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User Guide | Ref No: 001259

# Street Lighting Products and Services

Framework Agreement



# 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.



### **This is an interactive PDF**

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## Overview

### **Start date**

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10.03.2025

### **Expiry date**

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10.03.2027

### **Extension(s) (if applicable)**

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Option to extend for 2 years until 09 Mar 2029

### **Contracting Authority (CA) call-off period**

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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 4 years.

### **Contract Notice reference number**

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2024/S 000-036753

### **Rebate**

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2% paid by supplier/provider

### **Geographical location(s)**

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National

# Lot structure

Lot	Description	Number of suppliers/ providers	Method of award 'call-off' contracts
<b>01</b> Electrical Supplies Inc. Cables	Supply of exterior and interior lighting and associated electrical products and equipment, including lantern units, luminaires and associated internal components (e.g. lamps, control gear etc.), Supply of electrical cables, illuminated traffic signs, bollards and cables (including solar powered), smart city solutions, traffic signs, telecoms, variable message signs, festive illuminations and other exterior electrical products and equipment, including LED, Wifi, Lifi, comms and audio equipment.	22	Direct Award and Further Competition
<b>02</b> IOT and CMS	Supply of internet of things and central management systems with support infrastructure.	12	Direct Award and Further Competition
<b>03</b> Columns, Pillars, Posts and Ports	Supply of exterior lighting columns, sign columns, feeder pillars, posts, cabinets and components to include bespoke fabrications and brackets and other sundry products.	13	Further Competition only
<b>04</b> Project Support Services	Provision of project management, engineering services, technical services; design and/or specification support services to include IOT, electric vehicle charging, smart city and/or telecoms, broadband consultancy services and inventory asset management services. PFI contract support.	8	Direct Award and Further Competition
<b>05</b> Testing Services	Provision of testing and reporting services for street furniture and exterior structures such as columns, feeder pillars, posts and brackets to include structural and/or electrical testing, tracing and mapping services.	8	Direct Award and Further Competition

This Framework is designed to meet the needs of all public sector organisations, including NHS, education, local authorities, central government, charities, housing and emergency services.

Providers were assessed on the following criteria, which has been used to establish the Framework:

Criterion	Percentage weighting
Cost	35%
Quality	30%
Delivery and Customer Service	15%
Social Value and Sustainability	20%

Providers must have scored a minimum of 70% across the Cost, Quality, and Social Value/Sustainability criterion to be awarded.

# Benefits of using the Framework

**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's Framework Agreements are established to allow customers to purchase goods, works or services from suppliers/providers via Further Competition.

## **Benefits of using the Framework Agreement:**

- YPO can fully manage the customers 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/provider 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



# How to use the Framework

To access the Framework, 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.

Email [highways@ypo.co.uk](mailto:highways@ypo.co.uk) for more information.



# Suppliers/ Providers

Supplier/Provider	Lot 1 Electrical Supplies Inc. Cables	Lot 2 IOT and CMS	Lot 3 Columns, Pillars, Posts and Ports	Lot 4 Project Support Services	Lot 5 Testing Services
4way Consulting Ltd				○	
Acrospire Solutions Limited	○				
Altitude Services Limited					○
ASD Lighting plc	○	○			
Cree Lighting Europe S.p.A	○				
Designs for Lighting Ltd				○	
D. W. Windsor Limited	○				
Electrical Testing Limited					○
Gather Consulting Limited				○	
Glasdon (UK) Limited	○				
Kingfisher Lighting Limited	○		○		
Kiwa Limited ta Kiwa CMT Testing					○
Light & Energy Distribution Limited	○	○	○		
Lighting & Signs Limited	○	○	○	○	○
Lucy Zodion Limited	○	○	○		
Mallatite Limited	○	○	○		
Marwood Electrical Company Limited	○	○	○	○	○

## Suppliers/ Providers (Continued)

Supplier/Provider	Lot 1 Electrical Supplies Inc. Cables	Lot 2 IOT and CMS	Lot 3 Columns, Pillars, Posts and Ports	Lot 4 Project Support Services	Lot 5 Testing Services
Mega Electrical NW Ltd	○	○	○	○	○
Orangetek Limited	○	○			
Prolectric Services Limited	○		○		
Signify Commercial UK Limited	○	○			
Smith Bros.(CaerConan) Wholesale Limited	○		○		
Southern Asset Management Limited					○
Studiotech (UK) Ltd	○	○	○	○	
Swann Engineering Group Limited			○		○
SWARCO UK & Ireland Ltd	○			○	
The Aluminium Lighting Company Ltd			○		
ZG Lighting (UK) Limited	○				
TRT Lighting	○				
TWM Traffic Control Systems Ltd	○	○			
Urbis Schröder Ltd	○	○			
Valmont Stainton Ltd			○		

# Rebate sharing scheme

This framework is introducing a rebate sharing scheme where customer will be entitled to a share of the retrospective rebate that YPO receive from the supplier for their contractual spend as long as they meet the below minimum criteria.

This is only applicable to call-offs that are conducted by Further Competition and per individual contract and not multiply contracts under the agreement where the contract spend is combined together.

Value of Individual contract	Retrospective rebate of contract spend	YPO Share	Customers Share
£1 to £200k	2%	2%	0%
£200k to £500k	2%	1.5%	0.5%
£500k+	2%	1%	1%
Direct Award	2%	2%	0%

## Example of how this will work:

1. The supplier is charged a flat rate of 2% on the total spend of your contract spend. For a customer spending £1,000,000, the supplier would be charged £20,000 (2% of £1,000,000).
2. The rebate is then distributed between YPO and the customer at the end of their contract based on the total spend:
  - For the first £200,000, YPO receives the full 2% rebate.
  - For the next £300,000 (taking the total spend to £500,000), YPO receives a 1.5% rebate, and the customer receives a 0.5% rebate. This equates to £1,500 for the customer.
  - For any spend over £500,000, YPO receives a 1% rebate and the customer also receives a 1% rebate. In this case, with an additional £500,000 spend (taking the total spend to £1,000,000), the customer would receive £5,000.
  - In total the customer would receive a rebate share of £6,500 at the end of their contract.

Once your contract with the supplier/provider has finished YPO will work with the customer and supplier to establish full contract spend and credit the customer.



# How to carry out a Direct Award from the Framework

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

Direct Award allows you to call-off directly to a chosen supplier/provider without conducting a full competitive process. CA can demonstrate the selected supplier/provider offers them the most economically advantageous solution. CAs will be responsible for their assessment of providers to determine a Direct Award. Upon signing the NDA, CAs will be able to view the following documentation:

- The results of the tender evaluation including supplier/provider responses and scores
- Supplier/provider price list showcasing the scope of products, work, and services they can provide under each lot.

If you are unable to find a match to your requirements, you can raise a Request for Information (RFI) to the suppliers/providers on your relevant lot. You will need to provide a statement of your requirements, so they can direct you to an existing submitted offer or add this solution to their price list.

At Direct Award stage you need to provide the supplier/ provider with the relevant information to deliver the service you require. The following needs to be completed for a Direct Award:

- Advise the supplier/provider of the Direct Award
- Complete the call-off contract that is provided on the YPO website
- Complete the order form that is provided on the YPO website
- Complete the confirmation of award document and send this to [Highways@ypoc.co.uk](mailto:Highways@ypoc.co.uk)

## Best Practice Tip

Direct Award is best suited to situations such as (but not limited to); low value/low complexity requirements, goods or services which are exclusive to one supplier/provider, continuity or additions to existing goods or services, urgent/one-off requirements. Ensure to follow any internal processes and procedures to assess supplier/provider capability and determine if this route offers best value for your procurement.

CAs should ensure to follow any internal processes and procedures to assess supplier capability and determine if this route offers best value for your procurement.



# How to carry out your Further Competition

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

YPO can then pre-agree the level of customer 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 [highways@ypo.co.uk](mailto:highways@ypo.co.uk).

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.

**Customers can carry out a Further Competition based on the below price and quality criteria:**

Criteria for Further Competitions	Recommended Criterion	
Price	35%	The customer may reopen the criteria's in full, or scores may be carried through from the framework establishment stage.
Quality	30%	The customer may reopen the criteria's in full, or scores may be carried through from the framework establishment stage.
Delivery and Customer Service	15%	The customer may reopen the criteria's in full, or scores may be carried through from the framework establishment stage.
Social value and Sustainability	20%	The customer may reopen the criteria's in full, or scores may be carried through from the framework establishment stage.



# 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:

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