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User Guide | Ref No: 001305

Winter Maintenance Products and Services

Framework Agreement





This is an interactive PDF

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

Overview

Start date

18 June 2026

Expiry date

17 June 2030

Extension(s) (if applicable)

N/A

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 4 years.

Contract award notice ref. no:

2026/S 000-051311

Geographical Location(s)

National

Rebate

1.5% paid by supplier/provider

Lot Structure

Lot Number	Lot	Number of suppliers/ providers	Method of call off contracts
1	Brown Rock Salt 6mm or 10mm minimum 27 tonne deliveries	1	Award Without Competition
2	White Rock or Marine Salt minimum 27 tonne deliveries	1	Award Without Competition
3	Salt Domes	1	Award Without Competition
4	Supply, Installation and Maintenance of Saturators	1	Competitive Selection Process
5	Winter Gritting, Snow Clearance and Grounds Maintenance Services	2	Competitive Selection Process
6	Sheeting - Supply, Installation and Site Management Services	0	Competitive Selection Process
7	Bagged Brown or White Salt 850kg and 1000kg bags (YPO Catalogue)	1	Award Without Competition
8	Bagged Brown or White Salt 10kg and 25kg bags (YPO Catalogue)	1	Award Without Competition
9	De-Icing Liquids and Granules (YPO Catalogue)	1	Award Without Competition
10	Salt Spreaders, Liquid Sprayers, Snow Shovels and Spreader Kits (YPO Catalogue)	2	Award Without Competition

Lot structure (Continued)

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 WEIGHTINGS
Cost	40%
Quality	20%
Delivery and Customer Service	20%
Social Value and Sustainability	20%

Providers must have scored a minimum of 60% 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 by Award Without Competition or Competitive Selection Process.

YPO's framework agreements are established to allow customers to purchase goods, works or services from suppliers/providers via Competitive Selection Process.

Benefits of using the framework agreement:

- YPO can fully manage the customers Competitive Selection Process (call-off) process if required
- Reduced timescales – customers do not need to run a full 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 Customer Access Agreement. YPO can then provide the level of support that might be required and can provide customers with templates, advice and guidance to undertake a compliant Award without Competition or Competitive Selection Process.

Email highways@ypo.co.uk for more information.



Supplier/Provider	1. Brown Rock Salt 6mm or 10mm minimum 27 tonne deliveries	2. White Rock or Marine Salt minimum 27 tonne deliveries	3. Salt Domes	4. Supply, Installation and Maintenance of Saturators	5. Winter Gritting, Snow Clearance and Grounds Maintenance Services	6. Sheeting - Supply, Installation and Site Management Services	7. Bagged Brown or White Salt 850kg and 1000kg bags (YPO Catalogue)	8. Bagged Brown or White Salt 10kg and 25kg bags (YPO Catalogue)	9. De-Icing Liquids and Granules (YPO Catalogue)	10. Salt Spreaders, Liquid Sprayers, Snow Shovels and Spreader Kits (YPO Catalogue)
AccuGrit					✓					
Compass Minerals UK Ltd	✓									
H C Slingsby PLC										✓
JAMES A. CUTHBERTSON, LIMITED										✓
Mitie Landscapes Limited					✓					
NWT Supplies Limited		✓					✓	✓		
Safecote Limited			✓	✓					✓	

How to carry out an award without competition

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

Award Without Competition 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 advantageous solution. CAs will be responsible for their assessment of providers to determine a Award Without Competition. CAs will be able to view the following documentation:

- The results of the tender evaluation including supplier/provider responses and scores
- Supplier/provider 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 respond accordingly.

At Award Without Competition 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 Award Without Competition
- Complete the call-off contract that is provided on Completion of the Access Agreement
- Complete the order form that is provided on Completion Access Agreement
- Complete the confirmation of award document and send this to highways@ypo.co.uk



How to carry out your Competitive Selection Process

(To access the framework agreement, customers should complete and return 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 Competitive Selection Process. Customers can undertake the Competitive Selection Process themselves but must be aware that this is a resource intensive process and if customers undertake their own Competitive Selection Process YPO must be informed by emailing 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 Competitive Selection Process documentation.

YPO can help customers produce specifications, qualitative questions, pricing schedules and evaluation criteria to undertake a Competitive Selection Process. Clarification responses, evaluation of Competitive Selection Process 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 Competitive Selection Process they undertake themselves.

When running a Competitive Selection Process, customers should award based on the most 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 Competitive Selection Process based on the below price and quality criteria:

CRITERIA FOR COMPETITIVE SELECTION PROCESS			RECOMMENDED CRITERION
Cost	40%	The customer may reopen the criteria's in full, or scores may be carried through from the framework establishment stage.	
Quality	20%	The customer may reopen the criteria's in full, or scores may be carried through from the framework establishment stage.	
Delivery & Customer Service	20%	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

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:

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