

## 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.

## Overview

Start date:	17 June 2022
Expiry date:	16 June 2026 - Maximum 16 June 2032
Extension(s) (if applicable):	4 years +1 +1 +1 +1 +1 +1
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 five years
Contract notice ref no:	TBC
Potential maximum value:	£40,000,000.00
Rebate:	2% paid by supplier
Geographical location(s)	National

## Category structure and specification overview

This framework has been divided into 10 categories:

CATEGORY	DESCRIPTION
1	Water Rescue Equipment including Protective Clothing and Footwear - Products/Services
2	Hoses, Pumps and Associated - Products/Services
3	Working at Heights Equipment - Products/Services
4	Vehicle Stabilising and Cutting Equipment – RTC - Products/Services
5	Lighting and Associated - Products/Services
6	Rescue Tools Including Lances and Battery Powered Tools - Products/Services
7	Portable and Pop-up Shelter and Associated - Products/Services
8	Thermal Imaging Cameras and Associated - Products/Services
9	Smoke Control - PPV Fans, Smoke Curtains and Associated - Products/Services
10	Land and Sand Rescue - Products/Services

## Categories

CATEGORY 1 - WATER RESCUE EQUIPMENT INCLUDING PROTECTIVE CLOTHING AND FOOTWEAR - PRODUCTS/SERVICES
DESCRIPTION
<p>This category covers all different types of water rescue equipment and protective clothing.</p> <p>The category can be used for the provision of (but not limited to):</p> <p>Protective Clothing and Footwear</p> <ul style="list-style-type: none"> <li>• Dry Suits</li> <li>• Dry Suits for Contaminated Water</li> <li>• Wet suits</li> <li>• Under suits</li> <li>• Protective Headwear</li> <li>• Footwear</li> <li>• Gloves</li> </ul> <p>Life Jackets and Flotation Devices</p> <ul style="list-style-type: none"> <li>• Inflatable Life Jackets</li> <li>• Foam Life Jackets</li> <li>• Buoyancy Aids</li> <li>• Lifebuoys</li> <li>• Personnel Flotation Devices</li> </ul> <p>Crafts, Rafts and Trailers</p> <ul style="list-style-type: none"> <li>• Inflatable Boats</li> <li>• Inflatable Paths</li> <li>• Life Rafts</li> <li>• Offshore Evacuation Systems</li> <li>• Rescue Rafts and Sleds,</li> <li>• Outboard Engines</li> <li>• Trailers</li> </ul> <p><b>Cont.</b></p>

## Categories cont.

**CATEGORY 1 - WATER RESCUE EQUIPMENT INCLUDING PROTECTIVE CLOTHING AND FOOTWEAR - PRODUCTS/SERVICES**
**DESCRIPTION**

Diving Equipment

- Regulators
- Masks
- Cylinders and Accessories

Water Rescue and Sub Surface Rescue Equipment

- Reaching Poles and Attachments
- Wading Poles
- Throw Lines
- Searchlights
- Cameras and Search Devices

Optional service arrangements that fall within the scope of water rescue can be procured via this category if required - supplier dependant.

Customers will write their own specification at further competition stage to suit their exact needs and requirements. Demonstration of certificated standards and/or testing methods may be requested at this stage.

**CATEGORY 2 - HOSES, PUMPS AND ASSOCIATED PRODUCTS/SERVICES**
**DESCRIPTION**

This category covers all different types of hoses, pumps and associated products/services.

The category can be utilised for the provision of (but not limited to):

- Hoses
- Reels
- Hose Nozzles
- Lances - Water Mist Lance
- Branches
- Suction Hoses
- Monitors
- Portable and Fixed Pumps
- Salvage Pumps

Optional service arrangement (but not limited to) – supplier dependant

- Hose Testing and Repair
- Servicing/Maintenance
- Parts and/or Repair

Customers will write their own specification at the further competition stage to suit their exact needs and requirements. Demonstration of certificated standards and/or testing methods may be requested at this stage.

## Categories cont.

**CATEGORY 3 - WORKING AT HEIGHTS - PRODUCTS/SERVICES**
**DESCRIPTION**

This category covers all products and equipment associated with working at heights.

The category can be utilised for the provision of (but not limited to):

- Harnesses
- Suspension Seats
- Lifting Accessories
- Ropes
- Descenders and Ascenders
- Connectors
- Pulleys and Anchorage
- Ladders and Platforms
- Protective Headwear
- Headtorch
- Safety Gloves
- Footwear
- Accessory Equipment
- Key Bags

Optional service arrangements that fall within the scope of working at heights can be procured via this category if required - supplier dependant.

Customers will write their own specification at further competition stage to suit their exact needs and requirements. Demonstration of certificated standards and/or testing methods may be requested at this stage.

**CATEGORY 4 - VEHICLE STABILISING AND CUTTING EQUIPMENT - RTC - PRODUCTS/SERVICES**
**DESCRIPTION**

This category covers all products for use in vehicle stabilising, cutting and rescue from vehicles or equipment.

The category can be utilised for the provision of (but not limited to):

- Stationary Cutters
- Mobile Cutters
- Spreaders
- Hydraulic Pumps
  - Hand and Foot Operated
  - Petrol, Diesel and Electric/Battery Operated
- Vehicle Stabilisation - Air Bags/Lifting Bags
- Rescue Props
- Lifting Equipment

Optional service arrangements that fall within the scope of rescue from vehicles can be procured via this category if required - supplier dependant.

Customers will write their own specification at further competition stage to suit their exact needs and requirements. Demonstration of certificated standards and/or testing methods may be requested at this stage.

## Categories cont.

**CATEGORY 5 - LIGHTING AND ASSOCIATED PRODUCTS/SERVICES**
**DESCRIPTION**

This category covers all lighting and associated products that are to be used in rescue situations.

The category can be utilised for the provision of (but not limited to):

- Handheld Torches
- Headtorches
- Searchlights
- Floodlights
- Navigation and Identification Lights

Optional service arrangements that fall within the scope of lighting can be procured via this category if required - supplier dependant.

Customers will write their own specification at further competition stage to suit their exact needs and requirements. Demonstration of certificated standards and/or testing methods may be requested at this stage.

**CATEGORY 6 - RESCUE TOOLS INCLUDING LANCES AND BATTERY-POWERED TOOLS - PRODUCTS/SERVICES**
**DESCRIPTION**

This category covers all small tools, lances and battery-powered tools which are used during all types of rescue situations.

The category can be utilised for the provision of (but not limited to):

- Step Blocks
- Seatbelt Cutters
- Rescue Knife
- Wire Cutters
- Entry Tools and Bars
- Axes
- Lance
- Battery Powered Tools and Battery Packs
  - Saw
  - Angle Grinder
  - Metal Shear
  - Disc Cutter

Optional service arrangements that fall within the scope of rescue tools can be procured via this category if required - supplier dependant.

Customers will write their own specification at Further Competition stage to suit their exact needs and requirements. Demonstration of certificated standards and/or testing methods may be requested at this stage.

## Categories cont.

**CATEGORY 7 - PORTABLE AND POP-UP SHELTERS AND ASSOCIATED PRODUCTS/SERVICES**
**DESCRIPTION**

This category covers all portable and pop-up shelters and associated products/services.

The category can be utilised for the provision of (but not limited to):

- Portable Shelter
- Pop-up Shelter
- Decontamination Tent
- Universal Tent
- Medical Tent
- Inflatable Air Shelter (Structures) Awnings
- Portable Generators

Optional service arrangement (but not limited to) - supplier dependant

- Servicing/Maintenance
- Parts and/or Repair

Customers will write their own specification at further competition stage to suit their exact needs and requirements. Demonstration of certificated standards and/or testing methods may be requested at this stage.

**CATEGORY 8 - THERMAL IMAGING CAMERAS AND ASSOCIATED PRODUCTS/SERVICES**
**DESCRIPTION**

This category covers all thermal imaging cameras and associated products.

The category can be utilised for the provision of (but not limited to):

- Thermal Imaging Cameras
- Battery Packs
- Charging Facilities
- Mounts

Optional service arrangements that fall within the scope of thermal imaging cameras can be procured via this category if required - supplier dependant.

Customers will write their own specification at further competition stage to suit their exact needs and requirements. Demonstration of certificated standards and/or testing methods may be requested at this stage.

## Categories cont.

**CATEGORY 9 - SMOKE CONTROL, PPV FANS, SMOKE CURTAINS AND ASSOCIATED PRODUCTS/SERVICES****DESCRIPTION**

This category covers equipment used to manage and control the flow of smoke.

The category can be utilised for the provision of (but not limited to):

- PPV Fans
- Smoke/Fire Curtains
- Ventilation Props
- Exhaust Adapters

Optional service arrangements that fall within the scope of smoke control can be procured via this category if required - supplier dependant.

Customers will write their own specification at further competition stage to suit their exact needs and requirements. Demonstration of certificated standards and/or testing methods may be requested at this stage.

**CATEGORY 10 - LAND AND SAND RESCUE EQUIPMENT - PRODUCTS/SERVICES****DESCRIPTION**

This category covers equipment used in land and sand rescue-type situations.

The category can be utilised for the provision of (but not limited to):

- Rescue Stretchers
- Vacuum Mattress Bag
- Winches - Electric and Hand/Manual
- Hoists
- Lances – Sand Lance/Mud Lance
- Inflatable Rescue Path
- Vehicle Traction Pad - Tyre Wheel Grip Traction Mat

Optional service arrangements that fall within the scope of land and sand rescue can be procured via this category if required - supplier dependant.

Customers will write their own specification at further competition stage to suit their exact needs and requirements. Demonstration of certificated standards and/or testing methods may be requested at this stage.

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## Benefits of using the DPS

A Dynamic Purchasing System (DPS) is an electronic system established to purchase goods, works or services which remains open throughout its duration for the ongoing admission of suppliers meeting the minimum selection criteria and allows pre-qualified suppliers to participate in customer's further competition for in-scope services.

Benefits of using the DPS:

- YPO can fully manage the customer's further competition (call off) process if required
- Flexibility to respond to changes in the market and offer local suppliers and SME's the opportunity to bid and be awarded to the DPS
- Suppliers not meeting the minimum standard for admittance onto the DPS can resubmit
- Reduced timescales - customers do not need to run a full FTS procurement if procuring via the DPS
- Assured supplier standards - suppliers appointed onto the DPS are 'pre-qualified' on 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 call off terms and conditions as established and previewed by eligible suppliers, their own terms and conditions

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## Suppliers

The advantage of a DPS arrangement is that new suppliers can be admitted during the term of the DPS, subject to them passing the mandatory minimum selection criteria. To request the latest supplier list, please email [emergencyservices@ypo.co.uk](mailto:emergencyservices@ypo.co.uk)

At the time of returning the signed Customer Access Agreement, customers can provide YPO with a list of their incumbent and local suppliers that are not already awarded on to the DPS. YPO are then able to work on the customer's behalf with these suppliers to explain the process and evaluate any subsequent submissions. Customers can then decide when to conduct the further competition.

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## How to use the DPS

To access the DPS, customers should complete and return the Non-Disclosure and Customer Access Agreement. YPO can then pre-agree the level of support that might be required and can provide customers with templates, advice and guidance to undertake a compliant further competition.

Customers can undertake the further competition process themselves but must be aware that this is a resource intensive process and if customers undertake their own further competition YPO must be informed by emailing [emergencyservices@ypo.co.uk](mailto:emergencyservices@ypo.co.uk)



## How to award/call off the DPS

No direct award option is available under any DPS arrangement, so a further competition is required. 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. Customers must inform YPO of the outcome of any further competition they undertake themselves.

When running a further competition, customers should award based on the most economically advantageous response and must provide suppliers with the evaluation methodology, including the evaluation criteria and the weightings applied to each criterion.

CRITERION	PERCENTAGE WEIGHTINGS
Cost	30%
Quality, delivery and customer service	60%
Sustainability, CSR, community benefits and net zero	10%
The customer has the option to flex the evaluation criteria by +/-10%; if the customer chooses to alter the award criteria, then they do so at their own risk	

The weightings for cost, quality, delivery, customer service and sustainability, CSR, community benefits and net zero are to be re-opened for evaluation within the further competition. Customers can also set any appropriate KPIs and/or service levels within the quality award criteria.

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

## Terms and conditions

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

If the customer proposes any amendments to the DPS Establishment Agreement Terms and Conditions these must be provided to suppliers in the further competition documentation. This will then allow all suppliers on the DPS to consider any amendments and bid accordingly.

## Contact information

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

### Laura Megson

Category Buyer | Emergency Services

Tel: 07552 320 097 | Email: [laura.megson@ypo.co.uk](mailto:laura.megson@ypo.co.uk)

### Leanne Westmoreland

Assistant Category Buyer | Emergency Services

Tel: 07435 830 988 | Email: [emergencyservices@ypo.co.uk](mailto:emergencyservices@ypo.co.uk)

**STAGE 1**

Initial Customer Enquiry

- Customer contacts YPO for information
- YPO will send the customer a copy of the User Guide, NDA and Access Agreement
- Customer completes and returns NDA and Access Agreement
- Customer may provide YPO with a list of local suppliers that need to be approached to be included onto the DPS
- YPO will evaluate the additional suppliers in advance of the further competition

**STAGE 2**

NDA/Access Agreement Returned to YPO

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

**STAGE 3**

Additional Suppliers

- Any additional suppliers can submit a response to be added to the DPS, and YPO will evaluate the submissions to ensure that they meet the minimum criteria
- YPO will inform the supplier of the outcome and the DPS will be updated with the new supplier details

**STAGE 4**

Further Competition

- YPO will issue further competition documents to all suppliers on the DPS. Suppliers will be given a minimum of 10 days to submit their bid
- YPO will manage any clarifications that are received from potential suppliers (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 the submissions and prepare acceptance and rejection letters

**STAGE 5**

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 (FTS and Contracts Finder) following any award via the DPS must be published by the customer within 30 days of the award