

About YPO

YPO provides procurement solutions for public sector organisations to set up or renew contracts for a wide range of services. Established in 1974 by a group of 13 local authorities, we're one of the largest public sector buying organisations in the UK and we're still 100% publicly-owned today. We work closely with our suppliers and collaborate with other public sector buying organisations to achieve efficiencies and value for money, returning all our profits back into the heart of the public sector. Our team of qualified procurement professionals can offer advice, guidance and expertise on procurement, as well as regular engagement and communication to make sure your objectives are achieved.

Framework overview

| | |
|--|--|
| Start date: | 7 March 2022 |
| End date: | 6 March 2026 |
| Extension(s) (if applicable): | None |
| Contracting authority (CA) call-off period: | CAs can specify a contract period, based on the term that will best suit their requirements. YPO generally recommend a call-off period of no longer than 5 years |
| Contract notice ref. no: | 2021/S 000-030988 |
| Corrigendum (if applicable): | None |
| Potential maximum value: | £100,000,000.00 |
| Rebate: | 2% paid by supplier/provider |
| Geographical location(s): | National |

Benefits of using the framework agreement

YPO's framework agreements are established to allow customers to purchase goods, works or services from suppliers/providers via either direct award or further competition.

Benefits of using the framework agreement:

- YPO can fully manage the customer's further competition (call-off) process if required
- Reduced timescales – customers do not need to run a full procurement if purchasing via the framework agreement
- Assured supplier standards – suppliers/providers are 'pre-qualified' for their general suitability
- Aggregation of spend - customers will receive the benefits of the aggregated spend volume and increased leverage in the market
- Pre-defined terms and conditions – when awarding contracts customers have the option to use YPO's standard framework agreement terms and conditions as established or use their own terms and conditions

Specification, overview and lot structure

| Lot | Description | Method of call-off contracts |
|-----|---|--------------------------------|
| 1 | Brown rock salt 6mm or 10mm minimum 27 tonne deliveries | Further competition |
| 2 | White rock or marine salt minimum 27 tonne deliveries | Further competition |
| 3 | Supply, installation and maintenance of saturators | Further competition |
| 4 | Winter gritting, snow clearance and grounds maintenance services | Further competition |
| 5 | Sheeting - supply, installation and site management services | Further competition |
| 6 | Bagged brown or white salt 850kg and 1000kg bags | Direct award via YPO catalogue |
| 7 | Bagged brown or white salt 10kg and 25kg bags | Direct award via YPO catalogue |
| 8 | De-icing liquids and granules | Direct award via YPO catalogue |
| 9 | Salt spreaders, liquid sprayers, snow shovels and spreader kits | Direct award via YPO catalogue |

Suppliers/providers

| Company Name | Lot 1 | Lot 2 | Lot 3 | Lot 4 | Lot 5 | Lot 6 | Lot 7 | Lot 8 | Lot 9 |
|---|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Brine Solutions Ltd | | | | | | | | ✓ | |
| Compass Minerals UK Ltd | ✓ | | | | ✓ | | | | |
| Gould Landscapes Ltd | | | | ✓ | | | | | |
| Ground Control Ltd | | | | ✓ | | | | | |
| H C Slingsby PLC | | | | | | | | | ✓ |
| James A Cuthbertson Ltd | | | ✓ | | | | | | |
| WT Supplies Ltd t/a Online Rock Salt | ✓ | ✓ | | | | ✓ | ✓ | | |
| UTCO Ltd | | | | ✓ | | | | | |
| J. C. Peacock & Co. Ltd t/a Peacock Salt | | ✓ | ✓ | | | | | | |
| Safecote Ltd | | | ✓ | | ✓ | | | | |

How to award/call-off from the framework

Direct award for lots 6 to 9 only

The products are available via the YPO website. Please contact the YPO Customer Services Team or place an order via the YPO website.

Further competition for products and services included in lots 1 to 5

To access the framework agreement, customers should complete and return the Non-Disclosure and Customer Access Agreement.

YPO can help customers produce specifications, qualitative questions, pricing schedules and evaluation criteria to undertake a further competition. Clarification responses, evaluation of further competition submissions, drafting of award letters and contracts and applicable Contract Award Notices are elements of the process that will need to be completed by the customer.

When running a further competition, customers should award based on the most economically advantageous tender and must provide suppliers/providers with the methodology behind the evaluation, including the evaluation criteria and the weightings that are applied.

Evaluation must be fair and transparent and the methodologies used to evaluate must be provided to the suppliers/providers within the further competition documentation.

Customers must inform YPO of the outcome of any further competition they undertake themselves.

The selection/award criteria used to establish the framework agreement was:

| CRITERION | PERCENTAGE WEIGHTINGS |
|-------------------------------|-----------------------|
| Cost | 60% |
| Quality | 15% |
| Delivery and customer service | 15% |
| Social value/sustainability | 15% |

The weightings for cost, quality, delivery and customer service and sustainability and social value can be re-opened for evaluation within the further competition. Customers can also set any appropriate KPI's and/or service levels within the quality award criteria.

Terms and conditions

Suppliers/providers awarded to the framework agreement have agreed to and signed YPO's standard Terms and Conditions. The call-off terms and conditions can be amended by the CA and supplier/provider by mutual agreement to include additional terms to supplement the standard Terms and Conditions. A variation form is included in the standard Terms and Conditions document to allow customers and suppliers/providers to amend any terms if required.

Contact information

For further information or to discuss individual requirements, please use the contact details below:

Kath Johnson

Buyer | Highways

Tel: **07966 886 167** | Email: **highways@ypo.co.uk** or **kath.johnson@ypo.co.uk**

STAGE 1Initial Customer
Enquiry

- Customer contacts YPO for information
- YPO will send customer a copy of the User Guide, NDA and Access Agreement
- Customer completes and returns NDA and Access Agreement

**STAGE 2**NDS/Access
Agreement Returned
to YPO

- Following receipt of signed NDA/Access Agreement YPO may send the customer a Further Competition Template, Bank of Optional Questions, and Framework Agreement Scope
- YPO may provide the customer with a unique reference code for the further competition, which will be highlighted on all documentation
- Customer completes the documents and sends to YPO
- If the customer decides to undertake their own further competition YPO must be informed via e-mail

**STAGE 3**

Further Competition

- YPO can issue further competition documents to all suppliers/providers on the framework agreement if required by the customer
- YPO will manage any clarifications that are received from potential suppliers/ providers (customers will need to provide clarification responses)
- At the submission closing date YPO will provide customers with access to all submissions
- Customers can then evaluate (offline) the submissions and prepare acceptance and rejection letters

**STAGE 4**

Contract Award

- YPO will issue the award decision documentation (acceptance and rejection letters) via YPO's e-portal
- Optional 10-day standstill period: customers are advised to implement a voluntary standstill period of 10 days
- A Contract Award Notice following any award via the framework agreement must be published within 30 days (YPO are able to do this on behalf of the customer if required)