

Supplementary Agenda



Tendering Committee

Date: Wednesday, 19 February 2020

Time: 09:15

Venue: 'The Brock' Meeting Room,
Council Offices, 16 Church Street, Dumbarton

Contact: Scott Kelly, Committee Officer
Tel: 01389 737220 scott.kelly@west-dunbarton.gov.uk

Dear Member

ITEMS TO FOLLOW

I refer to the agenda for the above Meeting of the Tendering Committee which was issued on 6 February 2020 and now enclose a copy of the undernoted reports which were not available for issue at that time.

Yours faithfully

JOYCE WHITE

Chief Executive

Note referred to:-

- | | | |
|-----------|--|----------------|
| 11 | CONTRACT AUTHORISATION REPORT – SUPPLY AND DELIVERY OF LAMINATED WALL PANELS AND KITCHEN WORKTOPS | 53 – 57 |
|-----------|--|----------------|

Submit report by the Strategic Director – Transformation and Public Service Reform seeking approval to authorise the Strategic Lead – Regulatory to conclude the contract for the Supply and Delivery of Laminated Wall Panels and Kitchen Worktops.

12 CONTRACT AUTHORISATION REPORT – ACCOMMODATION 59 – 62
BASED SERVICES FOR PEOPLE WITH LEARNING
DISABILITIES IN THE COMMUNITY AND DAY SUPPORT,
MENTAL HEALTH AND DAY SUPPORT, PHYSICAL
DISABILITIES AND DAY SUPPORT

Submit report by the Strategic Director – Transformation and Public Service Reform seeking approval to authorise the Strategic Lead – Regulatory to conclude direct award contracts for Accommodation Based Services for People with Learning Disabilities in the Community and Day Support, Mental Health and Day Support, Physical Disabilities and Day Support.

13 CONTRACT AUTHORISATION REPORT – FLEXIBLE 63 – 71
FRAMEWORK AGREEMENT FOR THE DELIVERY OF
EMPLOYABILITY SKILLS SUPPORT

Submit report by the Strategic Director – Transformation and Public Service Reform seeking approval to authorise the Strategic Lead – Regulatory to conclude the award of the Flexible Framework Agreement for the delivery of Employability Skills Support.

Distribution:

Councillor J. Finn (Chair)
Councillor G. Casey
Councillor I. Dickson (Vice Chair)
Councillor D. Docherty
Provost W. Hendrie
Councillor M. McNair
Councillor L. O'Neill
Councillor B. Walker

All other Councillors for information

Strategic Director - Transformation & Public Service Reform
Strategic Lead - Regulatory

Date of Issue: 13 February 2020

WEST DUNBARTONSHIRE COUNCIL

Report by Strategic Director – Transformation & Public Service Reform

Tendering Committee: 19 February 2020

Subject: Contract Authorisation Report - Supply & Delivery of Laminated Wall Panels and Kitchen Worktops

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 contract for Supply & Delivery of Laminated Wall Panels and Kitchen Worktops.

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 contract for Supply & Delivery of Laminated Wall Panels and Kitchen Worktops to City Building (Glasgow) LLP - Royal Strathclyde Blindcraft Industries (RSBI); and
- b) Note that the contract shall be for a period of two years with the option to extend for two x 12 month periods. The overall value of the contract over two years is £355,266 ex vat; and over four years is £710,533 ex VAT. The contract start date will be 24 February 2020.

3. Background

- 3.1** Building Services have a requirement to purchase a range of laminated panels and kitchen worktops to be fitted on a number of properties in the West Dunbartonshire area as part of the Council's investment in improving its housing stock and our local estates. The requirement is for supply and delivery only and Building Services will be responsible for the installation of all equipment.
- 3.2** Financial costs in respect of this contract will be met from the Building Services HMTO budgets. This procurement exercise has been conducted in accordance with the Council's Standing Orders and Financial Regulations and the *Public Contracts Scotland) Regulations 2015* for Goods. A Contract Strategy document was also approved by the Business Partner – Strategic Procurement (Place) on 14 January 2020.

4. Main Issues

- 4.1** The Contract Strategy identified that engaging with one supplier to gain best value thus allowing the continuity of purchases for both the supplier and the Council is the best route to market for these supplies. We currently purchase our laminated panels via Scotland Excel and the worktops via an expired tendered contract. A benchmarking exercise was conducted taking in to account our current spend through Scotland Excel (SXL) framework agreement (FA) and an internal expired contract against the Scottish Government (SG FA) for supported businesses:

<u>Commodity Code</u>	<u>Description</u>	<u>Usage Per Year</u>	<u>Unit Price - SXL FA & Expired Contract</u>	<u>Total Current Spend - SXL FA & Expired Contract</u>	<u>Unit Price - SG FA</u>	<u>Total Spend via SG FA</u>
326922	Laminated Panel 2420mmx1200mmx11mm	2430	£57.75	£140,332.50	£50.23	£122,058.90
326923	Laminated Panel 2400mmx1200mmx11mm	300	£52.42	£15,726.00	£50.23	£15,069.00
326924	Laminated Panel 2440mmx1200mmx11mm	50	£52.42	£2,621.00	£50.23	£2,511.50
326925	Laminated Panel 2400mmx1200mmx11mm	150	£52.42	£7,863.00	£50.23	£7,534.50
326926	Laminated Panel 2400mmx1200mmx11mm	20	£52.70	£1,054.00	£50.23	£1,004.60
900 x 700	Laminated Panel	52	£97.51	£5,070.52	£57.59	£2,994.68
341206	Worktop 3000mm x 600mm x 40mm	40	£39.93	£1,597.20	£42.00	£1,680.00
341207	Worktop 3000mm x 600mm x 40mm	240	£57.00	£13,680.00	£42.00	£10,080.00
341209	Worktop 3000mm x 600mm x 40mm	350	£57.00	£19,950.00	£42.00	£14,700.00
Total:				£207,894.22		£177,633.18
Term:						£710,532.72

- 4.2** An overall costs reduction of £30,261.04 (based on estimated usage) will be secured as well as securing supply for quality materials.
- 4.3** It is recommended that the contract is awarded to City Building (Glasgow) LLP - Royal Strathclyde Blindcraft Industries (RSBI) , of 12 Edgefauld Avenue,

Glasgow, G214BB, who was identified as the most economically advantageous tenderer to the Council. The contract shall be for two years plus the option to extend for a further two x twelve month periods at a potential value of £710,532.72, ex VAT. The value of the contract will be closely managed by Building Services.

- 4.4** RSBI are committed to paying the Scottish Living Wage and have committed to provide social benefits within West Dunbartonshire. Social benefits will be discussed and agreed at the implementation meeting and actions put in place to take them forward.

5. Options Appraisal

- 5.1** The Corporate Procurement Unit (CPU) carried out an options appraisal in relation to the procurement of laminated wall panels and kitchen worktops:

- The CPU in consultation with Building Services considered both financial and non financial aspects of this requirement. The Council currently purchase kitchen requirements from three separate suppliers.
- Consideration was given to separating the requirement and carrying out an e-Auction to try to drive savings and a commitment to supply. The main issues the Council has had with this approach, is that the goods do not match when purchased independently; so therefore one supplier would allow for Building Services to create packages.
- The CPU carried out a benchmarking exercise based on our current products list, the price we currently pay versus new prices provided by RSBI. Based on the information provided, this exercise identified that a direct award would generate a saving and by consolidating the requirement it will achieve efficiencies through reduced administration time and improved working relationships.
- The outcome of the options appraisal is a recommendation to the Tendering Committee to Direct Award to RSBI via the SG FA for supported businesses.

6. People Implications

- 6.1** There are no people implications

7. Financial and Procurement Implications

- 7.1** The financial costs in respect of this Contract will be met from the approved Building Services HMTO budgets of Regeneration, Environmental & Growth – Building Services.

7.2 This procurement exercise was conducted in accordance with the agreed contract strategy produced by the CPU in close consultation with Building Services officers and the provisions of Contract Standing Orders, the Financial Regulations and relevant procurement legislation.

8. Risk Analysis

8.1 Should the Tendering Committee decide not to proceed as recommended then this will delay the project and may have financial implications.

9. Equalities Impact Assessment (EIA)

9.1 An equalities screening was undertaken for this reports to determine if there is an equalities impact. The results are that there is no equalities impact.

10. Consultation

10.1 Planned consultations will take place with local community groups if the proposals are approved. The Council intends to create three kitchen packages that will be provided to tenants associations for feedback.

11. Strategic Assessment

11.1 The Supply & Delivery of Laminated Wall Panels and Kitchen Worktops will contribute to the delivery of the Council's strategic priorities by providing:

- A Strong local economy and improved employment opportunities;
- Meaningful community engagement with active empowered and informed citizens who feel safe and engaged; and
- Efficient and effective frontline services that improve the everyday lives of residents

Name: Angela Wilson

Designation: Strategic Director - Transformation & Public Service Reform

Date: 19 February 2020

Person to Contact: Jenna McCrum, Senior Procurement Officer,
Corporate Procurement Unit, Council Offices
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Appendices: Not Applicable

Background Papers: The Contract Strategy

EIA Screening

Wards Affected: All Council Wards.

WEST DUNBARTONSHIRE COUNCIL**Report by Strategic Director – Transformation & Public Sector Reform****Tendering Committee: 19 February 2020**

Subject: Contract Authorisation Report: Accommodation Based Services for People with Learning Disabilities in the Community and Day Support, Mental Health and Day Support, Physical Disabilities and Day Support

1. Purpose

- 1.1** The purpose of this report is to seek approval from the Tendering Committee to authorise the Strategic Lead - Regulatory to conclude Direct Award contracts for Accommodation Based Services for People with Learning Disabilities in the Community and Day Support, Mental Health and Day Support, Physical Disabilities and Day Support.

2. Recommendations

- 2.1** It is recommended that the Tendering Committee:

- a) Authorise the Strategic Lead Regulatory, to conclude the 111 direct award contracts on behalf of West Dunbartonshire Health and Social Care Partnership (WD HSCP), to the service providers detailed within Appendix 1, for Accommodation Based Services for People with Learning Disabilities in the Community and Day Support, Mental Health and Day Support, Physical Disabilities and Day Support; and
- b) The estimated value will be £1,151,669 (excluding VAT), for a period of 12 months. It should be noted the values may be subject to change as care needs change over the contract period. The commencement dates of the Individual Placement Agreement contracts will be no later than 19 March 2020.

3. Background

- 3.1** WD HSCP has a legislative requirement to provide and deliver Accommodation Based Services for service users with varying support needs. These services can be provided using various models of support including:

- 1:1 or 2:1 care at home and / or housing support (up to and including 24/7 care packages);
- Waking night, sleepover or on-call responder service;
- Responsive service for potential crisis out-with a service user's established care plan agreement;
- 1:1 and / or collective group day support and / or day care.

- 3.2** On the 8th May 2019, the WD HSCP Board approved the procurements for the provision of Accommodation Based Services for People with Learning Disabilities in the Community and Day Support, Mental Health and Day Support, Physical Disabilities and Day Support, Older People Care at Home.
- 3.3** A Contract Strategy document was also approved by the Procurement Manager on 23 December 2019.

4. Main Issues

- 4.1** The Contract Strategy identified that the care provided to service users would be best met by the incumbent providers because any change in service provision or provider would impact the continuity of care for service users who are placed in care and their carers' and families.
- 4.2** The *Procurement Reform Act 2014* permits a public body to award a contract for health or social care services without seeking offers in relation to the proposed contract) up to a maximum of £663,540 per contract. The strategic objective of adopting the 'Light Touch Regime' approach is to ensure robust contractual arrangements are in place, that appropriate procurement due diligence procedures have been followed and promote the analysis of credible market intelligence allowing greater insight into future service developments., This includes the development of a national framework agreement for the purchase of care at home and supported living services, collectively defined as care and support services.
- 4.3** It is anticipated that the Scotland Excel Care and Support framework agreement will be open to all Scottish Local Authorities' and Health and Social Care Partnerships (HSCP) from April 2020. The Corporate Procurement Unit (CPU) and the WD HSCP will undertake an appraisal of the framework agreement to determine best value including; reviewing incumbent providers against the awarded framework providers, their availability and the control of costs through stabilised fees and charges and the development of a local implementation plan.
- 4.4** The direct award is offered subject to the final compliance documents being reviewed and signed off in accordance with the terms of the contract.

5. People Implications

- 5.1** There are no people implications.

6. Financial and Procurement Implications

- 6.1** Financial costs in respect of these contracts will be met from the WD HSCP budget for Accommodation Based Services for People with Learning Disabilities in the Community and Day Support, Mental Health and Day Support, Physical Disabilities and Day Support. The estimated value of these contracts is £1,151,669 (excluding VAT). It should be noted the values may be subject to change as care needs change over the contract period.

6.2 This procurement exercise will be conducted in accordance with the agreed Contract Strategy produced by the CPU in consultation with WD HSCP officers and the provisions of the Council's Standing Orders, Financial Regulations and the *Public Contracts (Scotland) Regulations 2016*.

7. Risk Analysis

7.1 The CPU will ensure that the providers have no known links to Serious and Organised Crime which would have significant political and reputational ramifications for the Council and WD HSCP.

8. Equalities Impact Assessment (EIA)

8.1 The equality screening process carried out for the purpose of this procurement is reflected in the WD HSCP Board report approved on 8 May 2019.

9. Strategic Assessment

9.1 The approval of the direct award contracts would support the following Council strategic priorities:

- Efficient and effective frontline services that improve the everyday lives of residents.

Name: Angela Wilson

Designation: Strategic Director - Transformation & Public Sector Reform

Date: 19 February 2020

Person to Contact: Angus Cameron - Senior Procurement Officer, Corporate Procurement Unit, Council Offices, 16 Church Street, Dumbarton. Telephone: 01389 776952.
Email: Angus.Cameron@west-dunbarton.gov.uk

Fraser Downie - Head of Mental Health, Learning Disability & Addictions. 16 Church Street, Dumbarton.
Email: Fraser.Downie@west-dunbarton.gov.uk

Background Papers: The Contract Strategy
EIA Screening

Wards Affected: All

Appendix 1

Individual Placement Agreements (IPA's)			
Provider	Type of Service	Annual Costs (£)	No. of Service Users
Richmond Fellowship	People with Learning Disabilities in the Community and Day Support	£68,000	9
	People with Physical Disabilities and Day Support	£92,000	10
	People with Mental Health and Day Support	£790,000	72
National Autistic Society	People with Learning Disabilities in the Community and Day Support	£201,669	20
Total IPA's and Service Users		£1,151,669	111

WEST DUNBARTONSHIRE COUNCIL**Report by Strategic Lead – Resources****Tendering Committee: 19 February 2020**

Subject: Contract Authorisation Report – Flexible Framework Agreement for the Delivery of Employability Skills Support

1. Purpose

- 1.1** The purpose of this report is to seek the approval of Tendering Committee to authorise the Strategic Lead - Regulatory to conclude the award of the Flexible Framework Agreement (FA) for the delivery of Employability Skills Support.

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 Flexible FA for the delivery of Employability Skills Support; and
- b) Note that the Flexible FA will be divided into three unranked Lots with the Flexible FA period being two years with an optional extension of two x 12 months and at an indicative cost of £1,200,000 ex VAT over two years and £2,400,000 ex VAT over four years:
 - Lot 1 - Engagement and Barrier Removal
The recommended providers within Lot 1 are listed in Table 1
The estimated value over two years - £430,000
 - Lot 2 - Vocational Training and Work Related Skills
The recommended providers within Lot 2 are listed in Table 2
The estimated value over two years - £260,000
 - Lot 3 - Job Brokerage, Work-based Qualifications
The recommended providers within Lot 3 are listed in Table 3
The estimated value over two years - £510,000

3. Background

- 3.1** The Council wishes to engage with external service providers who will provide a wide range of pre / vocational training interventions that will assist citizens of West Dunbartonshire (aged 16+) to overcome barriers to employment, training and learning opportunities and assist them to achieve their training, employment/career and job aspirations.

- 3.2** The delivery of these services is funded by a range of organisations including: European Social Funds, Scottish Government Funding and Skills Development Scotland. The Housing and Communities Committee agreed to approve the planned approach for managing significant change in the employability service provision environment on 14th August 2019.
- 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 2016* for Services. A Contract Strategy document was also approved by the Procurement Manager on 15 January 2020.
- 3.4** The Contract Strategy determined that the best route to market was to put in place a Flexible FA, divided into three Lots:
- Lot 1 – Engagement and Barrier Removal
 - Lot 2 – Vocational Training and Work Related Skills
 - Lot 3 – Job Brokerage, Work-based Qualifications and Progression
- 3.5** The purpose of the Flexible FA is to prescribe the terms and conditions which would apply to any subsequent contract. The Flexible FA operates differently to the traditional FA model that the Council has previously adopted where a traditional FA doesn't allow for new Providers to be added on to the FA once the FA has been established. This Flexible FA will be re-opened for bidders on an annual basis to accept new Providers to the Flexible FA where they meet the selection criteria.

4. Main Issues

- 4.1** A contract notice was published on the Public Contracts Scotland advertising portal and the Official Journal of the European Union (OJEU) on 6 September 2019. 55 providers expressed an interest in the Flexible FA, with 18 providers submitting a response by the deadline for the submissions, on 4 October 2019.
- Lot 1 – Engagement and Barrier Removal: 9 submissions were received;
 - Lot 2 – Vocational Training and Work Related Skills: 14 submissions were received; and
 - Lot 3 – Job Brokerage, Work-based Qualifications and Progression: 12 submissions were received.
- 4.2** The bidders were evaluated by representatives from Working4U, the Corporate Procurement Unit (CPU) and Finance Services against pre-determined Flexible FA selection criteria forming part of the published Flexible FA tender documents which assesses competence, experience and capacity. Nine submissions passed the selection criteria for Lot 1; 14 submissions passed the selection criteria for Lot 2; and 12 submissions passed the selection criteria for Lot 3.
- 4.3** The below bidders were evaluated against a set of award criteria which was based on a Price / Quality ratio of 30% / 70% for each Lot. The scores, relative to the award criteria for each Lot are outlined in Appendix 1. The 3 tables

below outline the proposed award for the unranked lots.

- Lot 1 – Engagement and Barrier Removal:

Provider	Address	City/Town
Archaeology Scotland	Suite 1a, Stuart House, Eskmills	Musselburgh
Barnardos Scotland	Tanners Lane, Barkingside, Ilford	Essex
Impact Arts	The Factory, 319 Craigpark Drive	Glasgow
Salus Occupational Health, Safety & Return to Work Services	Kirklands Hospital, Fallside Road	Bothwell
Scottish Sports Futures	The Legacy Hub, 301 Springfield Road	Glasgow
Sinclair Wellbeing and Training Solutions Limited	94 Dalry Road	Ardrossan
The Lennox Partnership	Carus House, 201 Dumbarton Road	Clydebank
The Tell Organisation Ltd	Tell House, Unit 8/4 Bankend Road	Dumbarton
The Wise Group	72 Charlotte Street	Glasgow

- Lot 2 – Vocational Training and Work Related Skills:

Provider	Address	City
Barnardos Scotland	Tanners Lane, Barkingside, Ilford	Essex
Glasgow Clyde College	690 Mossbank Drive	Glasgow
GTS Solutions CIC	1 St Colme Street	Edinburgh
HSC FUTURES LTD	75 LONDON ROAD	Kilmarnock
Impact Arts	The Factory, 319 Craigpark Drive	Glasgow
Sinclair Wellbeing and Training Solutions Limited	94 Dalry Road	Ardrossan
Sixth Sense Trading Ltd.	25 St Bryde Street	East Kilbride
Street League	Suite 1.05 The Courtyard Royal Mills, 17 Redhill Street	Manchester
The Digital College Ltd	Omnibus, 39-41 North Road	London
The Lennox Partnership	Carus House, 201 Dumbarton Road	Clydebank
The Tell Organisation Ltd	Tell House, Unit 8/4 Bankend Road	Dumbarton
The Training Team (Scotland)	Middlerow, Dalton	Lockerbie

The Wise Group	72 Charlotte Street	Glasgow
Your The Hero	14 Mill Grove	Hamilton

- Lot 3 – Job Brokerage, Work-based Qualifications and Progression:

Provider	Address	City
Experiential Play Ltd	6th Floor Gordon Chambers, 90 Mitchell Street	Glasgow
GTS Solutions CIC	1 St Colme Street	Edinburgh
HSC FUTURES LTD	75 LONDON ROAD	Kilmarnock
Salus Occupational Health, Safety & Return to Work Services	Kirklands Hospital, Fallside Road	Bothwell
Sinclair Wellbeing and Training Solutions Limited	94 Dalry Road	Ardrossan
Street League	Suite 1.05 The Courtyard Royal Mills, 17 Redhill Street	Manchester
The Digital College Ltd	Omnibus, 39-41 North Road	London
The Lennox Partnership	Carus House, 201 Dumbarton Road	Clydebank
The Tell Organisation Ltd	Tell House, Unit 8/4 Bankend Road	Dumbarton
The Training Team (Scotland)	Middlerow, Dalton	Lockerbie
The Wise Group	72 Charlotte Street	Glasgow
Your The Hero	14 Mill Grove	Hamilton

- 4.4** The Flexible FA shall be for a period of two years with an optional two x 12 month extension periods and at an indicative cost of £1,200,000 ex VAT over two years and £2,400,000 ex VAT over four years.
- 4.5** Each lot is unranked, for a call-off to be made from a lot the requesting service area shall conduct a mini competition exercise inviting all providers listed on the lot to achieve suitable competition.
- 4.6** From the 18 Providers who have bid, 11 pay the Real Living Wage and two pay the National Living Wage.
- 4.7** To ensure compliance with the Council's Financial Regulations, any contract placed through this Flexible FA where the value exceeds the Light Touch Regime Threshold (currently £663,540); will be submitted to the Tendering Committee for approval before award.
- 4.8** Whilst the Providers methodology for social benefits has been established in the Flexible FA only; social benefits will be asked for from the Providers in every subsequent contract.

5. People Implications

5.1 There are no people implications.

6. Financial and Procurement Implications

6.1 Financial costs in respect of these Employability Skills Support Flexible FA contracts will be met from the approved funding streams from European Social Funds, Scottish Government Funding and Skills Development Scotland.

6.2 This procurement exercise was conducted in accordance with the agreed Contract Strategy produced by the CPU in close consultation with Working4U officers and the provisions of Standing Orders, the Financial Regulations and relevant procurement legislation.

7. Risk Analysis

7.1 The successful Providers have 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 Equalities issues are built into service provision including the need to ensure that we clearly demonstrate support provided for people who have a minimum of two barriers to opportunity. The service is also required to demonstrate actions that will improve the quality of life for families facing poverty. This includes specific information and action to support families where a member of the family is affected by equalities issues.

9. Consultation

9.1 Working4U, Legal Services and Finance Services have been consulted in the preparation of this report.

10. Strategic Assessment

10.1 Delivery of this contract will support the following strategic objectives:

- Efficient and effective frontline services that improve the everyday lives of Residents;
- A strong local economy and improved employment opportunities; and
- Supported individuals, families and carers living independently and with dignity.

Name: Angela Wilson

Designation: Strategic Lead – Transformation and Public Service Reform

Date: 19 February 2020

Person to Contact: Angus Cameron - Senior Procurement Officer, Corporate Procurement Unit, 16 Church Street, Dumbarton.
Telephone: 01389 776952

Appendices: Appendix 1 – Employability Skills Flexible FA Scoring Breakdown.

Background Papers: Contract Strategy
EIA

Wards Affected: All

Appendix 1 – Employability Skills Flexible FA Scoring Breakdown

Lot 1 – Engagement and Barrier Removal

	Weighting	Archaeology Scotland	Barnardos Scotland	Impact Arts	Salus Occupational Health, Safety & Return to Work Services	Scottish Sports Futures	Sinclair Wellbeing and Training Solutions Limited	The Lennox Partnership	The Tell Organisation Ltd	The Wise Group
Quality 70%										
Contract Management & Delivery 63%										
Experience	15.8%	7.9%	11.8%	7.9%	11.8%	7.9%	7.9%	7.9%	3.9%	11.8%
Service Methodology	28.4%	14.2%	21.3%	21.3%	21.3%	14.2%	14.2%	14.2%	14.2%	14.2%
Service User & Contract Management	18.9%	4.7%	14.2%	9.5%	9.5%	9.5%	4.7%	9.5%	4.7%	9.5%
Social Benefits 7%										
Social Benefits	7.0%	5.3%	5.3%	1.8%	3.5%	3.5%	1.8%	3.5%	1.8%	5.3%
Quality Sub-Total %	70.0%	32.1%	52.6%	40.5%	46.1%	35.1%	28.6%	35.1%	24.6%	40.8%
Price (30%)										
Price Sub Total %	30.0%	15.0%	30.0%	5.3%	11.1%	8.2%	15.7%	4.8%	9.9%	11.5%
Total Score	100.0%	47.1%	82.6%	45.8%	57.2%	43.3%	44.3%	39.9%	34.5%	52.3%

Appendix 1 – Employability Skills Flexible FA Scoring Breakdown

Lot 2 – Vocational Training and Work Related Skills

	Weighting	Barnardos Scotland	Glasgow Clyde College	GTS Solutions CIC	HSC FUTURES LTD	Impact Arts	Sinclair	Sixth Sense Trading Ltd.	Street League	The Digital College Ltd	The Lennox Partnership THIS ONE	The Tell Organisation Ltd	The Training Team)	The Wise Group	Your The Hero
Quality 70%															
Contract Management & Delivery 63%															
Experience	15.8%	11.8%	11.8%	3.9%	11.8%	11.8%	11.8%	3.9%	3.9%	3.9%	7.9%	3.9%	3.9%	7.9%	7.9%
Service Methodology	28.4%	21.3%	21.3%	7.1%	21.3%	21.3%	14.2%	14.2%	14.2%	14.2%	21.3%	14.2%	7.1%	14.2%	14.2%
Service User & Contract Management	18.9%	9.5%	9.5%	14.2%	9.5%	9.5%	4.7%	9.5%	9.5%	4.7%	9.5%	9.5%	9.5%	9.5%	4.7%
Social Benefits 7%															
Social Benefits	7%	5.3%	3.5%	5.3%	5.3%	1.8%	1.8%	1.8%	1.8%	3.5%	3.5%	1.8%	0.0%	5.3%	1.8%
Quality Sub-Total %	70%	47.9%	46.1%	30.5%	47.9%	44.4%	32.5%	29.4%	29.4%	26.3%	42.2%	29.4%	20.5%	36.9%	28.6%
Price (30%)															
Price Sub Total %	30%	12.6%	30.0%	1.2%	5.1%	13.2%	4.0%	13.2%	5.8%	2.8%	2.1%	3.2%	2.7%	3.3%	1.5%
Total Score	100%	60.5%	76.1%	31.7%	53.0%	57.6%	36.5%	42.6%	35.2%	29.1%	44.3%	32.6%	23.2%	40.2%	30.1%

Appendix 1 – Employability Skills Flexible FA Scoring Breakdown

Lot 3 – Job Brokerage, Work-based Qualifications and Progression

	Weighting	Experiential Play Ltd	GTS Solutions CIC	HSC FUTURE S LTD	Salus Occupational Health, Safety & Return to Work Services	Sinclair Wellbeing and Training Solutions Limited	Street League	The Digital College Ltd	The Lennox Partnership THIS ONE	The Tell Organisation Ltd	The Training Team (Scotland)	The Wise Group	You're the Hero
Quality 70%													
Contract Management & Delivery 63%													
Experience	15.8%	7.9%	3.9%	11.8%	7.9%	11.8%	3.9%	3.9%	7.9%	3.9%	3.9%	7.9%	7.9%
Service Methodology	28.4%	21.3%	14.2%	21.3%	21.3%	14.2%	14.2%	14.2%	14.2%	14.2%	14.2%	14.2%	14.2%
Service User & Contract Management	18.9%	9.5%	14.2%	14.2%	9.5%	4.7%	9.5%	9.5%	9.5%	9.5%	4.7%	9.5%	9.5%
Social Benefits 7%													
Social Benefits	7%	3.5%	5.3%	5.3%	3.5%	1.8%	1.8%	3.5%	3.5%	1.8%	0.0%	5.3%	1.8%
Quality Sub-Total %	70%	42.2%	37.6%	52.6%	42.2%	32.5%	29.4%	31.1%	35.1%	29.4%	22.8%	36.9%	33.4%
Price (30%)													
Price Sub Total %	30%	30.0%	2.5%	13.5%	3.5%	4.9%	4.8%	3.4%	1.2%	1.9%	3.6%	4.5%	1.2%
Total Score	100%	72.2%	40.1%	66.1%	45.7%	37.4%	34.2%	34.5%	36.3%	31.3%	26.4%	41.4%	34.6%