

Decisions taken by the Procurement Board on Wednesday, 28 August 2019

| Agenda Item No | Topic | Decision |
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Part A – Items considered in public

| <p>A6</p> | <p>Request for Approval - Exception to Contractual Standing Orders - Contract Award - 'Vital and Viable Places'</p> | <p style="text-align: center;"><i>Salford City Council - Record of Decision</i></p> <p>I Councillor Hinds, Lead Member for Finance and Support Services and chairman of the Procurement Board in exercise of the powers contained within the Council Constitution do hereby approve:</p> <p>(1) An exception to Contractual Standing Orders in accordance with Paragraph 3.1 as follows:</p> <ul style="list-style-type: none"> • *Specialist services/supplies which are available only from one supplier. For example, specialist niche consultants or suppliers where there is a sole supplier of patented or proprietary articles, or materials or services exclusively provided by a statutory undertaker or other bodies. <p>(2) The award of the Contract for Vital and Viable Places as detailed in the table below:</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr style="background-color: #4F81BD; color: white;"> <th colspan="2" style="text-align: center;">Detail required</th> </tr> </thead> <tbody> <tr> <td style="background-color: #4F81BD; color: white; text-align: center;">Title/Description of Contracted Service/Supply/Project</td> <td style="text-align: center;">Vital and Viable Places</td> </tr> <tr> <td style="background-color: #4F81BD; color: white; text-align: center;">Name of Successful Contractor</td> <td style="text-align: center;">Institute of Place Management</td> </tr> </tbody> </table> | Detail required | | Title/Description of Contracted Service/Supply/Project | Vital and Viable Places | Name of Successful Contractor | Institute of Place Management |
|--|---|---|-----------------|--|--|-------------------------|-------------------------------|-------------------------------|
| Detail required | | | | | | | | |
| Title/Description of Contracted Service/Supply/Project | Vital and Viable Places | | | | | | | |
| Name of Successful Contractor | Institute of Place Management | | | | | | | |

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| | | <table border="1"> <tbody> <tr> <td data-bbox="840 375 1400 462">Supplier Registration Number <i>(to be supplied by Corporate Procurement)</i></td> <td data-bbox="1400 375 2049 462"></td> </tr> <tr> <td data-bbox="840 462 1400 550">Type of organisation <i>(to be supplied by Corporate Procurement)</i></td> <td data-bbox="1400 462 2049 550">Other</td> </tr> <tr> <td data-bbox="840 550 1400 638">Status of Organisation <i>(to be supplied by Corporate Procurement)</i></td> <td data-bbox="1400 550 2049 638">Non-SME</td> </tr> <tr> <td data-bbox="840 638 1400 686">Contract Value</td> <td data-bbox="1400 638 2049 686">£50,000 Full Project</td> </tr> <tr> <td data-bbox="840 686 1400 734">Contract Duration</td> <td data-bbox="1400 686 2049 734">24 months</td> </tr> <tr> <td data-bbox="840 734 1400 782">Contract Start Date</td> <td data-bbox="1400 734 2049 782">02/09/2019</td> </tr> <tr> <td data-bbox="840 782 1400 829">Contract End Date</td> <td data-bbox="1400 782 2049 829">02/09/2021</td> </tr> <tr> <td data-bbox="840 829 1400 877">Optional Extension Period 1</td> <td data-bbox="1400 829 2049 877">N/A</td> </tr> <tr> <td data-bbox="840 877 1400 925">Optional Extension Period 2</td> <td data-bbox="1400 877 2049 925">N/A</td> </tr> <tr> <td data-bbox="840 925 1400 1005">Who will approve each Extension Period?</td> <td data-bbox="1400 925 2049 1005">Strategic Director (extension < £150k)</td> </tr> <tr> <td data-bbox="840 1005 1400 1053">Contact Officer (Name & number)</td> <td data-bbox="1400 1005 2049 1053">Jacquie Russell x3577</td> </tr> <tr> <td data-bbox="840 1053 1400 1101">Lead Service Group</td> <td data-bbox="1400 1053 2049 1101">Service Reform & Development</td> </tr> <tr> <td data-bbox="840 1101 1400 1404">Reason for CSO Exception <i>(select all that apply)</i></td> <td data-bbox="1400 1101 2049 1404"> <p>The need for the goods, services or works is so urgent that the time needed to comply with the rules would be prejudicial to the Council's interests <input type="checkbox"/></p> <p>Specialist services/supplies which are available only from one supplier. For example, specialist niche consultants or suppliers where there is a sole supplier of patented or proprietary articles, materials or services exclusively provided by a statutory undertaker or other bodies <input checked="" type="checkbox"/></p> <p>For reasons of compatibility with existing services/products – for example, equipment that needs parts from its own manufacturer <input type="checkbox"/></p> </td> </tr> </tbody> </table> | Supplier Registration Number <i>(to be supplied by Corporate Procurement)</i> | | Type of organisation <i>(to be supplied by Corporate Procurement)</i> | Other | Status of Organisation <i>(to be supplied by Corporate Procurement)</i> | Non-SME | Contract Value | £50,000 Full Project | Contract Duration | 24 months | Contract Start Date | 02/09/2019 | Contract End Date | 02/09/2021 | Optional Extension Period 1 | N/A | Optional Extension Period 2 | N/A | Who will approve each Extension Period? | Strategic Director (extension < £150k) | Contact Officer (Name & number) | Jacquie Russell x3577 | Lead Service Group | Service Reform & Development | Reason for CSO Exception <i>(select all that apply)</i> | <p>The need for the goods, services or works is so urgent that the time needed to comply with the rules would be prejudicial to the Council's interests <input type="checkbox"/></p> <p>Specialist services/supplies which are available only from one supplier. For example, specialist niche consultants or suppliers where there is a sole supplier of patented or proprietary articles, materials or services exclusively provided by a statutory undertaker or other bodies <input checked="" type="checkbox"/></p> <p>For reasons of compatibility with existing services/products – for example, equipment that needs parts from its own manufacturer <input type="checkbox"/></p> |
| Supplier Registration Number <i>(to be supplied by Corporate Procurement)</i> | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Type of organisation <i>(to be supplied by Corporate Procurement)</i> | Other | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Status of Organisation <i>(to be supplied by Corporate Procurement)</i> | Non-SME | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Contract Value | £50,000 Full Project | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Contract Duration | 24 months | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Contract Start Date | 02/09/2019 | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Contract End Date | 02/09/2021 | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Optional Extension Period 1 | N/A | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Optional Extension Period 2 | N/A | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Who will approve each Extension Period? | Strategic Director (extension < £150k) | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Contact Officer (Name & number) | Jacquie Russell x3577 | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Lead Service Group | Service Reform & Development | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Reason for CSO Exception <i>(select all that apply)</i> | <p>The need for the goods, services or works is so urgent that the time needed to comply with the rules would be prejudicial to the Council's interests <input type="checkbox"/></p> <p>Specialist services/supplies which are available only from one supplier. For example, specialist niche consultants or suppliers where there is a sole supplier of patented or proprietary articles, materials or services exclusively provided by a statutory undertaker or other bodies <input checked="" type="checkbox"/></p> <p>For reasons of compatibility with existing services/products – for example, equipment that needs parts from its own manufacturer <input type="checkbox"/></p> | | | | | | | | | | | | | | | | | | | | | | | | | | | |

Salford City Council – Decisions taken by the Procurement Board on Wednesday, 28 August 2019

| Agenda Item No | Topic | Decision | | | | | | | | | |
|--|--|---|--|---|--|---|---|---|--|-----------------------|-----------------------|
| | | <table border="1"> <tr> <td data-bbox="842 376 1397 858" rowspan="6">  </td> <td data-bbox="1397 376 2069 459">Where any of the standing orders are inconsistent with any legislative requirements, in which instance the provisions of the appropriate legislation shall prevail <input type="checkbox"/></td> </tr> <tr> <td data-bbox="1397 459 2069 564">Where the Council can demonstrate that an integrated or strategic approach to procurement is being implemented and there is a requirement to align services or contracts to co-terminus end dates <input type="checkbox"/></td> </tr> <tr> <td data-bbox="1397 564 2069 628">There are value for money reasons justifying a CSO Exception <input type="checkbox"/></td> </tr> <tr> <td data-bbox="1397 628 2069 711">School Governors: in relation to the Local Management of Schools (LMS), where schools have adopted their own standing orders <input type="checkbox"/></td> </tr> <tr> <td data-bbox="1397 711 2069 775">The shared legal service, in respect of the appointment of counsel <input type="checkbox"/></td> </tr> <tr> <td data-bbox="1397 775 2069 858">Strategic Director of CHSC: contracts for the provision of personal care services or facilities pursuant to the National Health Service and Community Care Act 1990 <input type="checkbox"/></td> </tr> <tr> <td data-bbox="842 858 1397 903" style="text-align: center;">Funding Source</td> <td data-bbox="1397 858 2069 903" style="text-align: center;">Revenue Budget</td> </tr> </table> <p data-bbox="842 976 2069 1209">The Reasons are that the project seeks to establish a programme of work between Salford City Council and the Institute of Place Management (IPM) to develop a robust, evidence-based, and measurable approach to identifying potential place-based interventions that can help to strengthen our district centres. The approach is built on the IPM's prior experience in developing and applying the Vital and Viable Programme in a number of local districts nationally, and in Greater Manchester. The approach includes a strong emphasis on local stakeholder engagement, importantly including local ward councillors.</p> <p data-bbox="842 1248 2069 1407">IPM have developed the Vital and Viable Programme. They have also developed a track record in applying this model in places across the UK, including current work in a number of other GM Districts. IPM also brings with them a strong partnership working with the national Springboard Research programme, long recognised as the national lead in retail footfall analysis.</p> |  | Where any of the standing orders are inconsistent with any legislative requirements, in which instance the provisions of the appropriate legislation shall prevail <input type="checkbox"/> | Where the Council can demonstrate that an integrated or strategic approach to procurement is being implemented and there is a requirement to align services or contracts to co-terminus end dates <input type="checkbox"/> | There are value for money reasons justifying a CSO Exception <input type="checkbox"/> | School Governors: in relation to the Local Management of Schools (LMS), where schools have adopted their own standing orders <input type="checkbox"/> | The shared legal service, in respect of the appointment of counsel <input type="checkbox"/> | Strategic Director of CHSC: contracts for the provision of personal care services or facilities pursuant to the National Health Service and Community Care Act 1990 <input type="checkbox"/> | Funding Source | Revenue Budget |
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| | Strategic Director of CHSC: contracts for the provision of personal care services or facilities pursuant to the National Health Service and Community Care Act 1990 <input type="checkbox"/> | | | | | | | | | | |
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| | | <p>Options considered and rejected were: IPM have designed this programme and have applied this model in various places across the UK. We are not aware of alternatives that offer the same value for money.</p> <p>Assessment of Risk: Low.</p> <p>The source of funding is: earmarked reserve to support Transformation.</p> <p>Legal Advice obtained: When commissioning contracts for the procurement of goods, services or the execution of works, the Council must comply with the Public Contracts Regulations 2015 (PCR) and its own Contractual Standing Orders (CSO's), failing which a contract may be subject to legal challenge from an aggrieved provider.</p> <p>Whilst exceptions to CSO's may be authorised by a decision notice from Procurement Board, as detailed in section 3 of Part 5 of the Constitution there is still a risk of challenge from aggrieved providers if the usual tender process has not been followed. The risk of challenge increases in tandem with the value and proposed length of the extension. In this instance, as noted in the report, the value of the proposed extension is low and for a short period. However the Council is not commissioning a service which may be readily provided by a number of suppliers in the marketplace and the provider appears to be in a unique position to provide the services to the Council to realise the benefits set out in the report.</p> <p>Whilst the value of the proposed award is below threshold, for information, direct awards of contracts may be made in limited circumstances, set out at regulation 32 of the PCR ("Negotiated procedure without prior publication") such that reg 32 (2)(b)(ii) confirms use of the procedure:</p> |

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| | | <p>“...where the works, supplies or services can be supplied only by a particular economic operator for any of the following reasons:— (ii) competition is absent for technical reasons, but only...where no reasonable alternative or substitute exists and the absence of competition is not the result of an artificial narrowing down of the parameters of the procurement;”</p> <p>Accordingly the risk of any challenge being successful may be regarded as extremely low.</p> <hr/> <p>Financial Advice obtained: The cost of this contract (£50k) will be met in full from the transformation fund over the planned 2 year contract period.</p> <p>Procurement Advice obtained: There are always risks associated with applying an exception to the Council’s Contractual Standing Orders as this could potentially lead to a challenge from an aggrieved supplier if the contract opportunity was not sufficiently advertised in accordance with the Public Contract Regulations 2015. The risk increases in tandem with the value and length of the proposed contract, and would be on the principle that there are possibly other suppliers within the EU member states who could offer similar services.</p> <p>The Council’s Procurement Board has the authority to grant a waiver to Contractual Standing Orders for any contract valued below the OJEU threshold.</p> <p>After reviewing the content of the report, it would appear that there would be no other organisations able to deliver the Vital and Viable Programme, due to the IPM having already delivered this in a number of local districts nationally, and this would be an extension of that work within Greater Manchester through the partnership between Salford CC and IPM.</p> <p>Therefore the risk of a procurement challenge can be deemed as low in this instance.</p> |

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| | | <p>Contact Officer: Jacquie Russell Tel No 0161 793 3577</p> <p>* This matter is also subject to consideration by the Lead Member for Housing & Neighbourhoods who has been briefed on these proposals.</p> <p>* The appropriate scrutiny committee to call-in the decision is the Community and Neighbourhoods Scrutiny Panel.</p> <p>Signed: <u> BILL HINDS </u> Dated: <u> 28 August 2019 </u></p> <p align="center">Lead Member</p> <p>-</p> <p>This decision was published on <u>28 August 2019</u>.</p> <p>This decision will come in force at 4.00 p.m. on <u>4 September 2019</u> unless it is called-in in accordance with the Decision Making Process Rules.</p> |
| A7 | Request for Approval - Exception to Contractual Standing Orders - Contract Award - Co Design and Refurbishment of The Grange | <i>Salford City Council - Record of Decision</i> |

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| | Children's Home | <p>I Councillor Hinds, Lead Member for Finance and Support Services and chairman of the Procurement Board, in exercise of the powers contained within the Council Constitution do hereby approve:</p> <p>(1) An exception to Contractual Standing Orders in accordance with Paragraph 3.1 as follows:</p> <ul style="list-style-type: none"> • The need for the goods, services or works is so urgent that the time needed to comply with the rules would be prejudicial to the council's interests. <p>(2) The award of the Contract for Co Design and Refurbishment of The Grange Children's Home as detailed in the table below:</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr style="background-color: #4F81BD; color: white;"> <th colspan="2">Detail required</th> </tr> </thead> <tbody> <tr> <td style="background-color: #4F81BD; color: white;">Title/Description of Contracted Service/Supply/Project</td> <td>Co Design and Refurbishment of The Grange Children's Home</td> </tr> <tr> <td style="background-color: #4F81BD; color: white;">Name of Successful Contractor</td> <td>Quay Interiors Ltd</td> </tr> <tr> <td style="background-color: #4F81BD; color: white;">Supplier Registration Number <i>(to be supplied by Corporate Procurement)</i></td> <td>Company – 10438822</td> </tr> <tr> <td style="background-color: #4F81BD; color: white;">Type of organisation <i>(to be supplied by Corporate Procurement)</i></td> <td>Private Limited Company</td> </tr> <tr> <td style="background-color: #4F81BD; color: white;">Status of Organisation <i>(to be supplied by Corporate Procurement)</i></td> <td>Non-SME</td> </tr> <tr> <td style="background-color: #4F81BD; color: white;">Contract Value</td> <td>£141,404.55 Full Project</td> </tr> <tr> <td style="background-color: #4F81BD; color: white;">Contract Duration</td> <td>2 months refurb (6 months defects under JCT</td> </tr> </tbody> </table> | Detail required | | Title/Description of Contracted Service/Supply/Project | Co Design and Refurbishment of The Grange Children's Home | Name of Successful Contractor | Quay Interiors Ltd | Supplier Registration Number <i>(to be supplied by Corporate Procurement)</i> | Company – 10438822 | Type of organisation <i>(to be supplied by Corporate Procurement)</i> | Private Limited Company | Status of Organisation <i>(to be supplied by Corporate Procurement)</i> | Non-SME | Contract Value | £141,404.55 Full Project | Contract Duration | 2 months refurb (6 months defects under JCT |
|--|---|--|-----------------|--|--|---|-------------------------------|--------------------|--|--------------------|--|-------------------------|--|---------|----------------|----------------------------|-------------------|---|
| Detail required | | | | | | | | | | | | | | | | | | |
| Title/Description of Contracted Service/Supply/Project | Co Design and Refurbishment of The Grange Children's Home | | | | | | | | | | | | | | | | | |
| Name of Successful Contractor | Quay Interiors Ltd | | | | | | | | | | | | | | | | | |
| Supplier Registration Number <i>(to be supplied by Corporate Procurement)</i> | Company – 10438822 | | | | | | | | | | | | | | | | | |
| Type of organisation <i>(to be supplied by Corporate Procurement)</i> | Private Limited Company | | | | | | | | | | | | | | | | | |
| Status of Organisation <i>(to be supplied by Corporate Procurement)</i> | Non-SME | | | | | | | | | | | | | | | | | |
| Contract Value | £141,404.55 Full Project | | | | | | | | | | | | | | | | | |
| Contract Duration | 2 months refurb (6 months defects under JCT | | | | | | | | | | | | | | | | | |

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| | | <table border="1"> <tr> <td data-bbox="842 376 1391 416"></td> <td data-bbox="1391 376 2040 416">minor works Contract)</td> </tr> <tr> <td data-bbox="842 416 1391 464">Contract Start Date</td> <td data-bbox="1391 416 2040 464">03/09/2020</td> </tr> <tr> <td data-bbox="842 464 1391 512">Contract End Date</td> <td data-bbox="1391 464 2040 512">01/11/2019</td> </tr> <tr> <td data-bbox="842 512 1391 560">Optional Extension Period 1</td> <td data-bbox="1391 512 2040 560">N/A</td> </tr> <tr> <td data-bbox="842 560 1391 608">Optional Extension Period 2</td> <td data-bbox="1391 560 2040 608">N/A</td> </tr> <tr> <td data-bbox="842 608 1391 687">Who will approve each Extension Period?</td> <td data-bbox="1391 608 2040 687">Choose an item.</td> </tr> <tr> <td data-bbox="842 687 1391 735">Contact Officer (Name & number)</td> <td data-bbox="1391 687 2040 735">Sayma Khan 01616034558</td> </tr> <tr> <td data-bbox="842 735 1391 791">Lead Service Group</td> <td data-bbox="1391 735 2040 791">People Services</td> </tr> <tr> <td data-bbox="842 791 1391 879">Reason for CSO Exception <i>(select all that apply)</i></td> <td data-bbox="1391 791 2040 879">The need for the goods, services or works is so urgent that the time needed to comply with the rules would be prejudicial to the Council's interests <input checked="" type="checkbox"/></td> </tr> <tr> <td data-bbox="842 879 1391 927">Funding Source</td> <td data-bbox="1391 879 2040 927">Capital Programme</td> </tr> </table> <p>The Grange Children’s Home became vacant in December 2018 and has been identified as the preferred site for the new No Wrong Door Hub after a consultation exercise with Children and Young People, during the consultation exercise it was identified that the proposed Hub requires some co design with Young People and minor refurbishment works.</p> <p>Commissioners have already started to implement the No Wrong Door Strategy for Salford City Council and have secured the funding for the proposed Co Design and Refurbishment Works.</p> <p>A robust specification has been drafted in conjunction with Urban Vision (project lead), Sheila Bird Group (Design lead), Quay Interiors (Contractor) and a range of Children and Young People across Social care.</p> <p>A quotation has been sought which has been benchmarked by Urban vision who have confirmed that it is comparative to the industry standard rates.</p> | | minor works Contract) | Contract Start Date | 03/09/2020 | Contract End Date | 01/11/2019 | Optional Extension Period 1 | N/A | Optional Extension Period 2 | N/A | Who will approve each Extension Period? | Choose an item. | Contact Officer (Name & number) | Sayma Khan 01616034558 | Lead Service Group | People Services | Reason for CSO Exception <i>(select all that apply)</i> | The need for the goods, services or works is so urgent that the time needed to comply with the rules would be prejudicial to the Council's interests <input checked="" type="checkbox"/> | Funding Source | Capital Programme |
| | minor works Contract) | | | | | | | | | | | | | | | | | | | | | |
| Contract Start Date | 03/09/2020 | | | | | | | | | | | | | | | | | | | | | |
| Contract End Date | 01/11/2019 | | | | | | | | | | | | | | | | | | | | | |
| Optional Extension Period 1 | N/A | | | | | | | | | | | | | | | | | | | | | |
| Optional Extension Period 2 | N/A | | | | | | | | | | | | | | | | | | | | | |
| Who will approve each Extension Period? | Choose an item. | | | | | | | | | | | | | | | | | | | | | |
| Contact Officer (Name & number) | Sayma Khan 01616034558 | | | | | | | | | | | | | | | | | | | | | |
| Lead Service Group | People Services | | | | | | | | | | | | | | | | | | | | | |
| Reason for CSO Exception <i>(select all that apply)</i> | The need for the goods, services or works is so urgent that the time needed to comply with the rules would be prejudicial to the Council's interests <input checked="" type="checkbox"/> | | | | | | | | | | | | | | | | | | | | | |
| Funding Source | Capital Programme | | | | | | | | | | | | | | | | | | | | | |

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| | | <p>It is really important to highlight that the concept of the Hub is young person led and designed by them thought their lived experiences of being in exiting children’s homes. Research evidences we must ‘create space which is trauma informed’ and clearly we need to recognise and accept the concept the young people have created is trauma informed and would have a positive impact on their emotional health and wellbeing</p> <p>It has been discussed and agreed with Urban Vision to seek an exception for these works as we will not be able to undertake these works on time if we were to use any of the Council’s Frameworks though Urban Vision, Commissioners are therefore requesting an exception to award a 2 month contract to Quay Interiors to start on the 3rd September 2020 which will be project managed by Urban Vision on behalf of Salford city Council.</p> <p>Legal Advice obtained: Tony Hatton, Principal Solicitor (see PB report).</p> <p>Financial Advice obtained: Chris Mee, Strategic Finance Manager (see PB report).</p> <p>Procurement Advice obtained: Christopher Conway, Procurement Category Manager (see PB report).</p> <p>Contact Officer: Sayma Khan Tel No. 0161 603 4558</p> <p>* This matter is also subject to consideration by the Lead Member for Children’s and Young People’s Services who has been briefed on the proposals.</p> <p>* The appropriate scrutiny committee to call-in the decision is the Children’s Scrutiny Panel.</p> |

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| | | <p>Signed: <u> BILL HINDS </u> Dated: <u> 28 August 2019 </u></p> <p align="center">Lead Member</p> <p align="center">-</p> <hr/> <p>This decision was published on <u>28 August 2019</u>.</p> <p>This decision will come in force at 4.00 p.m. on <u>4 September 2019</u> unless it is called-in in accordance with the Decision Making Process Rules.</p> | | | | | | | | |
| <p>A8</p> | <p>Request for Approval - Contract Award - Provision of Six Sheet Digital Advertising Units within the City of Salford</p> | <p align="center"><i>Salford City Council - Record of Decision</i></p> <p>I Paula Boshell, Statutory Deputy City Mayor, in exercise of the powers contained within the Council Constitution do hereby approve the award the six sheet advertising contract to Clear Channel UK Limited.</p> <table border="1" data-bbox="842 1185 2078 1436"> <thead> <tr> <th colspan="2" data-bbox="842 1185 2078 1233">Detail required</th> </tr> </thead> <tbody> <tr> <td data-bbox="842 1233 1402 1337"> <p align="center">Title/Description of Contracted Service/Supply/Project</p> </td> <td data-bbox="1402 1233 2078 1337"> <p>The development of digital six sheet advertising units (FSU) within the City of Salford, to be located on Council owned land.</p> </td> </tr> <tr> <td data-bbox="842 1337 1402 1385"> <p align="center">Name of Successful Contractor</p> </td> <td data-bbox="1402 1337 2078 1385"> <p align="center">Clear Channel UK Limited</p> </td> </tr> <tr> <td data-bbox="842 1385 1402 1436"> <p align="center">Supplier Registration Number</p> </td> <td data-bbox="1402 1385 2078 1436"> <p align="center">00950526</p> </td> </tr> </tbody> </table> | Detail required | | <p align="center">Title/Description of Contracted Service/Supply/Project</p> | <p>The development of digital six sheet advertising units (FSU) within the City of Salford, to be located on Council owned land.</p> | <p align="center">Name of Successful Contractor</p> | <p align="center">Clear Channel UK Limited</p> | <p align="center">Supplier Registration Number</p> | <p align="center">00950526</p> |
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Salford City Council – Decisions taken by the Procurement Board on Wednesday, 28 August 2019

| Agenda Item No | Topic | Decision | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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Salford City Council – Decisions taken by the Procurement Board on Wednesday, 28 August 2019

| Agenda Item No | Topic | Decision | | | | |
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| | | <table border="1"> <thead> <tr> <th data-bbox="842 376 1400 459">Funding Source</th> <th data-bbox="1400 376 2078 459">Income generation-Revenue Budget</th> </tr> </thead> <tbody> <tr> <td colspan="2" data-bbox="842 520 2078 1423"> <p>The existing six sheet advertising contract, an eighteen year contract with Clear Channel UK, expired in February, 2019; therefore a mini-completion was undertaken using the principals outlined within the FPS. All of the advert developers that had been appointed to LOT 1 (Development of digital advert screens) were invited to apply for the new six sheet concession.</p> <p>The six sheet advertising concession was published on the chest and fourteen advertising developers expressed an interest in the six sheet advertising opportunity. Only four of these advert developers were eligible to apply, however only Clear Channel UK Ltd, the existing provider, submitted a tender for the six sheet advertising opportunity in Salford.</p> <p>As only one tender was returned a benchmarking exercise has taken place to provide the re-assurance that by accepting the one submission that this would not place the Council at a disadvantage.</p> <p><u>Assessment of Risk</u></p> <p>There is a low level of risk for the Council; this is an income generating initiative.</p> <p><u>The source of funding</u></p> <p>This is an income generating initiative; there are no cost implications for the Council</p> <p><u>Legal Advice obtained</u></p> </td> </tr> </tbody> </table> | Funding Source | Income generation-Revenue Budget | <p>The existing six sheet advertising contract, an eighteen year contract with Clear Channel UK, expired in February, 2019; therefore a mini-completion was undertaken using the principals outlined within the FPS. All of the advert developers that had been appointed to LOT 1 (Development of digital advert screens) were invited to apply for the new six sheet concession.</p> <p>The six sheet advertising concession was published on the chest and fourteen advertising developers expressed an interest in the six sheet advertising opportunity. Only four of these advert developers were eligible to apply, however only Clear Channel UK Ltd, the existing provider, submitted a tender for the six sheet advertising opportunity in Salford.</p> <p>As only one tender was returned a benchmarking exercise has taken place to provide the re-assurance that by accepting the one submission that this would not place the Council at a disadvantage.</p> <p><u>Assessment of Risk</u></p> <p>There is a low level of risk for the Council; this is an income generating initiative.</p> <p><u>The source of funding</u></p> <p>This is an income generating initiative; there are no cost implications for the Council</p> <p><u>Legal Advice obtained</u></p> | |
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| | | <p>Tony Hatton-Shared legal Service.; There is no statutory authority within the Highways Act to place sponsorship signs on highway assets, however legal advice was taken ten years ago when the previous sponsorship contracts were let and no concerns were raised at this time. This type of sponsorship initiative is common place across Local Authorities and indeed the Audit Commission has encouraged Council's to make the most out of their assets.</p> <p>When commissioning goods, services or works the Council must comply with the public procurement regulations and its own Contractual Standing Orders. In that regard, this report confirms that it is proposed that a new Framework Agreement is procured. This will need to be procured in accordance with the Council's Contractual Standing Orders and the European Public Procurement Directives to ensure that the Council achieves Best Value. This will ensure that the risk of challenge to the award to the successful contractors is minimal and that any challenge, should it materialise, is unlikely to be successful</p> <p><u>Financial Advice obtained</u></p> <p>Martin Anglesey. This is an income generating initiative. Whilst advertising has consistently performed well against budget in recent years, this budget must be closely monitored as a reduction in income will have a detrimental impact upon the bottom line position for the Place service group. Finance are working with the service area to ensure that a realistic and fair yet challenging income target is built into budgets going forward.</p> <p><u>Procurement Advice obtained</u></p> <p>Christine Flisk. The Dynamic Purchasing System (DPS) for the provision of advertising billboards across the City expired in July 2018; accordingly a new flexible procurement solution (FPS) has been developed by the procurement team to replace this commissioning model.</p> |

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| | | <p>A mini-completion was developed through the FPS for the re-procurement of the free standing six sheet advertising contract that expired in February, 2019.</p> <p>All of the advert developers appointed to LOT 1, large format and digital development were invited to tender.</p> <p>Contact Officer: Jonathan Till Tel No 0161 779 6133</p> <p>* This decision is not subject to consideration by another Lead Member</p> <p>* The appropriate scrutiny committee to call-in the decision is the Growth and Prosperity Scrutiny Panel.</p> <p>Signed: <u>PAULA BOSHELL</u> Dated: <u>29 August 2019</u></p> <p align="center">_____ Statutory Deputy City Mayor</p> |

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| | | <p>-</p> <hr/> <p>FOR DEMOCRATIC SERVICES USE ONLY</p> <p>* This decision was published on 29 August 2019.</p> <p>* This decision will come in force at 4.00 p.m. on 5 September 2019 unless it is called-in in accordance with the Decision Making Process Rules.</p> |