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YPO[®]

User Guide | Ref No: 1235

Purchase and Hire of Plant
Machinery, Site Equipment, Plant,
Tools, Temporary Accommodation
and Associated Products of
Services.



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About YPO

YPO provides procurement solutions for public sector organisations to set up or renew contracts for a widerange of services.

Established in 1974 by a group of 13 local authorities, we're one of 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.

Overview

Start date
16 July 2024

Expiry date
15 July 2028

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
2024/S 000-006711

Potential maximum value
£15,000,000

Rebate
1% payable by supplier/provider.

Geographical location(s)
National

Specification, Overview and Lot Structure

YPO have appointed Suppliers onto the new 1235 framework agreement for the provision of Purchase and Hire of Plant Machinery, Site Equipment, Plant, Tools, Temporary Accommodation and Associated Products of Services.

All lots include the option for Further Competition or Direct Award. Lots 1 - 16, and 27 are for purchase elements, while Lots 17 - 26 are for the provision of Hire.

The framework can be accessed by all public sector bodies included: Local Authorities, NHS, Housing Associations, Education Establishments, Blue Light and many more. For a full list of eligible customers, please see the permissible users list.

*The framework can be **accessed by all public sector bodies** included: Local Authorities, NHS, Housing Associations, Education Establishments, Blue Light and many more*



Structure of the Framework

Lot	Description	Lot	Description
1	Purchase of Paving Machinery Including Pavers	15	Purchase of Plant and Tools (Including Spares e.g. Buckets)
2	Purchase of Concrete Laying, Compaction, and Vibrating Equipment	16	Purchase of Site Accommodation, Site Welfare Units and Portable Toilets
3	Purchase of Dumpers, Excavators, Rollers and Compactors	17	Hire of Large Plant (With or Without Driver)
4	Purchase of Material Handlers and Bulk Movement (Including Forklift Trucks / Telehandlers / Wheel Loaders etc)	18	Hire of Material Handlers and Bulk Movement (Including Forklift Trucks / Telehandlers / Wheel Loaders etc) (With or Without Drivers)
5	Purchase of Pumps and Water Drainage	19	Hire of Medium Plant (Pumps, Water Drainage, Water Storage, Fuel Storage Equipment, Mobile Generators, Light, Heat, Fan Equipment, Loft Ladders, Ladders, Access Towers and working Platforms)
6	Purchase of Fuel and Water Storage Equipment	20	Hire of Traffic Control and Management
7	Purchase of Mobile Generators	21	Hire of Event Fencing, Barriers, Site Fencing and Lighting
8	Purchase of Light, Heat and Fan Equipment	22	Hire of Storage Units Including Shipping Containers and Associated Equipment
9	Purchase of Trailers and Plant Transportation	23	Hire of Small Plant and Tools
10	Purchase of Site Fencing and Hoarding	24	Hire of Site Accommodation, Site welfare Units, and Portable Accommodation
11	Purchase of Traffic Control Equipment	25	Hire of Trailers and Plant Transportation
12	Purchase of Storage Units Including Shipping Containers	26	Hire of One Stop Shop
13	Purchase of Loft Ladders, Ladders, Access Towers and Working Platforms	27	Plant and Vehicle Repair and Refurbishment
14	Purchase of Air Tools and Compressors		

How to use the Framework

Frameworks can be considered as a procurement tool that helps to connect suppliers with public sector organisations.

YPO's Frameworks are usually established by following what is known as the 'open' procedure (a tender process). Currently, this means that suppliers from around the world can bid for a place on Frameworks and have the opportunity to work with public sector organisations.

Frameworks provide access to a pre-approved list of suppliers, meaning the public sector organisation does not need to run its own open procurement procedure and can offer its opportunity to a smaller number of suppliers.

Frameworks are managed by the Framework 'owner' so public sector organisations can be sure that the suppliers on the Framework are undergoing regular due diligence checks.

CA's (Contracting Authorities) will be able to procure via direct award and further competition for all lots on the framework.

Suppliers were assessed on their capacity and capability as a provider of plant machinery, equipment and other associated services through an evaluation focused upon cost, quality, and Social value/sustainability.

The aim of this YPO framework is to give CA's the ability to assess Suppliers' capabilities to meet against their requirements, through utilising national and regional Suppliers.

CA's will have the ability to carry out a direct award or further competition through their own internal process or via the YPO's tendering portal. The YPO portal can be used to run all your Direct Award and Further Competitions.

A direct award is where a CA carries out an assessment on the criteria set in the YPO framework documentation to decide which Supplier they would like to award a call-off to.

A further competition gives contracting authorities the ability to create a specification, method statements (questions) and pricing that is relevant to their own organisation.

The aim of this YPO framework is to give CA's the ability to assess Suppliers' capabilities to meet against their requirements, through utilising national and regional Suppliers.



How to carry out a direct award

This framework is set up to allow direct award. When establishing the framework, a competition was conducted, and the awarded supplier/provider the most economically advantageous tender from all the potential suppliers/providers who tendered and was awarded onto the framework in each lot.

CA's are still able to run a further competition on across all lots, see page 7 for information regarding further competitions.

To access the framework agreement, CA's should complete and return the Non-Disclosure and Customer Access Agreement. This can be found on the YPO website under 'Documents' for this framework.

CA's can objectively identify which provider offers the most economically advantageous offer for their specific requirements from the information at the framework establishment stage. Where this cannot be identified, the customer requirements are bespoke or the customer wishes to re-open competition, then a completed call-off contract will be awarded following a Further Competition.

CA's will be able to see the following documentation to assess the quality of the Supplier:

- Supplier overview
- Supplier contact sheet

For standard Call-offs, Providers will be assessed based upon the customers individual requirements. This will take into account the cost/price score for the customers individual requirements based on the pricing submitted by the Providers as part of Framework establishment or any subsequent price variations agreed with YPO as part of the annual price reviews (if relevant) combined with the non-cost/price evaluation criteria scores.

In accordance with the PCR 2015 Direct Award orders may be placed under this Framework Agreement provided the Contracting Authority can objectively identify which Provider offers the most economically advantageous offer for their specific requirements from the information at Framework establishment stage.

Where this cannot be identified, the customer requirements are bespoke, or the customer wishes to re-open competition then a competed Call-off Contract(s) will be awarded following a Further-competition.

Customers conducting a Further-competition will write their own specification around their own requirements which will be evaluated and scored at Further-competition stage based on the Further-competition award criteria as set out in this Tender exercise.

At direct award stage you need to provide the Supplier with the relevant information to deliver the goods/ service you require.

The following needs to be completed for a direct award by advising the Supplier of the following:

- Complete the order form that is provided on the YPO website.
- Review the call off terms and conditions also provided on the YPO website

Ensure you add within the order form any bespoke terms and conditions within your order (please note these must be agreeable by both parties being the customer and Supplier prior to commencement of the call off agreement.

YPO can support CA's with the set-up of a Direct Awards to ensure the most advantageous outcome:

- Assessment of your needs and advice on the best approach
- Market and supplier insights
- Technical know-how on how to procure specific service, works or product
- Assistance in the completion of the documentation
- Advice on the call-off terms and conditions
- Advice on the KPIs
- Assistance with or management of the supplier pre-engagement

Templates for the following areas can be provided:

- Award and rejection letters
- Call-off contract terms and conditions
- Award form

Please contact fleet at YPO at fleet@ypo.co.uk



Carrying out your further competition

CA's will be able to evaluate Suppliers on Quality, Cost, Social Value, and Sustainability in their further competition.

The CA will be responsible for the further competition process, with assistance from YP O on documentation review if required.

CA' s will be able to see the following documentation to support the creation of their further competition:

Supplier overview

Supplier contact sheet

CA' s can carry out a further competition based on the below criteria:

Criteria for further competitions	Range
Cost	45%
Quality	40%
Social Value and Sustainability	15%

This will allow for authorities to carry out further competitions with weightings, set out as above, the total percentage must add up to 100%.

CA' s can carry out a further competition on all Suppliers, for the relevant lot and can use the sub criteria as set out above. Please note you can vary your weightings +/- 10% for each of the criteria as set out in the ITT documentation, any variations above this threshold is at the sole risk of the CA.

CA' s will need to create a further competition either via their own internal processes or via the YPO portal.

YPO can help CA's produce further competition templates, please contact the fleet team fleet at YPO; fleet@ypo.co.uk

CA's can use their own template documents if they prefer. The further competition should meet the criteria provided in this document.

There are no set questions for CA's to include in their further competition, we would suggest that these are related back to your specification.

For Competed Call-offs, YPO or the relevant OCA will run a Further-competition. This will involve inviting all successful Providers from that particular Lot/Framework. This document can be published via your own internal processes or by following the guidance on the YPO website.

There are no minimum or maximum timescales that a further competition should be published within, however YPO would suggest that the timescales are relevant to the detail of the specification and documents you publish. Please ensure that Suppliers have sufficient time to respond to your further competition template.

Once the deadline has ended, the response documents should be evaluated in accordance with the criteria in 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.

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 CA's.

CA's must inform YPO of the outcome of any further competition they undertake themselves. This includes completing the award template and returning it to fleet@ypo.co.uk

When running a further competition, CA's should award based on the most economically advantageous tender and must provide suppliers/providers with the methodology behind it.

A 10-day standstill period is then voluntary under the YP O framework. YP O would suggest carrying out a standstill period for a long-term or high-value call-off contract.

Review the call-off terms and conditions provided by YPO and ensure you add any supplementary information/amendments within the order form any bespoke terms and conditions within your order (please note these must be agreeable by both parties being the customer and Supplier prior to the commencement of the call-off agreement.)



How to call-off from the framework

For all lots under this framework CA's can run a further competition to award a call-off contract to the winning supplier/provider. This can be done via the contracting authorities own procurement portal or via YPO's procurement portal.

Please see the step by step process for arranging a call from the framework below:

Initial Customer Enquiry

CA's can contact the Fleet team at YPO at for information by emailing fleet@ypo.co.uk

- YPO will send CA's a copy of the User Guide, NDA/Access Agreement
- Customer completes and returns NDA/Access Agreement

NDA/Access Agreement Returned to YPO

Following receipt of the signed NDA/Access Agreement YPO may send the CA a Further Competition Template, and Framework Agreement Scope.

YPO will provide the customer with a unique reference code for the further competition and direct award, which will be referenced on all documentation.

CA completes the documents and returns them to YPO

If the CA decides to undertake their own further competition YPO must be informed via e-mail (fleet@ypo.co.uk) and a unique reference number must be used.

Further Competition

YPO can issue further competition documents to all suppliers/providers on the framework agreement if required by the CA.

YPO will manage any clarifications that are received from potential suppliers/ providers (CA's will need to provide clarification responses) clarifications will be managed through the e-portal.

At the submission closing date YPO will provide customers with access to all submissions.

CA's can then evaluate (offline) the submissions and prepare acceptance and rejection letters (templates can be provided).



Direct Award

CA's will be responsible for their assessment of suppliers for a direct award, which should be based on quality, cost, delivery, customer service, social value, and sustainability. CA's will be able to see the following documentation to assess the quality of the supplier:

- Supplier overview
- Supplier contact sheet

CA's can carry out the assessment for a direct award on all suppliers that are listed on the relevant lot, or they can utilise the sub-criteria that was created and evaluated as part of the YPO tender process.

At direct award stage, you need to provide the supplier with the relevant information to deliver the goods/ services you require.

Contract Award

The CA is to complete any award documentation required such as the call-off terms, order form etc.

YPO will issue the award decision documentation (acceptance and rejection letters) via e-portal

Optional 10-day standstill period: CA's 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.

Stages 1 to 4

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, 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 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

Suppliers

All awarded supplier lists are available on the YPO website, if you would like individual lot break downs, please contact fleet@ypo.co.uk

As part of the tender process, YPO asked each supplier to give an overview of their organisation, this should support CA's in understanding the suppliers in more detail where they have shared information about their capability and experience.

Terms and conditions

YPO has agreed a set of framework terms and conditions; these are between YPO and the supplier. These framework terms and conditions cannot be amended by the contracting authority or the supplier.

To supplement the framework terms and conditions, YPO has created call-off terms and conditions for contracting authorities to put in place with the supplier

The call-off terms and conditions can be utilised to ensure that they fit your requirements and if both parties agree, they can be amended to support the delivery of the service.

Once the call-off terms and conditions are agreed you will need to specify these within the order form under the "amendment to terms and conditions" section. The order form then forms the legally binding contract between you the customer and the supplier.

Contact information

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

Name	Kate Clayton
Job title	Category Buyer
Category	Fleet Team
Telephone	07827 368 203
Email	kate.clayton@ypo.co.uk
Email Kate »	

Name	Joanna Szezol
Job title	Assistant Category Buyer
Category	Fleet Team
Telephone	07776 775 084
Email	joanna.szezol@ypo.co.uk
Email Joanna »	



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