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User Guide | Ref No: 001032

Crematoria Solutions III

Framework Agreement





This is an interactive PDF

You can click on the items listed above, and they will take you to the relevant page. You can also click on **Contents** in the top right of every page and it will bring you back to this contents page.

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

24 February 2023

Expiry date

23 February 2027

Extension(s) (if applicable)

N/A

Contracting authority (CA) call-off period

CA's 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 reference number

2022/S 000-032583

Corrigendum (if applicable)

2022/S 000-034289

Potential maximum value

£40m-£50m

Rebate

1.5% paid by supplier/provider

Geographical Location(s)

National

Specification, overview and lot structure

This Framework will provide a managed services solution for the provision of the following services which include but is not limited to design, supply, installation of crematoria equipment, abatement equipment, commissioning, and maintenance services.

Types of services that may be included, but not limited to, within the scope of the service provision:

- Supply of crematoria equipment;
- Supply of spare parts;
- Supply of project design;
- Project Management;
- Installation of crematoria equipment and Abatement Equipment, including refurbishments and refits;

- Supply of Civil Works including, but not limited to:
 - Grounds and Building Works
 - Electrical Engineering Services
 - Gas, Plumbing and Pipework
- Supply of removal and disposal services;
- Supply of testing and commissioning of crematorium;
- Supply of training and operating guidelines;
- Supply of maintenance and labour cover:
 - All-inclusive comprehensive cover
 - Routine maintenance cover
 - Breakdown and emergency cover
 - Supply of spare parts
 - Performance test and maintenance reports

The solution has been structured as two lots:

Lot 1

Supply and installation of crematoria equipment and abatement equipment, including refurbishments refit, commissioning, training, ongoing maintenance, spare parts, removal and disposal of existing equipment

Lot 2

Maintenance

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:

- Customer has a choice of two awarded providers: Facultative Technologies and IFZW
- Customer has the option to direct award or to run a further competition
- 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 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



Facultatieve Technologies Limited
Mike Hardaker
UK Sales Manager
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michael.hardaker@facultatieve-technologies.co.uk

Facultatieve Technologies (FT) with 145 years of experience in cremation is the international market leader in the design, construction and maintenance of cremation equipment, abatement and industrial incinerators. Our products meet the most stringent environmental legislation, and we offer cremation solutions worldwide together with a full range of cremation equipment including coffin loaders, cremulators and ash transfer cabinets. In addition, our dedicated customer care department offers full support and back up and our on-line diagnostics means that we can view any problems remotely and often solve them without the need for an engineer to attend site. Facultatieve Technologies gives advice and support on the whole cremation process. Our product range is extensive, and we are therefore able to supply the ideal product in any situation. Facultatieve Technologies provides excellent support and maintenance services anywhere in the world. FT is part of 'the Facultatieve Group' and benefits from knowledge and experience of cremation dating back to 1874.



IFZW GmbH & Co. KG
Barbara Fink
UK Sales Manager
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IFZW have a UK office based in West Sussex working in tandem with their head office in Germany, ensuring that the whole process works smoothly: from design to manufacture to delivery to installation to daily operation and ongoing support. The warehouse in West Sussex is stocked with the spares and essential materials to keep our plants working. Service-level guarantees Your project will have UK-based staff dedicated to it at all times. A project engineer will lead the team and act as your point of contact throughout. The UK office will be the primary supporting office, drawing on resources in Zwickau, Germany as and when required. We only ever utilise our own directly employed engineers for the removal and installation of the equipment. They only ever work on crematoria, and so are fully conversant with their special requirements. We have four resident UK engineers, supported by a pool of 30 service engineers based in Germany. All are English-speakers. Full health and safety documents will be produced and the services of a dedicated health and safety professional will be used. Regular meetings with the client will be held

and any issues flagged up promptly and discussed and resolved on a team basis. In addition to our own full-time staff, we have also set up a network of service agents based throughout the UK that cover routine breakdowns and service work on standard items such as fans, compressors, analysers, motors, etc., which has proven to be a successful approach to minor day to day events that sometimes require immediate action. We have business relationships with John Robinson, Sulzer Dowding & Mills, Analytical Technology & Control Ltd., and HPC Compressors amongst others that assist us with this type of routine work. Membership details of specialist trade bodies associated with cremator/crematorium Executive members of IFZW Germany are part of various steering groups for the development of emission standards for crematoria and of cremation industry standards in general. IFZW is a member of: International Cremation Federation Membership number: 2500, European Cremation Network ECN, German Association of Funeral Directors BDB, International Chamber of Commerce Membership number: 123/00499405

How to award/call-off

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

Direct award

Customers have the option to direct award to the supplier of their choice, depending on CAs internal policies and procedures.

The process for direct award:

- Contact the supplier with your statement of requirements and milestones (additional services to consider
- Decide on Service Level Arrangements and KPI's
 - Call-off terms and conditions do not require any amendments or supplements and they are fit for the sector
 - Customers are required to complete the letter of appointment and send on to the chosen supplier/provider
 - Customers are required to complete the direct award form and send to YPO

Further competition

Template documents have been produced to help customers with their further competition. YPO can manage the further competition process on the customers behalf, this includes:

- Advertising the further competition
- Managing clarifications

- Downloading submissions
- Awarding the 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:

High-level evaluation criteria for acceptance of providers onto the framework	
Criterion	Percentage weightings
Cost	30%
Quality	60%
Social value/sustainability	10%

The Contracting Authority can vary the framework weightings up to 10% (+/-); This will allow for Contracting Authorities to carry out further competitions with weightings of between 50% to 70% for Quality, weightings of between 20% to 40% for Price and weightings for social value between 0% to 20%. The total percentage must add up to 100%, please see the example below;

Example 1

60% Quality / 35 % Price / Social Value 5%

Example 2

50% Quality / 40% Price / Social Value 10%

Example 3

70% Quality / 20% Price / Social Value 10%

Example 4

60% Quality/ Price 20% / Social Value 20%

Example 5

50% Quality/ Price 30% / Social Value 20%

Each Contracting Authority will decide how to split award criteria and weightings and allocate points in accordance with their own needs and objectives, this may include splitting the Further Competition in the following non-exhaustive categories (please note, this may include scores carried through from the initial Framework stage).

How to award/call-off continued

Criteria for further competitions

Quality

Customer can fully re-open at the further competition stage or scores can be carried through from the framework stage

- The overall quality weighting is 60%.
- At further competition, customers will have an option to +/- 10% of the quality weighting.
- Range 50-70%

The quality may include but is not limited to:

- Project Management
- Delivery, Installation and Commissioning
- Communication arrangements

Cost

To be fully re-open at the further competition stage

- The overall cost weighting is 30%.
- At further competition customers will have an option to +/- 10% the cost weighting.
- Range 20-40%

The cost may consist of:

- Cost of crematoria equipment
- Cost of the services (e.g. construction, maintenance, commissioning, testing etc.)
- Cost of the additional services (e.g. training)

Social Value/Sustainability

Customer can fully re-open at further competition stage or scores can be carried through from the framework stage

- The overall social value weighting is 10%.
- At further-competition customers will have an option to +/- 10% the social value weighting.
- Range 0-20%

The Social Value will vary for each individual Contracting Authority and may consist of:

- Environmental aspect
- Diversity
- Good jobs with skills development
- Training opportunities
- Apprenticeship opportunities
- Support of local economy

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:

Name	Phillip Crawford
Job title	Buyer – Corporate and Financial Services
Mobile	07598 064434
Email	ProfessionalServices@ypo.co.uk

Email Phillip »



Stages 1 to 4

Stage 1 Initial Customer Enquiry	• Customer contacts YPO for information • YPO will send customer a copy of the User Guide and Access Agreement. • Customer completes and returns the Access Agreement.
Stage 2 Access Agreement Returned to YPO	• Following receipt of signed 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).

