

# Structural Firefighters PPE: Including Fully Leased Managed Services

## User Guide

Ref No: 549





## 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 the UK's largest public sector buying organisation 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.

### Helping you navigate the world of your procurement

The world of procurement is complex, with competing demands and increasing pressures. Through collaboration, we provide products and services to meet your needs as individuals and collectives, through our wide range of procurement categories and frameworks. Navigating the world of procurement needs to be easy, quick and effective for both buyers and suppliers, and needs to help you make sure that every penny counts. We believe that through our procurement activity there's an opportunity to make an impact and a real difference, by delivering social value and outcomes in the communities we serve.

## Overview

Start date:	1 January 2017
Expiry date:	31 December 2021
Extension(s) if applicable:	None
Contracting authority call-off (CA) period:	CAs can specify a contract period, based on the term that will best suit their requirements
Contract notice ref no:	2015/S 018-028504
Corrigendum (if applicable):	Not applicable
Contract award notice ref no:	2015/S 076-133750
Potential maximum value:	£60,000,000.00
Geographical location(s)	National

## Specification, overview and lot structure

LOT	DESCRIPTION	METHOD OF CALL - OFF CONTRACTS
1	Structural Firefighters Tunics and Trousers	Further competition
2	Structural Firefighters Wildland Tunic and Trousers	Further competition
3	Structural Firefighters Rescue Tunics	Further competition
4	Structural Firefighters Helmets	Further competition
5	Structural Firefighters Gloves	Further competition
6	Structural Firefighters Boots	Further competition
7	Structural Firefighters Hoods	Further competition
8	Complete Head to Toe Ensemble Purchase	Further competition
9	Fully Managed Lease/Service including Lease, Laundry & Maintenance	Further competition

### LOT 1 - STRUCTURAL FIREFIGHTERS TUNICS AND TROUSERS

#### DESCRIPTION

This lot covers firefighters tunics and over trousers fully conforming to the requirements of BS EN 469:2005 (or equivalent) Level 2 and BS EN ISO 13688:2013.

Customers will write their own specification at further competition stage to suit their exact requirements.

### LOT 2 - STRUCTURAL FIREFIGHTERS WILDLAND TUNICS AND TROUSERS

#### DESCRIPTION

This lot covers firefighters wildland tunics and over trousers fully conforming to the requirements of current standard BS EN 15614:2007 or equivalent.

Customers will write their own specification at further competition stage to suit their exact requirements.

### LOT 3 - STRUCTURAL FIREFIGHTERS RESCUE TUNICS

#### DESCRIPTION

This lot covers firefighters rescue tunics fully conforming to the requirements of current standard BS EN 16689 or equivalent.

Customers will write their own specification at further competition stage to suit their exact requirements.

### LOT 4 - STRUCTURAL FIREFIGHTERS HELMETS AND ASSOCIATED PRODUCTS

#### DESCRIPTION

This lot covers firefighters helmets fully conforming to the requirements of current standard BS EN 443:2008 or equivalent and associated products.

Customers will write their own specification at further competition stage to suit their exact requirements.



**LOT 5 - STRUCTURAL FIREFIGHTERS GLOVES****DESCRIPTION**

This lot covers firefighter's gloves fully conforming to the requirements of current standard BS EN 659:2003 + A1:2008 or equivalent.

Customers will write their own specification at further competition stage to suit their exact requirements.

**LOT 6 - STRUCTURAL FIREFIGHTERS BOOTS****DESCRIPTION**

This lot covers firefighters boots fully conforming to the requirements of current standard BS EN 15090:2012 or equivalent.

Customers will write their own specification at further competition stage to suit their exact requirements.

**LOT 7 - STRUCTURAL FIREFIGHTERS HOODS****DESCRIPTION**

This lot covers firefighters hoods fully conforming to the requirements of current standard BS EN 13911:2004 or equivalent.

Customers will write their own specification at further competition stage to suit their exact requirements.

**LOT 8 - COMPLETE HEAD TO TOE ENSEMBLE PURCHASE****DESCRIPTION**

This lot covers a complete head to toe kit conforming to all standard requirements in the above mentioned lots.

Customers will write their own specification at further competition stage to suit their exact requirements.

**LOT 9 - FULLY MANAGED LEASE/SERVICE (TO INCLUDE LEASE, LAUNDRY & MAINTENANCE)****DESCRIPTION**

This lot covers a fully managed lease service offering the lease of the full kit, laundry maintenance and repair and a checking process to ensure that the kit is fit for purpose to return to the firefighter.

Customers will write their own specification at further competition stage to suit their exact requirements.

## 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 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 OJEU procurement if procuring via the framework agreement.
- Assured supplier standards – suppliers/providers are 'pre-qualified' as to 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.

## Suppliers/providers

SUPPLIER/ PROVIDER	CONTACT	ADDRESS
Arco Training & Consultancy	<b>Chris Marshall</b> Key Account Manager Public Sector Tel: 01482 222522 Email: <a href="mailto:chris.marshall@arco.co.uk">chris.marshall@arco.co.uk</a>	PO Box 21 Waverley Street Hull HU1 2SJ
Ballyclare Limited	<b>Simon Burnett-Boothroyd</b> Fire Sales Executive Tel: 0161 974 7972 Mob: 07872 031493 Email: <a href="mailto:simon.burnettboothroyd@ballyclarelimited.com">simon.burnettboothroyd@ballyclarelimited.com</a>	The Forum Hercules Business Park Bird Hall Lane Cheadle Heath, Stockport Cheshire SK7 1LB
Bennett Safety	<b>David C Bennett</b> Managing Director Tel: 0151 924 3996 Email: <a href="mailto:sales@bennettsafetywear.co.uk">sales@bennettsafetywear.co.uk</a>  <b>Eddie Baker</b> Technical Manager Tel: 0151 924 3996 Email: <a href="mailto:eddie@bennettsafetywear.co.uk">eddie@bennettsafetywear.co.uk</a>  <b>Sarah Bennett</b> Customer Service Mob: 0151 924 3996 Email: <a href="mailto:sarah@bennettsafetywear.co.uk">sarah@bennettsafetywear.co.uk</a>	7-11 Mersey Road Crosby Liverpool L23 3AF
Bristol Uniforms Limited	<b>Philip Tasker</b> UK Sales Director Tel: 0117 956 3101 Mob: 07901 853943 Email: <a href="mailto:philip.tasker@bristoluniforms.com">philip.tasker@bristoluniforms.com</a>	Wathen Street Staple Hill Bristol BS16 5LL

SUPPLIER/ PROVIDER	CONTACT	ADDRESS
Goliath Footwear	<b>Richard Habany</b> Operations and Sales Manager Tel: 01274 860 380 Email: richard.habany@goliath.co.uk	Goliath House Chain Bar Road Cleckheaton West Yorkshire BD19 3QF
Hunter Apparel Solutions	<b>Jeff Hunter</b> Chief Contracts Officer Tel: 028 7126 2542 Mob: 07920 832433 Email: jeff.hunter@hunterapparelsolutions.com	Springtown Industrial Estate Londonderry BT48 0LY
Ilasco Ltd	<b>Kylie Fairgrieve</b> Account Manager Tel: 01592 777018 Email: kylie@keela.co.uk  <b>April Cole</b> Mini Competitions Email: april@keela.co.uk	52 – 53 Nasmyth Road Southfield Industrial Estate Glenrothes Fife KY6 2SD
Iturri Ltd	<b>Laura Morales Perez</b> Business Development Manager Mob: +34 618 32 00 63 Email: lmorales@iturri.com	Unit 5 I.O Centre Jugglers Close Banbury OX16 3TA
Jolly Safety Equipment	<b>Jeremy Dawkins</b> Sales Manager Tel: 07796 810702 Email: jeremydawkins.jolly@gmail.com	PO Box 120 Wellington Somerset TA21 1BU
Rosenbauer UK Ltd	<b>Simone Strickson</b> Bid & Tender Administrator Tel: 01484 854134 Email: simone.strickson@rosenbauer.com	Concept House Huddersfield Road Meltham HD9 7AN
Sioen	<b>Matthew Wilmot</b> Sales Director Export Mob: 07748 322985 Email: matthew.wilmot@sioen.com  <b>Jane Goodwin</b> Managing Director Mob: 07971 103798 Email: jane.goodwin@sioen.com	2 Hebden Road Scunthorpe North Lincolnshire DN15 8DT
Southcombe Brothers Ltd	<b>David Southcombe</b> Managing Director Tel: 01935 827349 Mob: 07771 530569 Email: dms@southcombe.com	Great Field Lane Stoke-sub-Hamdon Somerset TA14 6QD

SUPPLIER/ PROVIDER	CONTACT	ADDRESS
Vimpex Ltd	<b>James Jones</b> Managing Director Tel: 01702 216699 Mob: 07887 502157 Email: jvj@vimpex.co.uk	Star Lane Ind Estate Great Wakering Essex SS3 0PJ

LOT 1 - STRUCTURAL FIREFIGHTERS TUNICS AND TROUSERS	LOT 2 - STRUCTURAL FIREFIGHTERS WILDLAND TUNIC AND TROUSERS
Bristol Uniforms	Bristol Uniforms
Hunter Apparel Solutions	Hunter Apparel Solutions
Ballyclare LHD	Ballyclare LHD
Rosenbauer UK	Ilasco Ltd
Sioen NV	Rosenbauer UK
Iturri Ltd	Sioen NV
	Iturri Ltd

LOT 3 - STRUCTURAL FIREFIGHTERS RESCUE TUNICS	LOT 4 - STRUCTURAL FIREFIGHTERS HELMETS AND ASSOCIATED PRODUCTS
Bristol Uniforms	Bristol Uniforms
Hunter Apparel Solutions	Hunter Apparel Solutions
Ballyclare LHD	Ballyclare LHD
Rosenbauer UK	Rosenbauer UK
Iturri Ltd	Arco Ltd
	Vimpex Ltd
	Iturri Ltd

LOT 5 - STRUCTURAL FIREFIGHTERS GLOVES	LOT 6 - STRUCTURAL FIREFIGHTERS BOOTS
Bristol Uniforms	Bristol Uniforms
Hunter Apparel Solutions	Hunter Apparel Solutions
Ballyclare LHD	Ballyclare LHD
Rosenbauer UK	Goliath Footwear
Sioen NV	Rosenbauer UK
Southcombe Brothers	Sioen NV
Vimpex Ltd	Arco Ltd
Bennett Safety	Vimpex Ltd
Iturri Ltd	Jolly Scarpe
	Iturri Ltd

LOT 7 - STRUCTURAL FIREFIGHTERS HOODS	LOT 8 - COMPLETE HEAD TO TOE ENSEMBLE
Bristol Uniforms	Bristol Uniforms
Hunter Apparel Solutions	Hunter Apparel Solutions
Ballyclare LHD	Ballyclare LHD
Rosenbauer UK	Rosenbauer UK
Sioen NV	Iturri Ltd
Iturri Ltd	

LOT 9 - FULLY MANAGED LEASE/SERVICE (TO INCLUDE LEASE, LAUNDRY & MAINTENANCE)	
Bristol Uniforms	Ballyclare LHD
Hunter Apparel Solutions	

### How to award/call-off from the framework

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

**Further competition**

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

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 tender and must provide suppliers/providers with the methodology behind the evaluation, including the evaluation criteria and the weightings that are applied.

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

CRITERION	PERCENTAGE WEIGHTINGS
Cost	25%
Quality	50%
Delivery & Customer Service	20%
Sustainability	5%



## Terms and conditions

Suppliers/providers awarded to the framework agreement have agreed to and signed YPO's standard Terms and Conditions. These 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:

**Sarah Earl**

Category Buyer | Emergency Services

Tel: **07976 873034** | Email: **[sarah.earl@ypo.co.uk](mailto:sarah.earl@ypo.co.uk)**

**STAGE 1**  
Initial 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**  
NDA/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 referenced 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)