

REPORT OF THE STRATEGIC DIRECTOR PLACE

TO LEAD MEMBER FOR ENVIRONMENT AND COMMUNITY SAFETY

ON 24TH FEBRUARY 2020

AND

PROCUREMENT BOARD FOR DECISION

ON 11TH MARCH 2020

TITLE: Request to go out to tender - Salford Residents Funeral Service

RECOMMENDATIONS:

That Procurement Board agree approval to go to tender re the Salford Residents Funeral Service.

EXECUTIVE SUMMARY:

Funeral poverty is recognised within Salford City Council's antipoverty strategy. A key aim in that strategy is the continued development of the Salford Residents Funeral Service to reduce funeral costs for bereaved families on low incomes. Following the previous tender process undertaken Salford City Council appointed Kane's Funeral Service to deliver the service which commenced in October 2018 under a 2 year contractual agreement. Following the successfully delivery , to date, of this contract the Bereavement Services section are now seeing approval to tender for the Salford Residents Funeral Services with anticipated start date of October 2020.

BACKGROUND DOCUMENTS:

- Lead member report – 25th September 2017
 - DDN approval to tender – 23rd January 2018
 - DDN award of contract – 9th May 2018
 - Lead member report – 14th June 2018
 - Lead member report – 9th September 2018
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KEY DECISION: NO

DETAILS:

Salford City Council's Anti-Poverty Strategy Vision is 'our vision is for a fairer and more inclusive Salford where everyone is able to reach their full potential and live prosperous and fulfilling lives free from poverty and inequality'

'Funeral poverty' is recognised within the Salford City Council Anti-Poverty Strategy and has key actions which look to the 'development of a strategic approach to tackling funeral poverty in Salford.

A key strand of this was developing a New Salford Residents Funeral Service to reduce costs for bereaved families on low incomes.

As per the DDN on 9/5/2018 and noted by Lead Member on 14/6/2018 the contract to deliver the Salford Residents Funeral Service was awarded to Kane's Funeral Service following the appropriate procurement exercise.

The aim of this initiative was to provide Salford residents with a funeral service which is competitively priced yet provides all the elements of a 'traditional' funeral service.

The service itself has been advertised as the Salford Residents Funeral Service removing the stigma for those families wishing to purchase a lower priced funeral service.

Following the award of contract in May 2018 and launch of the service in October 2018 by Kane's, 77 funeral services have now been undertaken through this initiative representing an excellent response to the initiative.

In monetary terms the savings to Salford families who have used the Salford Residents Funeral Service equates to £111,573.

This is the difference between the national average costs of a funeral that families pay and the fixed price applied by Kane's.

Procurement Process – Considering the volume of funerals undertaken through the existing Salford Residents Funeral Service concession it is necessary to advertise the opportunity through the Chest. The annual contractual value is anticipated to approx. £165,000 with the contract period recommended to be 3 years plus 2 further optional year's extension, subject to approval.

KEY COUNCIL POLICIES:

Fully supports Salford City Council's antipoverty strategy vision for a fairer and more inclusive Salford where everyone is able to reach their potential and live prosperous and fulfilling lives free from poverty and inequality.

EQUALITY IMPACT ASSESSMENT AND IMPLICATIONS: Initiative beneficial to all services of the community. No further community impact assessment required.

ASSESSMENT OF RISK: Low given extremely positive response to the previous contract and from all partners/community.

LEGAL IMPLICATIONS Supplied by: Considered and not required.

FINANCIAL IMPLICATIONS Supplied by: Paul Guest – Salford City Council Finance section. The Salford Residents Funeral Service provides lower Funeral costs for Salford residents without impacting upon Bereavement Services income. The savings to residents comes from reduced charges from the element of the funeral services

PROCUREMENT IMPLICATIONS Supplied by: Deborah Derbyshire x 6244
The procurement team will support the Bereavement Services to undertake a tender exercise to ensure that the correct process and procedures are undertaken to ensure compliance with the contractual standing orders.

HR IMPLICATIONS Supplied by: N/A

CLIMATE CHANGE IMPLICATIONS Supplied by: Considered and not required.

OTHER DIRECTORATES CONSULTED: As indicated above

CONTACT OFFICER: Dominic Clarke

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WARDS TO WHICH REPORT RELATES: All