



# Review of Existing and Planned Contracts for Commercial Vehicles (v3)

## Study Findings and Recommendations

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Report prepared for:



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## Review of existing and planned framework contracts for commercial vehicles

### INTRODUCTION

In May 2009, the Capital Ambition Efficiency Board approved funding for a London wide project to help London local authorities identify and exploit efficiency gains / cashable savings in the acquisition of commercial fleet across London and in the broader aspects of fleet management. A significant part of this programme will be the ability of London authorities to:

- access one or more framework contracts to purchase future requirements against agreed ranges of core specifications
- brigade their requirements with those of other authorities
- utilise modern techniques, including e-auction capability to reduce unit costs

In order to do this, the Project needs to be able to assess what framework contracts are in place or are planned to be in place in the next six calendar months and evaluate their suitability. With this goal in mind, the Capital Ambition Commercial Vehicles Steering Group commissioned **MVT Procurement Solutions Ltd** to undertake this work on its behalf.

This short study has been produced on behalf of **Capital Ambition** to document and evaluate existing and planned frameworks for commercial vehicles. The objectives of the exercise were to:

- Ascertain and summarise the basic contract features such as duration, accessibility, scope, suppliers, volumes of business with the public sector (specifically London), key contacts and coverage (i.e. who can legally access the contract)
- Collect copies of key documents such as terms and conditions, OJEU notices, core specifications used, and marketing materials
- Report on 'value added' features including the following:
  - e-auction capability
  - ability to refurbish existing vehicles as opposed to new acquisitions
  - category management expertise to support clients
  - use of core specifications to support standardisation policies
  - ability to specify chassis manufacturer in order to optimise existing workshop capacity
  - ability for third party organisations to buy off the contract on behalf of their public sector clients
  - publish details of any handling fees /charges that may apply for using the contract
- Recommend which, if any, contracts will be suitable for future usage by the London local authorities to support the goals and objectives of its commercial vehicles project.

## **SECTION 1**

### **SUMMARY OF STUDY FINDINGS AND RECOMMENDATIONS**

This section gives a summary of the comparative features of the contracts and indicates as far as possible which contracts would be suitable for use by the London Local Authorities to support the goals and objectives of its commercial vehicles project. A table of the comparative features of the contracts can also be found at **SECTION 3 APPENDIX A**. The recommendations are general as best value for money can only be ascertained once the specific requirements of the London Authorities, in terms of specifications and volumes, have been decided.

#### **PRO5 Contracts**

It was disappointing not to be able to include details of the PRO5 planned contracts in Section 3 as the OJEU notices for both contracts had not been issued and therefore neither NEPO nor YPO were able to confirm all the information requested. It is unlikely that either contract will be in place for use by 01.04.10.

#### **Scope of Parties able to use the contract.**

The DWP, Firebuy and YPO OJEU notices are definitely worded in such a way that they are open to the London Authorities. The wording of the ESPO OJEU notices is geared towards authorities in that Region and it could be challenged whether “other councils” is acceptable to cover all London Authorities, although such a challenge is rare. The Essex Procurement Hub did not provide any OJEU notices so it was not possible to check their assertion that their contracts are open to use by London Authorities.

Only the DWP and Firebuy contracts are open for use by third parties so, if that requirement is important the Authority should only use either of these contracts depending on the scope of the specification.

#### **Values of Contracts**

The Firebuy and YPO contracts have not been awarded yet so all of the value is still remaining on these, although Firebuy did not specify a value in the OJEU notice. Essex Procurement Hub was not able to supply any figures either in terms of original contract value or values remaining so it was not possible to ascertain how much of the scope is still available. Figures may be available later in the New Year. ESPO could not supply any figures for values remaining and OGC said they did not collect this information from the supplier as the terms of the contract meant it was confidential between the supplier and call-off authority. Generally the conclusion was that the collection of management information for existing contracts is poor.

If London Authorities are concerned only to call off from contracts with value/scope remaining they should use the Firebuy or YPO contracts.

#### **Use of Core Specifications & Category Management**

None of the existing contracts utilize core specifications; they generally operate on the basis of manufacturers standard products. This does not guarantee efficiency so Authorities still have to develop their own specifications at this time. Firebuy intend to collect core

specifications as part of the mini-competition process to hold as generic specifications for use by others. Authorities requiring assistance with the development of specifications, particularly for specialist vehicles would be better to use the Firebuy contract. This contract also offers more category management experience as support is not dependant on the availability of a key person. Taken together OGC and Buying Solutions have over 15 full time professionals working on Fleet so their category management expertise is good, however the first contact is with the OGC help-desk and unless the Authority knows the direct contact details it can be difficult to access the relevant person.

### **Prices and Discounts**

Only Buying Solutions provided any details of the discount structure available through the DWP contract. As no other organizations gave this level of detail it was not possible to ascertain whether this represented value for money or not, although their own benchmarking shows prices at the lowest of the public sector market. An Authority with a small and simple requirement for cars or light commercial vehicles may wish to consider using the DWP/Buying Solutions contract as they can call-off directly without a lengthy mini-competition.

### **Management Fees and Rebates.**

None of the contracting authorities charge a management fee to a London Authority for the use of their framework but most receive a rebate or commission from the supplier based on throughput, which is indirectly added to the price of the products. Only the DWP framework does not attract any extra charges at all. Essex and YPO did not disclose the level of rebate they receive, YPO insisting it was commercially confidential; that lack of transparency makes it difficult judge whether the service they provide is value for money. ESPO and Firebuy receive a comparable 0.5 to 1%. Firebuy is willing to negotiate on the management fee for large orders.

However, London Authorities wishing to use these contracts should consider the level of assistance they will get compared with the rebate. ESPO and Firebuy will facilitate the mini-competition for the authority but users of Essex contracts will have to conduct their own using the templates provided. Buying Solutions will conduct the mini-competition for requirements over 3,000 vehicles but otherwise authorities have to conduct their own mini-competition using the process provided in the pack.

### **e-Auction Capability**

In order to utilize e-auction technology as part of the mini-competition process, this requirement should have been advertised in the OJEU notice. Only the Firebuy contract has this capability explicitly listed so Authorities should use this contract if they want to use e-auctions to purchase vehicles. YPO say their contract for specialist vehicle hire can be used with e-auctions but this is not explicit in the OJEU notice.

### **Sustainable and Low Carbon Options.**

None of the contracts had any innovative solutions to offer with regard to sustainability or carbon reduction other than the standard products offered by the manufacturers on the framework agreements.

## **SECTION 2**

### **SUMMARY OF CONTRACTING AUTHORITIES INTERVIEWED**

This section gives a narrative response and observations of each Contracting Authority together with the contact details of the person who is the main contact for that contract. In the case that the main contact was not available, the contact details of the person who supplied the information is given. All interviews were carried out between 11 and 22 December 2009 and further information was expedited by email if necessary.

It is apparent as a result of this study that many purchasing organisations are reliant on the expertise of a single person for such a specialist category of procurement. As the study took place shortly before Christmas, availability of key personnel was an issue. Only Firebuy was judged to have a “good” response in terms of ease of contact, reflecting the fact that they have a larger department specialising in vehicle procurement. However, everyone who was contacted co-operated with the study so the other responses are judged as adequate.

#### **Association of Greater Manchester Authorities**

Contact: Ian Claydon-Butler ☎ [ian.claydon-butler@trafford.gov.uk](mailto:ian.claydon-butler@trafford.gov.uk) ☎ 0161 9124597

AGMA has just awarded a contract for light commercial vehicles which may be open to London Authorities but the contact was unable to confirm this or provide a copy in time for this report. It is likely that this contract is competitively priced because anecdotal evidence suggests that Buying Solutions then asked suppliers to drop prices on the OGC managed contract, in line with the AGMA deal.

AGMA is embarking on a major vehicles project in January 2010 with a planned 2011 start. This project is looking at shared vehicles services across the 10 Manchester Authorities with a view to having a single vehicles strategy, a single warehouse and workshop for vehicles and combining the specialist vehicles contracts. For example; currently Refuse Collection Vehicles (RCVs) are branded with the Authorities’ logos but by removing the branding they may be able to share RCV’s across authorities and make more efficient use of the assets. It is anticipated that this shared service project will bring about much greater long-term efficiencies for the participants than savings on purchase of vehicles alone. Due to the geographical nature of the project it will not be open to London Authorities to join but there will undoubtedly be useful lessons to be learnt by observing this project carefully, perhaps with a view of replicating it.

#### **Central Buying Consortium**

Contact: Clive Hammond ☎ [clive.hammond@pss.suffolkcc.gov.uk](mailto:clive.hammond@pss.suffolkcc.gov.uk) ☎ 01473 264466

Authorities need to be a member of this consortium to access their frameworks so they are not generally open to the London Authorities.

With specific reference to commercial vehicles CBC say they are now out of contract and are intending to join the PRO5 initiative.

## **DWP / OGC / BUYING SOLUTIONS**

Contact: Mark Pinheiro ☎ [mark.pinheiro@ogc.gsi.gov.uk](mailto:mark.pinheiro@ogc.gsi.gov.uk) ☎ 07748111898.  
Rob Cooksley ☎ [rob.cooksley@buyingsolutions.gsi.gov.uk](mailto:rob.cooksley@buyingsolutions.gsi.gov.uk) ☎ 07789 617324  
Information provided by ☎ [ServiceDesk@ogc.gsi.gov.uk](mailto:ServiceDesk@ogc.gsi.gov.uk)

The DWP contract (now hosted by Buying Solutions) is predominantly used to source passenger cars. Light commercial vehicles (of up to 7.5 tonnes) are available from the manufacturers appointed to the agreement, but it was not the focus of the agreement when it was put together. There is no management fee or rebate mechanism for this contract and it operates on the basis of a discount against list price based on volume and the number of badges in the deal, i.e. a better discount is offered for a 2 badge agreement than a 3 badge (however, in practice the discounts are very similar unless a single badge option is chosen.)

A comprehensive pack can be obtained from the OGC helpdesk ([ServiceDesk@ogc.gsi.gov.uk](mailto:ServiceDesk@ogc.gsi.gov.uk)) and was provided for the purposes of this report; however a confidentiality agreement must be signed to obtain the pack so it is not possible to circulate the appendices with this report. The normal service level is 5 days from request. The normal policy is to apply a commission to the prices. OGC state that independent benchmarking shows that the prices are at the lowest for the public sector so for local authorities wishing to purchase cars this is a good option.

It was originally stated that neither DWP nor Buying Solutions collect any management information about the contract so it was not possible to gauge usage and take-up for the purposes of this report but OGC have since stated that there is a database which collects the vehicle registration numbers, invoice price, discount rate and CO2 emissions for 35,000 vehicles.

The agreement is now in its final year, and Buying Solutions has taken over its management in preparation for the development of a replacement agreement due in late 2010. This is likely to have a wider set of specifications and requirements but heavier vehicles will be left to PRO5 to procure. No further details available yet.

Because the focus of the current contract is on cars the framework does not fit the full scope of the London Commercial Vehicles Project and cannot be fairly compared to the other commercial vehicles contracts in this report. For this reason a detailed assessment is not included in Section 3 and Appendix A.

## **Eastern Shire Purchasing Organisation**

Contact: Kevin Matthews, ☎ [k.matthews@espo.org](mailto:k.matthews@espo.org) ☎ 0116 2657936  
Information provided by Gareth Smith, ☎ [gr.smith@espo.org](mailto:gr.smith@espo.org) ☎ 0116 2657890

ESPO have 3 current contracts that are within the scope of this study.

215D Vehicle Purchase  
215R RCV's and other Municipal Vehicles (e.g. gritters, sweepers, buses etc.)  
218 Vehicle Hire

215D and R currently expire on 31.03.10 but there is a 12 month option to extend which may be taken while PRO5 complete their combined procurement strategy; 218 expires on 31.11.08.

There are some terms in place so mini-competition is not always required but ESPO did not pass on the prices and discounts for evaluation with this study. With respect to RCVs and

municipal vehicles; in most cases ESPO would expect to conduct a mini-competition on behalf of the Authorities wishing to use this contract so there are no discount or prices lists available to ascertain value for money. A commission of between 0.5 and 1% is charged by ESPO to the supplier to cover the costs of mini-competitions and contract management.

### **Essex Procurement Hub**

Contact: John Wickes, ☎ [johnwi@braintree.gov.uk](mailto:johnwi@braintree.gov.uk) ☎ 01376 551414  
Information provided by Will Baxter, ☎ [wilba@braintree.gov.uk](mailto:wilba@braintree.gov.uk)

The Essex Procurement Hub has a number of relevant contracts available for use by London Authorities. Of particular interest are those for purchase and hire of more specialist vehicles:

Commercial Vehicles up to 7.5 tonnes Purchase  
Commercial Vehicles up to 7.5 tonnes Hire  
Refuse/Recycling Vehicles Purchase  
Refuse Collection Vehicles Hire  
Pedestrian, Mechanical, Compact and Truck Mounted Sweepers.

General information packs about each contract are available from the Essex Procurement Hub on 01376 551414 or by email to [procurement@braintree.gov.uk](mailto:procurement@braintree.gov.uk) and were supplied for this study although no prices and discount structures were available to ascertain value for money. In most cases the purchasing authority would sign a simple access agreement and then conduct their own mini-competition using the templates provided. The Essex Procurement Hub does receive a rebate from the contract suppliers but did not disclose the amount.

### **FIREBUY**

Contact: Graham Maltby, ☎ [graham.maltby@firebuy.gov.uk](mailto:graham.maltby@firebuy.gov.uk) ☎ 01785 814484 or 07712 793059

Although up to now Firebuy has specialised in the procurement of Fire & Rescue related vehicles, their latest procurement is for "Special Vehicle Provision." The scope of this contract includes anything with a chassis, including larger commercial vehicles such as sweepers, gritters and refuse vehicles, it could also include buses. This contract will be a 4 year framework agreement to be awarded in February 2010 with a planned start date of 01.04.10. For this study Firebuy have provided the ITT documentation and the list of short-listed tenderers but, due to the fact that this procurement is currently at the ITT stage, the details cannot be circulated with this report.

The Framework will be in 3 parts, light and heavy commercial vehicles, bodywork and top hamper requirements and conversions, fitting out & finishing, refurbishment and upgrade. The main advantage of this framework is that it can be used to purchase hire or lease almost any type of vehicle or to convert or refurbish a vehicle bought under another contract.

Procurement will be by mini-competition and Firebuy has an experienced team to facilitate this process on behalf of an authority. Although, in the first instance, local authorities will need to have their own specifications, Firebuy will collect core specifications via the mini-competition process and through the suppliers to hold as generic specifications for use by other users.

A 1% commission will be included in the prices, payable to Firebuy at the end of each individual contract when the last item to be called-off has been delivered. This may be negotiable for large orders.



## **NEPO**

Contact: Michael Curtis, ✉ [michaelcurtis@gateshead.gov.uk](mailto:michaelcurtis@gateshead.gov.uk) ☎ 0191 433 5945

NEPO are leading on behalf of PRO5 on the pan-government procurement of light commercial vehicles under 3.5 tonnes. At the time of this study they had not drafted the OJEU notice and were aiming for a contract award between April and June 2010 which is optimistic.

As the OJEU notice is not agreed the scope of the contract has not been decided. It is envisaged that it will be vehicle specific with terms and conditions agreed for direct call-off with certain manufacturers. A mini-competition facility and e-auction capability is also planned.

It has not yet been decided whether a management fee or rebate scheme will be used to fund the procurement and contract management. NEPO members usually pay a membership fee to be part of the consortium. A review into this matter is on-going and won't be concluded until January or February 2010.

## **YPO**

Contact: Roy Orchard, ✉ [royo@ypo.co.uk](mailto:royo@ypo.co.uk) ☎ 01924 834967

YPO had their own contract for the purchase of cars and light commercial vehicles which ran out in December 2009. YPO is leading, on behalf of PRO5, on the purchase of cars and Light commercial vehicles over 3.5 tonnes but at the time of this report had not issued the OJEU notice and could not supply a copy. They plan to have a contract in place by 1 April 2010 but given the timescales required this is optimistic.

PRO5 is not intending to advertise for contract hire of commercial vehicles so YPO is in the process of tendering for this. At the time of this report the procurement was in the notification of award/mandatory standstill period so YPO could not supply any details of the contract or the successful suppliers but they did supply the OJEU notice.

## SECTION 3

This section shows the findings of the study set out in a pre-agreed form so that the information about each contract can be easily compared. Appendix A shows a “Balanced-Scorecard” of the results with emoticons suggesting whether the response was “Good,” “Adequate,” or “Poor/Lacking Information.” This is a subjective assessment and depends on an Authority’s requirements.

### REVIEW OF EXISTING AND PLANNED FRAMEWORK CONTRACTS FOR COMMERCIAL VEHICLES

1.	<b>NAME OF CONTRACTING AUTHORITY FOR FRAMEWORK</b>  <b>Eastern Shires Purchasing Organisation (ESPO)</b>
2.	<b>NAME &amp; CONTRACT REFERENCE NO. OF FRAMEWORK</b>  Vehicle Contract Hire. Contract Ref: 218
3.	<b>NAME &amp; CONTACT DETAILS OF FRAMEWORK MANAGER (TO ACCESS CONTRACT)</b>  Kevin Matthews Tel: 0116 265 7936 Email: <a href="mailto:k.matthews@espo.org">k.matthews@espo.org</a>
4.	<b>CONTRACT START &amp; END DATE: 3 Years 01.09.08 – 31.08.11 with an option to extend for a further 12 months.</b>  <b>INTEND TO RENEW? Not decided at this time.</b>
5.	<b>SCOPE &amp; DESCRIPTION OF VEHICLES AVAILABLE (STATE ALSO WHETHER PURCHASE, LEASE OR RENT)</b>  Vehicle Contract Hire. This includes providers of contract hire in five categories, i.e. cars, LCVs and minibuses, commercial vehicles up to 7.5T, and HGVs. <ul style="list-style-type: none"> <li>○ Group A: Cars</li> <li>○ Group B: LCVs (up to 3.5T) &amp; Standard Minibuses (up to 16 passenger seats)</li> <li>○ Group C: Wheelchair Accessible Passenger Vehicles, Large Buses and Coaches</li> <li>○ Group D: Commercial Vehicles 3.5T - 7.5T GVM</li> <li>○ Group E: Heavy Commercial Vehicles over 7.5T GVM, Municipal / Specialist Vehicles</li> </ul>
6.	<b>SCOPE OF PURCHASING BODIES ABLE TO ACCESS THE CONTRACT</b>  <b>London authorities are generally referred to as “other public bodies” not specifically named in the OJEU notice which says:</b>  “The contract arrangement will be made available for use by all departments, including all schools, of the various Councils within the East of England, West Midlands and East Midlands regions. These regions are defined by the Regional Centres of Excellence and precise details of all the authorities in the three regions are to be found on <a href="http://www.rcoe.gov.uk">www.rcoe.gov.uk</a> and then look at authorities by region. There are 54 in the East of England, 45 in the East Midlands and 38 in the West Midlands. As this contract will be established by ESPO, as a Central Purchasing Body within the meaning of the EU Public Procurement Directive 2004/18/EC, other public bodies, such as the Police, Fire and Rescue Service, other Councils and registered charities within the UK will be entitled to use the contract arrangement.”
7.	<b>(a) ORIGINAL VALUE OF FRAMEWORK (IN OJEU NOTICE)</b> <b>£6 million</b>

	<p><b>(b) VALUE OF CALL-OFFS SO FAR WITH PUBLIC SECTOR</b> Not known</p> <p><b>(c) VALUE OF CALL-OFFS SPECIFICALLY WITH LONDON AUTHORITIES</b> Not known</p> <p><b>(d) REMAINING SCOPE &amp; VALUE ON FRAMEWORK</b> Not known</p>				
8.	<b>SUPPLIERS/MANUFACTURERS ON FRAMEWORK</b>				
	Alliance & Leicester Automotive Leasing Burnt Tree CP Davidson Dawson Rentals Grosvenor Inchcape Lloyds TSB London Hire	Masterlease Ogilvie Pendragon Specialist Fleet Services SHB Hire TCH Leasing Translinc Unilink WCR Muncial			Woodend
9.	<b>AVAILABILITY OF KEY DOCUMENTS</b>				
		<b>SUPPLIED</b>	<b>AVAILABLE ON WEBSITE</b>	<b>AVAILABLE BUT NOT SUPPLIED</b>	<b>NOT AVAILABLE</b>
	<b>a</b>	<b>OJEU NOTICE</b>	YES		
	<b>b</b>	<b>CORE SPECIFICATIONS</b>			X
	<b>c</b>	<b>PRICES</b>			X
	<b>d</b>	<b>TERMS &amp; CONDITIONS</b>	YES		
	<b>e</b>	<b>OTHER MARKETING</b>	ESPO Vehicles Procurement service Guide and Vehicle Hire Contract user Guide supplied.		
10.	<b>VALUE ADDED FEATURES</b>				
	<b>a</b>	<b>Mini-competitions</b>	Yes. Unless requested to do otherwise, ESPO would assume responsibility for preparing and drafting all relevant documentation,		
	<b>b</b>	<b>e-auction capability</b>	NO		
	<b>c</b>	<b>Refurbish existing vehicles</b>	No		
	<b>d</b>	<b>Warranties</b>	No details supplied		
	<b>e</b>	<b>Use of core specifications</b>	Specifications to be supplied by purchasing authority.		
	<b>f</b>	<b>Category management expertise</b>	Category Management Support is dependent on the availability of key personnel. ESPO says it “provides a comprehensive bespoke procurement service tailored to each client’s needs in order to assist them with the procurement (purchase, contract hire or other funded acquisition) of all types of vehicles, including cars, minibuses, LCVs and HGVs, specialist vehicles (e.g. refuse collection		

			vehicles, buses, fire appliances) and grounds maintenance equipment. ESPO's experienced and qualified staff are here to assist clients through the complex procurement process, including project planning, advice on EU procurement directives, management of the tender process, negotiations and contract award. We aim to meet the need of managers and budget holders to obtain value for money."
	<b>g</b>	<b>Ability to specify chassis manufacturer</b>	N/A
	<b>h</b>	<b>Use by third party organisations</b>	<b>No</b>
	<b>i</b>	<b>Handling fees/management fees</b>	<b>None</b>
	<b>j</b>	<b>Rebates</b>	<b>1% from supplier to framework owner.</b>
	<b>k</b>	<b>Sustainable and low carbon products offered</b>	<b>Not specifically but could put in mini-competition as one of the evaluation criteria</b>
	<b>l</b>	<b>Other</b>	

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1.	<b>NAME OF CONTRACTING AUTHORITY FOR FRAMEWORK</b>  <b>Eastern Shires Purchasing Organisation (ESPO)</b>
2.	<b>NAME &amp; CONTRACT REFERENCE NO. OF FRAMEWORK</b>  Supply of Commercial Vehicles. Contract 215D
3.	<b>NAME &amp; CONTACT DETAILS OF FRAMEWORK MANAGER (TO ACCESS CONTRACT)</b>  Kevin Matthews Tel: 0116 265 7936 Email: <a href="mailto:k.matthews@espo.org">k.matthews@espo.org</a>
4.	<b>CONTRACT START &amp; END DATE: 3 Years 01.04.07 – 31.03.10 with an option to extend for a further 12 months.</b>  <b>INTEND TO RENEW? May use option to extend and then join PRO5 contract.</b>
5.	<b>SCOPE &amp; DESCRIPTION OF VEHICLES AVAILABLE (STATE ALSO WHETHER PURCHASE, LEASE OR RENT)</b>  Outright purchase the majority of commercial vehicles required by its members and other local authorities, including car-derived and other vans, minibuses, light and heavy commercial vehicles.
6.	<b>SCOPE OF PURCHASING BODIES ABLE TO ACCESS THE CONTRACT</b>  <b>London authorities are generally referred to as “other public bodies” not specifically named in the OJEU notice which says:</b>  “The contract arrangement will be made available for use by all departments, including all schools, of the various Councils within the East of England, West Midlands and East Midlands regions. These regions are defined by the Regional Centres of Excellence and precise details of all the authorities in the three regions are to be found on <a href="http://www.rcoe.gov.uk">www.rcoe.gov.uk</a> and then look at authorities by region. There are 54 in the East of England, 45 in the East Midlands and 39 in the West Midlands. As this contract will be established by ESPO, as a Central Purchasing Body within the meaning of the new EU Public Procurement Directive 2004/18/EC, other public bodies, such as the Police, Fire and Rescue Service and other Councils within the UK will be entitled to use the contract arrangement.”
7.	<b>(a) ORIGINAL VALUE OF FRAMEWORK (IN OJEU NOTICE)</b> <b>£20 million</b>  <b>(b) VALUE OF CALL-OFFS SO FAR WITH PUBLIC SECTOR</b> <b>Not known</b>  <b>(c) VALUE OF CALL-OFFS SPECIFICALLY WITH LONDON AUTHORITIES</b> <b>Not known</b>  <b>(d) REMAINING SCOPE &amp; VALUE ON FRAMEWORK</b> <b>Not known</b>

8.	<b>SUPPLIERS/MANUFACTURERS ON FRAMEWORK</b>  Most major manufacturers participate, providing fleet support for ESPO' client authorities, these include <b>Citroen, Daewoo, DAF, Fiat, Ford, Isuzu, Iveco, Land Rover, LDV, MAN, Mercedes, Mitsubishi, Nissan, Peugeot, Renault, Toyota, Vauxhall and VW.</b> Additionally, ESPO has terms in place with a number of manufacturers' agent (dealers), where required to supplement the manufacturers' terms. Suppliers will be expected to act as main contractor for the supply of vehicles requiring bodywork or conversion for specific purposes, such as minibuses (van conversions and coach-built), tippers, flat beds, box vans, etc.				
9.	<b>AVAILABILITY OF KEY DOCUMENTS</b>				
		<b>SUPPLIED</b>	<b>AVAILABLE ON WEBSITE</b>	<b>AVAILABLE BUT NOT SUPPLIED</b>	<b>NOT AVAILABLE</b>
a	<b>OJEU NOTICE</b>	YES			
b	<b>CORE SPECIFICATIONS</b>				X
c	<b>PRICES</b>				X
d	<b>TERMS &amp; CONDITIONS</b>				X
e	<b>OTHER MARKETING</b>	ESPO Vehicles Procurement service Guide			
10.	<b>VALUE ADDED FEATURES</b>				
a	<b>Mini-competitions</b>	Yes. Unless requested to do otherwise, ESPO would assume responsibility for preparing and drafting all relevant documentation,			
b	<b>e-auction capability</b>	NO			
c	<b>Refurbish existing vehicles</b>	No			
d	<b>Warranties</b>	No details supplied			
e	<b>Use of core specifications</b>	Specifications to be supplied by purchasing authority.			
f	<b>Category management expertise</b>	Dependant on availability of key personnel. ESPO says it "provides a comprehensive bespoke procurement service tailored to each client's needs in order to assist them with the procurement (purchase, contract hire or other funded acquisition) of all types of vehicles, including cars, minibuses, LCVs and HGVs, specialist vehicles (e.g. refuse collection vehicles, buses, fire appliances) and grounds maintenance equipment. ESPO's experienced and qualified staff are here to assist clients through the complex procurement process, including project planning, advice on EU procurement directives, management of the tender process, negotiations and contract award. We aim to meet the need of managers and budget holders to obtain value for money."			
g	<b>Ability to specify chassis manufacturer</b>	If on framework. Suppliers will be expected to act as main contractor for the supply of vehicles requiring bodywork or conversion for specific purposes, such as minibuses (van conversions and coach-built), tippers, flat beds, box vans, etc.			
h	<b>Use by third party organisations</b>	No			

	<b>i</b>	<b>Handling fees/management fees</b>	<b>None</b>
	<b>j</b>	<b>Rebates</b>	<b>1% to framework owner</b>
	<b>k</b>	<b>Sustainable and low carbon products offered</b>	<b>Not specifically but could put in mini-competition as one of the evaluation criteria</b>
	<b>l</b>	<b>Other</b>	

## REVIEW OF EXISTING AND PLANNED FRAMEWORK CONTRACTS FOR COMMERCIAL VEHICLES

1.	<b>NAME OF CONTRACTING AUTHORITY FOR FRAMEWORK</b>  Eastern Shires Purchasing Organisation (ESPO)
2.	<b>NAME &amp; CONTRACT REFERENCE NO. OF FRAMEWORK</b>  Supply of RCVs and other municipal vehicles. Contract 215R
3.	<b>NAME &amp; CONTACT DETAILS OF FRAMEWORK MANAGER (TO ACCESS CONTRACT)</b>  Kevin Matthews Tel: 0116 265 7936 Email: <a href="mailto:k.matthews@espo.org">k.matthews@espo.org</a>
4.	<b>CONTRACT START &amp; END DATE: 3 Years 01.04.07 – 31.03.10 with an option to extend for a further 12 months.</b>  <b>INTEND TO RENEW? May use option to extend and then join PRO5 contract.</b>
5.	<b>SCOPE &amp; DESCRIPTION OF VEHICLES AVAILABLE (STATE ALSO WHETHER PURCHASE, LEASE OR RENT)</b>  Supply of refuse collection vehicles, other municipal vehicles (sweepers and gully emptiers), and buses (minibuses, buses and coaches).  The scope in the OJEU notice is “to establish a supply arrangement with manufacturer's and/or other suppliers for the procurement(via outright purchase)of Refuse Collection Vehicles, other municipal vehicles (including gully emptiers and sweeping vehicles)and buses including wheelchair accessible buses, single deck and double deck buses etc...”
6.	<b>SCOPE OF PURCHASING BODIES ABLE TO ACCESS THE CONTRACT</b>  <b>London authorities are generally referred to as “other public bodies” not specifically named in the OJEU notice which says:</b>  “The contract arrangement will be made available for use by all departments, including all schools, of the various Councils within the East of England, West Midlands and East Midlands regions. These regions are defined by the Regional Centres of Excellence and precise details of all the authorities in the three regions are to be found on <a href="http://www.rcoe.gov.uk">www.rcoe.gov.uk</a> and then look at authorities by region. There are 54 in the East of England, 45 in the East Midlands and 39 in the West Midlands. As this contract will be established by ESPO, as a Central Purchasing Body within the meaning of the new EU Public Procurement Directive 2004/18/EC, other public bodies, such as the Police, Fire and Rescue Service and other Councils within the UK will be entitled to use the contract arrangement.”
7.	<b>(a) ORIGINAL VALUE OF FRAMEWORK (IN OJEU NOTICE)</b> <b>£60 million</b>  <b>(b) VALUE OF CALL-OFFS SO FAR WITH PUBLIC SECTOR</b> <b>Not known</b>  <b>(c) VALUE OF CALL-OFFS SPECIFICALLY WITH LONDON AUTHORITIES</b> <b>Not known</b>



	<b>(d) REMAINING SCOPE &amp; VALUE ON FRAMEWORK</b> Not known				
8.	<b>SUPPLIERS/MANUFACTURERS ON FRAMEWORK</b>  Not given but includes Dennis Eagle, Applied Sweepers, Hako, Johnston, Scarab and Schmidt				
9.	<b>AVAILABILITY OF KEY DOCUMENTS</b>				
		<b>SUPPLIED</b>	<b>AVAILABLE ON WEBSITE</b>	<b>AVAILABLE BUT NOT SUPPLIED</b>	<b>NOT AVAILABLE</b>
a	<b>OJEU NOTICE</b>	YES			
b	<b>CORE SPECIFICATIONS</b>				X
c	<b>PRICES</b>				X
d	<b>TERMS &amp; CONDITIONS</b>				X
e	<b>OTHER MARKETING</b>	<b>ESPO Vehicles Procurement service Guide</b>			
10.	<b>VALUE ADDED FEATURES</b>				
a	<b>Mini-competitions</b>	<b>Yes.</b> Unless requested to do otherwise, ESPO would assume responsibility for preparing and drafting all relevant documentation, Due to the specialist nature of the vehicles, pricing and other terms are also established for specific requirements as and when they occur, although a limited number of suppliers ( <i>Dennis Eagle, Applied Sweepers, Hako, Johnston, Scarab and Schmidt</i> ) have provided terms allowing call-off without further competition.			
b	<b>e-auction capability</b>	<b>NO</b>			
c	<b>Refurbish existing vehicles</b>	<b>No</b>			
d	<b>Warranties</b>	<b>No details supplied</b>			
e	<b>Use of core specifications</b>	<b>Specifications to be supplied by purchasing authority.</b>			
f	<b>Category management expertise</b>	Dependant on the availability of key personnel. ESPO says it “provides a comprehensive bespoke procurement service tailored to each client’s needs in order to assist them with the procurement (purchase, contract hire or other funded acquisition) of all types of vehicles, including cars, minibuses, LCVs and HGVs, specialist vehicles (e.g. refuse collection vehicles, buses, fire appliances) and grounds maintenance equipment. ESPO’s experienced and qualified staff are here to assist clients through the complex procurement process, including project planning, advice on EU procurement directives, management of the tender process, negotiations and contract award. We aim to meet the need of managers and budget holders to obtain value for money.”			
g	<b>Ability to specify chassis manufacturer</b>	Limited.			
h	<b>Use by third party organisations</b>	<b>No</b>			

	<b>i</b>	<b>Handling fees/management fees</b>	<b>None</b>
	<b>j</b>	<b>Rebates</b>	<b>0.5% to framework owner.</b>
	<b>k</b>	<b>Sustainable and low carbon products offered</b>	<b>Not specifically but could put in mini-competition as one of the evaluation criteria</b>
	<b>l</b>	<b>Other</b>	

## REVIEW OF EXISTING AND PLANNED FRAMEWORK CONTRACTS FOR COMMERCIAL VEHICLES

1.	<b>NAME OF CONTRACTING AUTHORITY FOR FRAMEWORK</b>  <b>The Essex Procurement Hub</b>
2.	<b>NAME &amp; CONTRACT REFERENCE NO. OF FRAMEWORK</b>  GROUNDS MAINTENANCE EQUIPMENT FRAMEWORK AGREEMENT REF JAW/03/06
3.	<b>NAME &amp; CONTACT DETAILS OF FRAMEWORK MANAGER (TO ACCESS CONTRACT)</b>  <b>John Wickes</b> <b>Email:</b> <a href="mailto:john.wickes@braintree.gov.uk">john.wickes@braintree.gov.uk</a> <b>Tel:</b> 01376 551414
4.	<b>CONTRACT START &amp; END DATE: 4 years    01.12.06 to 30.11.10</b>  <b>INTEND TO RENEW?</b>
To	<b>SCOPE &amp; DESCRIPTION OF VEHICLES AVAILABLE (STATE ALSO WHETHER PURCHASE, LEASE OR RENT)</b>  <ul style="list-style-type: none"> <li>○ General Agricultural/Horticultural Machinery: Including tractors, flails and trailers</li> <li>○ Gang Mowers and Associated Equipment</li> <li>○ Mowers</li> <li>○ Chainsaws, Strimmers and Associated Equipment</li> </ul>
6.	<b>SCOPE OF PURCHASING BODIES ABLE TO ACCESS THE CONTRACT</b>  <b>Believe to be Pan Govt but OJEU Notice not supplied.</b>
7.	<b>(a) ORIGINAL VALUE OF FRAMEWORK (IN OJEU NOTICE) Not given.</b>  <b>(b) VALUE OF CALL-OFFS SO FAR WITH PUBLIC SECTOR. Not given. 2009 figures currently being collated.</b>  <b>(c) VALUE OF CALL-OFFS SPECIFICALLY WITH LONDON AUTHORITIES . Not given.</b>  <b>(d) REMAINING SCOPE &amp; VALUE ON FRAMEWORK. Not given but believe scope remaining.</b>
8.	<b>SUPPLIERS/MANUFACTURERS ON FRAMEWORK</b>  <ul style="list-style-type: none"> <li>• Ashstead Plant Hire Company Ltd (rental only)</li> <li>• Ernest Doe &amp; Sons Ltd (all lots)</li> <li>• George Browns Implements/Chelmsford Grass Machinery (all lots)</li> <li>• P.Tuckwell Ltd (all lots)</li> <li>• Indespension Ltd (trailers only)</li> </ul>

	<ul style="list-style-type: none"> <li>R.W. Crawford Agricultural Machinery (agricultural only)</li> </ul>				
<b>9.</b>	<b>AVAILABILITY OF KEY DOCUMENTS</b>				
		<b>SUPPLIED</b>	<b>AVAILABLE ON WEBSITE</b>	<b>AVAILABLE BUT NOT SUPPLIED</b>	<b>NOT AVAILABLE</b>
<b>a</b>	<b>OJEU NOTICE</b>				<b>X</b>
<b>b</b>	<b>CORE SPECIFICATIONS</b>				<b>X</b>
<b>c</b>	<b>PRICES</b>				<b>X use mini-comp</b>
<b>d</b>	<b>TERMS &amp; CONDITIONS</b>				<b>X</b>
<b>e</b>	<b>OTHER MARKETING</b>	<b>User Guide</b>			
<b>10.</b>	<b>VALUE ADDED FEATURES</b>				
<b>a</b>	<b>Mini-competitions</b>	<b>Yes, in all cases</b> but authority has to carry out own.			
<b>b</b>	<b>e-auction capability</b>	<b>Not specified.</b>			
<b>c</b>	<b>Refurbish existing vehicles</b>	<b>N/A</b>			
<b>d</b>	<b>Warranties</b>	<b>Not Specified.</b>			
<b>e</b>	<b>Use of core specifications</b>	<b>No. Authorities need to provide their own specifications.</b>			
<b>f</b>	<b>Category management expertise</b>	<b>Do not operate a category management approach but work with experts within various councils.</b>			
<b>g</b>	<b>Ability to specify chassis manufacturer</b>	<b>N/A</b>			
<b>h</b>	<b>Use by third party organisations</b>	<b>No</b>			
<b>i</b>	<b>Handling fees/management fees</b>	<b>None</b>			
<b>j</b>	<b>Rebates</b>	<b>Yes but amount not specified.</b>			
<b>k</b>	<b>Sustainable and low carbon products offered</b>	<b>Not specified but may be purchased if available from suppliers.</b>			
<b>l</b>	<b>Other</b>	<b>A simple access agreement required.</b>			

## REVIEW OF EXISTING AND PLANNED FRAMEWORK CONTRACTS FOR COMMERCIAL VEHICLES

1.	<b>NAME OF CONTRACTING AUTHORITY FOR FRAMEWORK</b>  <b>The Essex Procurement Hub</b>
2.	<b>NAME &amp; CONTRACT REFERENCE NO. OF FRAMEWORK</b>  CONTRACT HIRE WITH MAINTENANCE OF COMMERCIAL VEHICLES UP TO 7.5 TONNES FRAMEWORK AGREEMENT REF: PROC08-0078
3.	<b>NAME &amp; CONTACT DETAILS OF FRAMEWORK MANAGER (TO ACCESS CONTRACT)</b>  <b>John Wickes</b> <b>Email:</b> <a href="mailto:john.wickes@braintree.gov.uk">john.wickes@braintree.gov.uk</a> <b>Tel:</b> 01376 551414
4.	<b>CONTRACT START &amp; END DATE: 4 years    01.08.09 to 31.07.13</b>  <b>INTEND TO RENEW? N/A</b>
To	<b>SCOPE &amp; DESCRIPTION OF VEHICLES AVAILABLE (STATE ALSO WHETHER PURCHASE, LEASE OR RENT)</b>  Contract hire with maintenance of commercial vehicles up to 7.5 tonnes:
6.	<b>SCOPE OF PURCHASING BODIES ABLE TO ACCESS THE CONTRACT</b>  <b>Believed to be Pan Govt but OJEU not supplied.</b>
7.	<b>(a) ORIGINAL VALUE OF FRAMEWORK (IN OJEU NOTICE) Not given.</b>  <b>(b) VALUE OF CALL-OFFS SO FAR WITH PUBLIC SECTOR. Not given. 2009 figures currently being collated.</b>  <b>(c) VALUE OF CALL-OFFS SPECIFICALLY WITH LONDON AUTHORITIES. Not given.</b>  <b>(d) REMAINING SCOPE &amp; VALUE ON FRAMEWORK. Not given but believe scope remaining.</b>
8.	<b>SUPPLIERS/MANUFACTURERS ON FRAMEWORK</b> <ul style="list-style-type: none"> <li>• Automotive Leasing</li> <li>• Lloyds TSB Autolease</li> <li>• SFS</li> <li>• SHB</li> <li>• Translinc</li> </ul>

<b>9. AVAILABILITY OF KEY DOCUMENTS</b>					
		<b>SUPPLIED</b>	<b>AVAILABLE ON WEBSITE</b>	<b>AVAILABLE BUT NOT SUPPLIED</b>	<b>NOT AVAILABLE</b>
<b>a</b>	<b>OJEU NOTICE</b>				<b>X</b>
<b>b</b>	<b>CORE SPECIFICATIONS</b>				<b>X</b>
<b>c</b>	<b>PRICES</b>				<b>X use mini-comp</b>
<b>d</b>	<b>TERMS &amp; CONDITIONS</b>	<b>YES</b>			
<b>e</b>	<b>OTHER MARKETING</b>	<b>User Guide</b>			
<b>10. VALUE ADDED FEATURES</b>					
<b>a</b>	<b>Mini-competitions</b>	<b>Yes, in all cases but authority has to carry out own.</b>			
<b>b</b>	<b>e-auction capability</b>	<b>Not stated.</b>			
<b>c</b>	<b>Refurbish existing vehicles</b>	<b>N/A</b>			
<b>d</b>	<b>Warranties</b>	<b>N/A</b>			
<b>e</b>	<b>Use of core specifications</b>	<b>No. Authorities need to provide their own specifications.</b>			
<b>f</b>	<b>Category management expertise</b>	<b>Do not operate a category management approach but work with experts within various councils.</b>			
<b>g</b>	<b>Ability to specify chassis manufacturer</b>	<b>N/A</b>			
<b>h</b>	<b>Use by third party organisations</b>	<b>No</b>			
<b>i</b>	<b>Handling fees/management fees</b>	<b>None</b>			
<b>j</b>	<b>Rebates</b>	<b>Yes but amount not specified.</b>			
<b>k</b>	<b>Sustainable and low carbon products offered</b>	<b>Can specify at mini-competition. If available from framework suppliers.</b>			
<b>l</b>	<b>Other</b>	<b>A simple access agreement required.</b>			

## REVIEW OF EXISTING AND PLANNED FRAMEWORK CONTRACTS FOR COMMERCIAL VEHICLES

1.	<b>NAME OF CONTRACTING AUTHORITY FOR FRAMEWORK</b>  <b>The Essex Procurement Hub</b>
2.	<b>NAME &amp; CONTRACT REFERENCE NO. OF FRAMEWORK</b>  OUTRIGHT PURCHASE OF COMMERCIAL VEHICLES UP TO 7.5 TONNES  <i>FRAMEWORK AGREEMENT REF: MJS/05/06</i>
3.	<b>NAME &amp; CONTACT DETAILS OF FRAMEWORK MANAGER (TO ACCESS CONTRACT)</b>  <b>John Wickes</b> <b>Email:</b> <a href="mailto:john.wickes@braintree.gov.uk">john.wickes@braintree.gov.uk</a> <b>Tel:</b> 01376 551414
4.	<b>CONTRACT START &amp; END DATE:</b> 4 years      28.03.07 to 27.03.11  <b>INTEND TO RENEW?</b>
To	<b>SCOPE &amp; DESCRIPTION OF VEHICLES AVAILABLE (STATE ALSO WHETHER PURCHASE, LEASE OR RENT)</b>  Purchase of commercial vehicles up to 7.5 tonnes:
6.	<b>SCOPE OF PURCHASING BODIES ABLE TO ACCESS THE CONTRACT</b>  <b>Believed to be Pan Govt but OJEU notice not supplied</b>
7.	<b>(a) ORIGINAL VALUE OF FRAMEWORK (IN OJEU NOTICE)</b> Not given.  <b>(b) VALUE OF CALL-OFFS SO FAR WITH PUBLIC SECTOR.</b> Not given. 2009 figures currently being collated.  <b>(c) VALUE OF CALL-OFFS SPECIFICALLY WITH LONDON AUTHORITIES.</b> Not given.  <b>(d) REMAINING SCOPE &amp; VALUE ON FRAMEWORK.</b> Not given but believe scope remaining.
8.	<b>SUPPLIERS/MANUFACTURERS ON FRAMEWORK</b> <ul style="list-style-type: none"> <li>▪ REA Group UK Ltd.</li> <li>▪ Peugeot Motor Company PLC</li> <li>▪ UV Modular Ltd.</li> <li>▪ Vauxhall Motors Ltd.</li> <li>▪ Volkswagen Centre (East Midlands)</li> <li>▪ Toyota (GB) PLC</li> </ul>

	<ul style="list-style-type: none"> <li>▪ Ford Motor Company Ltd.</li> <li>▪ Norfolk Trucks Ltd.</li> </ul>				
<b>9.</b>	<b>AVAILABILITY OF KEY DOCUMENTS</b>				
		<b>SUPPLIED</b>	<b>AVAILABLE ON WEBSITE</b>	<b>AVAILABLE BUT NOT SUPPLIED</b>	<b>NOT AVAILABLE</b>
<b>a</b>	<b>OJEU NOTICE</b>				<b>X</b>
<b>b</b>	<b>CORE SPECIFICATIONS</b>				<b>X</b>
<b>c</b>	<b>PRICES</b>				<b>X use mini-comp</b>
<b>d</b>	<b>TERMS &amp; CONDITIONS</b>	<b>Draft</b>			
<b>e</b>	<b>OTHER MARKETING</b>	<b>User Guide</b>			
<b>10.</b>	<b>VALUE ADDED FEATURES</b>				
<b>a</b>	<b>Mini-competitions</b>	<b>Yes, in all cases but form for non-member</b> of the procurement partnership, requests “best Local Authority terms to apply to this quotation.” suggesting that different terms might apply to non-,members of the consortium. Authority must carry out own mini-competition.			
<b>b</b>	<b>e-auction capability</b>	<b>Not specified.</b>			
<b>c</b>	<b>Refurbish existing vehicles</b>	<b>N/A</b>			
<b>d</b>	<b>Warranties</b>	Not specified.			
<b>e</b>	<b>Use of core specifications</b>	<b>No. Authorities need to provide their own specifications.</b>			
<b>f</b>	<b>Category management expertise</b>	<b>Do not operate a category management approach but work with experts within various councils.</b>			
<b>g</b>	<b>Ability to specify chassis manufacturer</b>	<b>N/A</b>			
<b>h</b>	<b>Use by third party organisations</b>	<b>No</b>			
<b>i</b>	<b>Handling fees/management fees</b>	<b>None</b>			
<b>j</b>	<b>Rebates</b>	<b>Yes but amount not specified.</b>			
<b>k</b>	<b>Sustainable and low carbon products offered</b>	<b>Can specify at mini-competition. If available from framework suppliers.</b>			
<b>l</b>	<b>Other</b>	<b>A simple access agreement required.</b>			



## REVIEW OF EXISTING AND PLANNED FRAMEWORK CONTRACTS FOR COMMERCIAL VEHICLES

1.	<b>NAME OF CONTRACTING AUTHORITY FOR FRAMEWORK</b>  <b>The Essex Procurement Hub</b>
2.	<b>NAME &amp; CONTRACT REFERENCE NO. OF FRAMEWORK</b>  HIRE OF REFUSE COLLECTION VEHICLES FRAMEWORK AGREEMENT REF KAS/02/06
3.	<b>NAME &amp; CONTACT DETAILS OF FRAMEWORK MANAGER (TO ACCESS CONTRACT)</b>  <b>John Wickes</b> <b>Email:</b> <a href="mailto:john.wickes@braintree.gov.uk">john.wickes@braintree.gov.uk</a> <b>Tel:</b> 01376 551414
4.	<b>CONTRACT START &amp; END DATE: 4 years      18.06.07 to 17.06.11</b>  <b>INTEND TO RENEW?</b>
To	<b>SCOPE &amp; DESCRIPTION OF VEHICLES AVAILABLE (STATE ALSO WHETHER PURCHASE, LEASE OR RENT)</b>  Spot Hire of Refuse Collection Vehicles
6.	<b>SCOPE OF PURCHASING BODIES ABLE TO ACCESS THE CONTRACT</b>  Believed to be Pan Govt but OJEU notice not supplied
7.	<b>(a) ORIGINAL VALUE OF FRAMEWORK (IN OJEU NOTICE) Not given.</b>  <b>(b) VALUE OF CALL-OFFS SO FAR WITH PUBLIC SECTOR. Not given. 2009 figures currently being collated.</b>  <b>(c) VALUE OF CALL-OFFS SPECIFICALLY WITH LONDON AUTHORITIES. Not given.</b>  <b>(d) REMAINING SCOPE &amp; VALUE ON FRAMEWORK. Not given but believe scope remaining.</b>
8.	<b>SUPPLIERS/MANUFACTURERS ON FRAMEWORK</b> <ul style="list-style-type: none"> <li>• C P Davidson and Sons Ltd</li> <li>• Fiveways Municipal Vehicle Hire Ltd</li> <li>• GPL Hire and Service</li> <li>• Gulliver's Municipal Hire Services</li> <li>• Noblet Municipal Services Ltd</li> <li>• Riverside Truck Rental Ltd</li> <li>• Specialist Fleet Services Ltd</li> </ul>

	<ul style="list-style-type: none"> <li>Woodend Municipal Services Ltd</li> </ul>				
<b>9.</b>	<b>AVAILABILITY OF KEY DOCUMENTS</b>				
		<b>SUPPLIED</b>	<b>AVAILABLE ON WEBSITE</b>	<b>AVAILABLE BUT NOT SUPPLIED</b>	<b>NOT AVAILABLE</b>
<b>a</b>	<b>OJEU NOTICE</b>				<b>X</b>
<b>b</b>	<b>CORE SPECIFICATIONS</b>				<b>X</b>
<b>c</b>	<b>PRICES</b>				<b>X use mini-comp</b>
<b>d</b>	<b>TERMS &amp; CONDITIONS</b>	<b>YES</b>			
<b>e</b>	<b>OTHER MARKETING</b>	<b>User Guide</b>			
<b>10.</b>	<b>VALUE ADDED FEATURES</b>				
<b>a</b>	<b>Mini-competitions</b>	<b>Yes, in all cases but authority must carry out own.</b>			
<b>b</b>	<b>e-auction capability</b>	<b>Not specified.</b>			
<b>c</b>	<b>Refurbish existing vehicles</b>	<b>N/A</b>			
<b>d</b>	<b>Warranties</b>	<b>N/A</b>			
<b>e</b>	<b>Use of core specifications</b>	<b>No. Authorities need to provide their own specifications.</b>			
<b>f</b>	<b>Category management expertise</b>	<b>Do not operate a category management approach but work with experts within various councils.</b>			
<b>g</b>	<b>Ability to specify chassis manufacturer</b>	<b>N/A</b>			
<b>h</b>	<b>Use by third party organisations</b>	<b>No</b>			
<b>i</b>	<b>Handling fees/management fees</b>	<b>None</b>			
<b>j</b>	<b>Rebates</b>	<b>Yes but amount not specified.</b>			
<b>k</b>	<b>Sustainable and low carbon products offered</b>	<b>Not specified but may be hired if available from suppliers.</b>			
<b>l</b>	<b>Other</b>	<b>A simple access agreement required.</b>			

## REVIEW OF EXISTING AND PLANNED FRAMEWORK CONTRACTS FOR COMMERCIAL VEHICLES

1.	<b>NAME OF CONTRACTING AUTHORITY FOR FRAMEWORK</b>  <b>The Essex Procurement Hub</b>
2.	<b>NAME &amp; CONTRACT REFERENCE NO. OF FRAMEWORK</b>  REFUSE / RECYCLING VEHICLES FRAMEWORK AGREEMENT Ref. PROC08-0079
3.	<b>NAME &amp; CONTACT DETAILS OF FRAMEWORK MANAGER (TO ACCESS CONTRACT)</b>  <b>John Wickes</b> <b>Email:</b> <a href="mailto:john.wickes@braintree.gov.uk">john.wickes@braintree.gov.uk</a> <b>Tel:</b> 01376 551414
4.	<b>CONTRACT START &amp; END DATE: 4 years      18.06.07 to 17.06.11</b>  <b>INTEND TO RENEW?</b>
To	<b>SCOPE &amp; DESCRIPTION OF VEHICLES AVAILABLE (STATE ALSO WHETHER PURCHASE, LEASE OR RENT)</b>  Supply of refuse and recycling vehicles, retrofit of wheelie bin lifts and retro fit of weighing equipment
6.	<b>SCOPE OF PURCHASING BODIES ABLE TO ACCESS THE CONTRACT</b>  Believed to be Pan Govt but OJEU notice not supplied
7.	<b>(a) ORIGINAL VALUE OF FRAMEWORK (IN OJEU NOTICE) Not given.</b>  <b>(b) VALUE OF CALL-OFFS SO FAR WITH PUBLIC SECTOR. Not given. 2009 figures currently being collated.</b>  <b>(c) VALUE OF CALL-OFFS SPECIFICALLY WITH LONDON AUTHORITIES. Not given.</b>  <b>(d) REMAINING SCOPE &amp; VALUE ON FRAMEWORK. Not given but believe scope remaining.</b>
8.	<b>SUPPLIERS/MANUFACTURERS ON FRAMEWORK</b>  <u><b>LOT 1 Refuse Vehicles</b></u> <ul style="list-style-type: none"> <li>• CP Davidson Ltd</li> <li>• Dennis Eagle</li> <li>• Farid UK</li> <li>• FAUN Municipal Vehicles</li> <li>• Geesink Norba Ltd</li> <li>• Heil Europe</li> <li>• NTM GB Ltd</li> </ul>

	<ul style="list-style-type: none"> <li>Orwell Truck &amp; Van</li> </ul> <p><b><u>LOT 2 Recycling Vehicles</u></b></p> <ul style="list-style-type: none"> <li>Orwell Truck &amp; Van</li> <li>Terberg Matec UK Ltd</li> </ul> <p><b><u>LOT 3 Retrofit of Wheelie Bin Lifts</u></b></p> <ul style="list-style-type: none"> <li>Otto</li> <li>Terberg Matec UK Ltd</li> </ul> <p><b><u>LOT 4 Retrofit of Weighing Equipment</u></b></p> <ul style="list-style-type: none"> <li>Terberg Matec UK Ltd</li> </ul>				
9.	<b>AVAILABILITY OF KEY DOCUMENTS</b>				
		<b>SUPPLIED</b>	<b>AVAILABLE ON WEBSITE</b>	<b>AVAILABLE BUT NOT SUPPLIED</b>	<b>NOT AVAILABLE</b>
a	OJEU NOTICE				X
b	CORE SPECIFICATIONS				X
c	PRICES				X use mini-comp
d	TERMS & CONDITIONS				X
e	OTHER MARKETING	User Guide			
10.	<b>VALUE ADDED FEATURES</b>				
a	Mini-competitions	Yes, in all cases but authority has to do own.			
b	e-auction capability	Not specified.			
c	Refurbish existing vehicles	Retrofitting of wheelie bin lifts and weigh equipment.			
d	Warranties	Not specified			
e	Use of core specifications	No. Authorities need to provide their own specifications.			
f	Category management expertise	Do not operate a category management approach but work with experts within various councils.			
g	Ability to specify chassis manufacturer	N/A			
h	Use by third party organisations	No			
i	Handling fees/management fees	None			
j	Rebates	Yes but amount not specified.			
k	Sustainable and low carbon products offered	Not specified but may be hired if available from suppliers.			
l	Other	A simple access agreement required.			

## REVIEW OF EXISTING AND PLANNED FRAMEWORK CONTRACTS FOR COMMERCIAL VEHICLES

1.	<b>NAME OF CONTRACTING AUTHORITY FOR FRAMEWORK</b>  <b>The Essex Procurement Hub</b>
2.	<b>NAME &amp; CONTRACT REFERENCE NO. OF FRAMEWORK</b>  PEDESTRIAN MECHANICAL, COMPACT AND TRUCK MOUNTED SWEEPERS  FRAMEWORK AGREEMENT CAG/04/06
3.	<b>NAME &amp; CONTACT DETAILS OF FRAMEWORK MANAGER (TO ACCESS CONTRACT)</b>  <b>John Wickes</b> <b>Email:</b> <a href="mailto:john.wickes@braintree.gov.uk">john.wickes@braintree.gov.uk</a> <b>Tel:</b> 01376 551414
4.	<b>CONTRACT START &amp; END DATE: 4 years     19.02.07 to 18.02.11</b>  <b>INTEND TO RENEW?</b>
To	<b>SCOPE &amp; DESCRIPTION OF VEHICLES AVAILABLE (STATE ALSO WHETHER PURCHASE, LEASE OR RENT)</b>  Purchase, contract hire and lease of sweepers in the following lots: <ul style="list-style-type: none"> <li>• Outright Purchase Pedestrian machines</li> <li>• Outright Purchase Compact Machines</li> <li>• Outright Purchase Large Machines</li> <li>• Contract Hire all machine types</li> <li>• Lease all machine types</li> </ul>
6.	<b>SCOPE OF PURCHASING BODIES ABLE TO ACCESS THE CONTRACT</b>  <b>Believed to be Pan Govt but OJEU notice not supplied</b>
7.	<b>(a) ORIGINAL VALUE OF FRAMEWORK (IN OJEU NOTICE) Not given.</b>  <b>(b) VALUE OF CALL-OFFS SO FAR WITH PUBLIC SECTOR. Not given. 2009 figures currently being collated.</b>  <b>(c) VALUE OF CALL-OFFS SPECIFICALLY WITH LONDON AUTHORITIES . Not given.</b>  <b>(d) REMAINING SCOPE &amp; VALUE ON FRAMEWORK. Not given but believe scope remaining.</b>
8.	<b>SUPPLIERS/MANUFACTURERS ON FRAMEWORK</b> <ul style="list-style-type: none"> <li>• Applied Sweepers Ltd</li> <li>• Aquajet Cleaning Equipment Ltd</li> <li>• Dawson Group Plc</li> <li>• Euromec Ltd</li> </ul>

	<ul style="list-style-type: none"> <li>• Go Plant Limited</li> <li>• Johnston Sweepers Ltd</li> <li>• KS National (Kent Sweepers Ltd)</li> <li>• Scarab Sweepers Limited</li> <li>• Schmidt Uk Limited</li> <li>• Specialist Fleet Services Ltd</li> </ul>				
<b>9.</b>	<b>AVAILABILITY OF KEY DOCUMENTS</b>				
		<b>SUPPLIED</b>	<b>AVAILABLE ON WEBSITE</b>	<b>AVAILABLE BUT NOT SUPPLIED</b>	<b>NOT AVAILABLE</b>
<b>a</b>	<b>OJEU NOTICE</b>				<b>X</b>
<b>b</b>	<b>CORE SPECIFICATIONS</b>				<b>X</b>
<b>c</b>	<b>PRICES</b>				<b>X use mini-comp</b>
<b>d</b>	<b>TERMS &amp; CONDITIONS</b>	Draft			
<b>e</b>	<b>OTHER MARKETING</b>	User Guide			
<b>10.</b>	<b>VALUE ADDED FEATURES</b>				
<b>a</b>	<b>Mini-competitions</b>	Yes, in all cases but authority must do their own.			
<b>b</b>	<b>e-auction capability</b>	Not specified.			
<b>c</b>	<b>Refurbish existing vehicles</b>	N/A			
<b>d</b>	<b>Warranties</b>	N/A			
<b>e</b>	<b>Use of core specifications</b>	No. Authorities need to provide their own specifications.			
<b>f</b>	<b>Category management expertise</b>	Do not operate a category management approach but work with experts within various councils.			
<b>g</b>	<b>Ability to specify chassis manufacturer</b>	N/A			
<b>h</b>	<b>Use by third party organisations</b>	No			
<b>i</b>	<b>Handling fees/management fees</b>	None			
<b>j</b>	<b>Rebates</b>	Yes but amount not specified.			
<b>k</b>	<b>Sustainable and low carbon products offered</b>	Not specified but may be purchased if available from suppliers.			
<b>l</b>	<b>Other</b>	Simple access agreement required.			

## REVIEW OF EXISTING AND PLANNED FRAMEWORK CONTRACTS FOR COMMERCIAL VEHICLES

1.	<b>NAME OF CONTRACTING AUTHORITY FOR FRAMEWORK</b>  Firebuy Limited
2.	<b>NAME &amp; CONTRACT REFERENCE NO. OF FRAMEWORK</b>  Special Vehicle Provision
3.	<b>NAME &amp; CONTACT DETAILS OF FRAMEWORK MANAGER (TO ACCESS CONTRACT)</b>  Graham Maltby <b>Email:</b> <a href="mailto:graham.maltby@firebuy.gov.uk">graham.maltby@firebuy.gov.uk</a> <b>Tel:</b> 01785 814484 <b>Mobile:</b> 07712 793059
4.	<b>CONTRACT START &amp; END DATE : 4 Year Framework. Planned start date 01.04.10</b>
5.	<b>SCOPE &amp; DESCRIPTION OF VEHICLES AVAILABLE (STATE ALSO WHETHER PURCHASE, LEASE OR RENT)</b>  <p>The scope of this contract includes anything with a chassis, including sweepers, gritters and refuse vehicles. The OJEU notice describes the scope as follows:</p> <p>The Framework will be divided into three Lots for the supply, build and fit-out of a range of commercial vehicles which together will provide a complete vehicle suitable for use in a special application or as a logistical carrier. Such vehicles may include, but are not limited to rescue vehicles (all types), damage control vehicles, command and control vehicles, personnel carrying vehicles, support vehicles and other specialised motor vehicles and educational vehicles. The Lots include the provision of vehicles, top hamper/bodywork and conversion and the contract includes provisions for the vehicles to be purchased, leased or hired and such hiring may be on a fixed, short term or temporary basis.</p> <p>Lot 1: Is for light and heavy commercial vehicles that could range from pickup trucks through to multi axle heavy commercial trucks and tractor units.</p> <p>Lot 2: Is for bodywork and top hamper requirements. Bodywork is defined as any structure which is fitted to the chassis/cab for the carrying of fluid, people or equipment whether permanent or demountable. Top Hamper is defined as equipment or structure in the pursuance of specialist activity. (e.g. Not limited to, but such examples as Cranes, Platforms and lighting masts/towers). This would encompass conventional vehicle bodies and their variants such as curtain-siders and demountables but also include any dedicated function mounted on or in this arrangement, i.e. a pumping unit or its ancillary equipment. It would also encompass vehicles where the bodywork is part of the function of the vehicle i.e. tankers</p> <p>Lot 3: Is for conversions, fitting Out and finishing, refurbishment and/or upgrade and to include the provision of supplementary options such as refurbishment, maintenance, training, part, supply, publications and extended warranty services which may be required in relation to each lot. This would be a range of activities from converting a standard panel van into a mobile workplace to installing equipment, beacons, sirens, logos and conspicuity and communication systems into the whole range of products that maybe available through the framework.</p> <p>The "finished" vehicle may utilise all three lots to form the completed vehicle, but where a complete vehicle is available under Lot 1, it could then go straight to Lot 3 for finishing where appropriate and bypass Lot 2 completely. It would also be possible to just use Lot 2 or/and 3 if the vehicle was procured through another contract.</p> <p>Where a vehicle manufacturer has the capability it is open for it to bid for all three lots. However, in the case of a special role vehicle the manufacturer of the functional element (e.g. Lot 1) may also be the sub</p>

	contractor to a vehicle bodybuilder or convertor. Successful bidders may be required to provide an element of training, maintenance and spares and warranty packages as set out in the tender documents.				
6.	<b>SCOPE OF PURCHASING BODIES ABLE TO ACCESS THE CONTRACT</b>  Pan Government. All public sector bodies are listed in the OJEU notice including all local authorities, police and fire & rescue authorities.				
7.	<b>(a) ORIGINAL VALUE OF FRAMEWORK (IN OJEU NOTICE)</b> No estimated value in OJEU notice.  <b>(b) VALUE OF CALL-OFFS SO FAR WITH PUBLIC SECTOR</b> N/A  <b>(c) VALUE OF CALL-OFFS SPECIFICALLY WITH LONDON AUTHORITIES</b> N/A  <b>(d) REMAINING SCOPE &amp; VALUE ON FRAMEWORK</b> N/A				
8.	<b>SUPPLIERS/MANUFACTURERS ON FRAMEWORK</b>  Not Known until contract award, planned for February 2010. 59 suppliers at ITT stage as intend to have a wide range in each category.				
9.	<b>AVAILABILITY OF KEY DOCUMENTS</b>				
		<b>SUPPLIED</b>	<b>AVAILABLE ON WEBSITE</b>	<b>AVAILABLE BUT NOT SUPPLIED</b>	<b>NOT AVAILABLE</b>
	<b>a</b>	<b>OJEU NOTICE</b>	Yes		
	<b>b</b>	<b>CORE SPECIFICATIONS</b>		See 10.e below	
	<b>c</b>	<b>PRICES</b>	None available yet as contract not awarded.		Use mini competition or e-auction.
	<b>d</b>	<b>TERMS &amp; CONDITIONS</b>	Yes		
	<b>e</b>	<b>OTHER MARKETING</b>	All tender Documents supplied. Guidance will be available on the website.		
10.	<b>VALUE ADDED FEATURES</b>				
	<b>a</b>	<b>Mini-competitions</b>	Yes, Firebuy will facilitate.		
	<b>b</b>	<b>e-auction capability</b>	Yes		
	<b>c</b>	<b>Refurbish existing vehicles</b>	Yes		
	<b>d</b>	<b>Warranties</b>	Yes		
	<b>e</b>	<b>Use of core specifications</b>	Firebuy will collect this information via the mini-competition process and through the suppliers and hold as generic specs for use by others		
	<b>f</b>	<b>Category management expertise</b>	"We now have three fully established National Framework Agreements Accredited by OGC that have been running		



			between 2-3 years. We have facilitated the provision of over 600 fire related and support vehicles (many of which are deemed specialist) with an overall turnover of £130 million, across 92% of Local Authority Fire and Rescue Services and the Ministry of Defence accruing £3.08 million of cashable saving and a multitude of “Value Added” components including active and specialist contract management and undertaking mini- competition exercises for clients. We do not envisage any Local Authority requirement as outside of the scope that we cannot support of be accessed via our new framework arrangements.”
	<b>g</b>	<b>Ability to specify chassis manufacturer</b>	<b>Yes</b>
	<b>h</b>	<b>Use by third party organisations</b>	<b>Yes.</b>
	<b>i</b>	<b>Handling fees/management fees</b>	<b>None</b>
	<b>j</b>	<b>Rebates</b>	<b>1% commission included in prices, payable to Firebuy at the end of each individual contract when last item in call-off delivered. This is negotiable for large orders.</b>
	<b>k</b>	<b>Sustainable and low carbon products offered</b>	<b>Yes, if specified at mini-competition.</b> If an authority requires a low carbon vehicle option then providing the manufacturer's badge is offered on the chassis /cab then this can be quoted on that spec from lot 1
	<b>l</b>	<b>Other</b>	

## REVIEW OF EXISTING AND PLANNED FRAMEWORK CONTRACTS FOR COMMERCIAL VEHICLES

<b>1.</b>	<b>NAME OF CONTRACTING AUTHORITY FOR FRAMEWORK</b>				
	Yorkshire Purchasing Organisation				
<b>2.</b>	<b>NAME &amp; CONTRACT REFERENCE NO. OF FRAMEWORK</b>				
	Specialist Vehicles Hire. OJEU Notice Ref: 2009/S 142-208055				
<b>3.</b>	<b>NAME &amp; CONTACT DETAILS OF FRAMEWORK MANAGER (TO ACCESS CONTRACT)</b>				
	Roy Orchard, <a href="mailto:royo@ypo.co.uk">royo@ypo.co.uk</a> 01924 834967				
<b>4.</b>	<b>CONTRACT START &amp; END DATE (Planned) 4 years from 01.01.10 to 31.12.13.</b>				
	INTEND TO RENEW? N/A				
<b>5.</b>	<b>SCOPE &amp; DESCRIPTION OF VEHICLES AVAILABLE (STATE ALSO WHETHER PURCHASE, LEASE OR RENT)</b>				
	Short to long term contract hire/lease (including spot hire) of specialist vehicles, typically for municipal use for any local authority or public body throughout the UK. Vehicles included will be Refuse Collection Vehicles (RCV's), Road Sweepers, Gully Emptiers, Cherry Pickers, Tippers et al. Specialist vehicles. Refuse-collection vehicles. Road sweepers. Gully emptiers.				
<b>6.</b>	<b>SCOPE OF PURCHASING BODIES ABLE TO ACCESS THE CONTRACT</b>				
	Any local authority or public body				
<b>7.</b>	<b>(a) ORIGINAL VALUE OF FRAMEWORK (IN OJEU NOTICE)</b>				
	Between £4 million and £5 million				
	<b>(b) VALUE OF CALL-OFFS SO FAR WITH PUBLIC SECTOR N/A</b>				
	<b>(c) VALUE OF CALL-OFFS SPECIFICALLY WITH LONDON AUTHORITIES N/A</b>				
	<b>(d) REMAINING SCOPE &amp; VALUE ON FRAMEWORK £5 million.</b>				
<b>8.</b>	<b>SUPPLIERS/MANUFACTURERS ON FRAMEWORK</b>				
	Not known at this time.				
<b>9.</b>	<b>AVAILABILITY OF KEY DOCUMENTS</b>				
		<b>SUPPLIED</b>	<b>AVAILABLE ON WEBSITE</b>	<b>AVAILABLE BUT NOT SUPPLIED</b>	<b>NOT AVAILABLE</b>
	<b>a</b>	<b>OJEU NOTICE</b>	YES		
	<b>b</b>	<b>CORE SPECIFICATIONS</b>			X
	<b>c</b>	<b>PRICES</b>			X
	<b>d</b>	<b>TERMS &amp; CONDITIONS</b>			X

	<b>e</b>	<b>OTHER MARKETING</b>				<b>X</b>
<b>10.</b>	<b>VALUE ADDED FEATURES</b>					
	<b>a</b>	<b>Mini-competitions</b>	<b>YES</b>			
	<b>b</b>	<b>e-auction capability</b>	<b>Not specified in OJEU notice</b>			
	<b>c</b>	<b>Refurbish existing vehicles</b>	<b>N/A</b>			
	<b>d</b>	<b>Warranties</b>	<b>N/A</b>			
	<b>e</b>	<b>Use of core specifications</b>	<b>NO</b>			
	<b>f</b>	<b>Category management expertise</b>	<b>The availability of CM expertise is dependent on the named contract manager however difficulties were experienced with availability.</b>			
	<b>g</b>	<b>Ability to specify chassis manufacturer</b>	<b>N/A</b>			
	<b>h</b>	<b>Use by third party organisations</b>	<b>Not known</b>			
	<b>i</b>	<b>Handling fees/management fees</b>	<b>None</b>			
	<b>j</b>	<b>Rebates</b>	<b>Yes but not disclosed due to commercial confidentiality</b>			
	<b>k</b>	<b>Sustainable and low carbon products offered</b>	<b>Possibly through mini-competition process</b>			
	<b>l</b>	<b>Other</b>				

# APPENDIX A

Contract Description	Vehicle Contract Hire	Vehicle Purchase	Purchase Refuse Collection & other Municipal Vehicles	Grounds Maintenance Equipment	Vehicle Contract Hire up to 7.5T	Vehicle purchase up to 7.5T	Refuse Collection Vehicle Spot Hire	Purchase Refuse Collection Vehicles	Purchase, Hire & Lease of Sweepers	Special Vehicle Provision	Specialist Vehicle Hire
Organisation	ESPO	ESPO	ESPO	Essex	Essex	Essex	Essex	Essex	Essex	Firebuy	YPO
Ease of Contact	😊	😊	😊	😊	😊	😊	😊	😊	😊	😊	😊
Date from	01.09.08	01.04.07	01.04.07	01.12.06	01.08.09	28.03.07	18.06.07	18.06.07	19.02.07	01.04.10	01.01.10
Date to	31.08.11	31.03.10	31.03.10	30.11.10	31.07.13	27.03.11	17.06.11	17.06.11	18.02.11	31.03.14	31.12.13
Scope of PBs	😊	😊	😊	😊	😊	😊	😊	😊	😊	😊	😊
Original Value	£6m	£20m	£60m	?	?	?	?	?	?	N/A	£4-5m
Value Remaining	?	?	?	?	?	?	?	?	?	N/A	N/A
Range of Suppliers	😊	😊	😊	😊	😊	😊	😊	😊	😊	😊	TBA
Availability of key docs											
OJEU	😊	😊	😊	😞	😞	😞	😞	😞	😞	😊	😊
Core Specifications	😞	😞	😞	😞	😞	😞	😞	😞	😞	😊	😞
Prices	😞	😞	😞	😞	😞	😞	😞	😞	😞	TBA	😞
Terms & Conditions	😊	😞	😞	😞	😊	😊	😊	😞	😊	😊	😞
Other Marketing Material	😊	😊	😊	😊	😊	😊	😊	😊	😊	😊	😞
Value Added Features											
Mini-competitions	😊	😊	😊	😊	😊	😊	😊	😊	😊	😊	😊
e-auctions	😞	😞	😞	😞	😞	😞	😞	😞	😞	😊	😊
refurbishing existing vehicles	😞	😞	😞	N/A	N/A	😞	N/A	😊	N/A	😊	N/A
Warranties	N/A	😞	😞	😞	N/A	😞	N/A	😞	N/A	😊	N/A
use of core specs	😞	😞	😞	😞	😞	😞	😞	😞	😞	😊	😞
Cat Man Experience	😊	😊	😊	😊	😊	😊	😊	😊	😊	😊	😊
Specify Chassis	N/A	😊	😊	N/A	N/A	N/A	N/A	N/A	N/A	😊	N/A
Use by 3rd Party	😞	😞	😞	😞	😞	😞	😞	😞	😞	😊	😞
Handling Mgt Fees (%)	0	0	0	0	0	0	0	0	0	0	0
Rebates (%)	1	1	0.5	?	?	?	?	?	?	<1	?
Sustainable and low carbon	😊	😊	😊	😊	😊	😊	😊	😊	😊	😊	😊

😊 GOOD    😊 ADEQUATE    😞 POOR OR INFO NOT SUPPLIED