot 2 - Quality (40.0%) - Panel Vans L2-H2</b>										
Service Delivery / Methodology	20%	15%	10%	15%	15%	15%	15%	10%	15%	10%
Mileage Parameters & Warranty	10%	7.5%	7.5%	10%	0%	5%	8%	7.5%	7.5%	7.5%
After Sales Care	5%	2.5%	2.5%	3.8%	0%	0%	2.5%	2.5%	3.8%	0.0%
Social Benefits	5%	1.3%	3.8%	0%	0%	0%	3.8%	3.8%	3.8%	0.0%
<b>Total Quality</b>	<b>40%</b>	<b>26.3%</b>	<b>23.8%</b>	<b>28.8%</b>	<b>15.0%</b>	<b>20%</b>	<b>28.8%</b>	<b>23.8%</b>	<b>30%</b>	<b>17.5%</b>
<b>Unit Price Sub Total £</b>	<b>-</b>	<b>£24,579.33</b>	<b>£18,716.33</b>	<b>£22,219.07</b>	<b>£22,976</b>	<b>£19,174.2</b>	<b>£17,115</b>	<b>£19,001.2</b>	<b>£20,312.55</b>	<b>£22,378</b>
<b>Price Sub Total %</b>	<b>60%</b>	<b>41.8%</b>	<b>54.9%</b>	<b>46.2%</b>	<b>44.7%</b>	<b>50.8%</b>	<b>60%</b>	<b>54%</b>	<b>50.6%</b>	<b>45.9%</b>
<b>Total Score</b>	<b>100%</b>	<b>68%</b>	<b>78.6%</b>	<b>75.0%</b>	<b>59.7%</b>	<b>70.8%</b>	<b>88.8%</b>	<b>77.8%</b>	<b>80.6%</b>	<b>63.4%</b>

	<b>Weighting</b>	<b>CFS Glasgow Ltd</b>	<b>Citroen UK Ltd</b>	<b>Ford Retail Ltd</b>	<b>Motus Group UK Ltd</b>	<b>Parks Motor Group (Peugeot Motor Company Ltd)</b>	<b>Parks Motor Group (Renault UK Ltd)</b>	<b>Vauxhall Motors Ltd</b>	<b>Volkswagen Group</b>
<b>Lot 2 - Quality (40.0%) - Panel Vans L3-H3</b>									
Service Delivery / Methodology	20%	15%	10%	15%	15%	15%	10%	15%	10%
Mileage Parameters & Warranty	10%	7.5%	7.5%	10%	5%	8%	7.5%	7.5%	7.5%
After Sales Care	5%	2.5%	2.5%	3.8%	0%	2.5%	2.5%	3.8%	0.0%
Social Benefits	5%	1.3%	3.8%	0%	0%	3.8%	3.8%	3.8%	0.0%
<b>Total Quality</b>	<b>40%</b>	<b>26.3%</b>	<b>23.8%</b>	<b>28.8%</b>	<b>20.0%</b>	<b>28.8%</b>	<b>23.8%</b>	<b>30.0%</b>	<b>17.5%</b>
<b>Unit Price Sub Total £</b>	<b>-</b>	<b>£25,841.3</b>	<b>£19,252.33</b>	<b>£23,359.4</b>	<b>£20,551.2</b>	<b>£17,438.4</b>	<b>£20,040.2</b>	<b>£21,567.6</b>	<b>£26,150.0</b>
<b>Price Sub Total %</b>	<b>60%</b>	<b>40.5%</b>	<b>54.3%</b>	<b>44.8%</b>	<b>50.8%</b>	<b>60%</b>	<b>52.2%</b>	<b>48.5%</b>	<b>40%</b>
<b>Total Score</b>	<b>100%</b>	<b>66.8%</b>	<b>78.1%</b>	<b>73.6%</b>	<b>70.8%</b>	<b>88.8%</b>	<b>76.0%</b>	<b>78.5%</b>	<b>57.5%</b>