

## REPORT OF THE STRATEGIC DIRECTOR PLACE

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### TO THE PROCUREMENT BOARD

ON 2<sup>nd</sup> SEPTEMBER 2020

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**TITLE: Salford Bolton Network Improvements (SBNI) – Delivery Package 6 (DP6) Madams Wood Road, Little Hulton**

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#### RECOMMENDATIONS:

The Procurement Board, subject to final TfGM / GMCA ratifications, is asked to:

1. Approve the appointment of Bethell Ltd at a cost of £334,161.58 to undertake the SBNI Salford DP6 works.
2. Approve the creation of a purchase order to the value of £334,161.58 to Bethell Ltd to enable payments to be made to the contractor.
3. Approve the allocation of £35,000 from Highways Investment Programme 20/21 and £100,000 from Highways Capital Programme 20/21 to cover the street lighting works.
4. Delegate authority to the Strategic Director Place in consultation with the S151 officer to amend the Deed of Variation for the existing Grant Funding Agreement (GFA) between Salford City Council, Transport for Greater Manchester (TfGM) and the Greater Manchester Combined Authority (GMCA)

Detail required	
<b>Title/Description of Contracted Service/Supply/Project</b>	Salford Bolton Network Improvements (SBNI) – Delivery Package 6 Madams Wood Road (DP6)
<b>Name of Successful Contractor</b>	Bethell Ltd
<b>Supplier Registration Number</b> <i>(to be supplied by Corporate Procurement)</i>	
<b>Type of organisation</b> <i>(to be supplied by Corporate Procurement)</i>	Private Limited Company
<b>Status of Organisation</b> <i>(to be supplied by Corporate Procurement)</i>	SME

<b>Tendered Works Value</b>	£334,161.58	Bethell Ltd
<b>Contract Duration</b>	12 Weeks	
<b>Contract Start Date</b>	October 2020	
<b>Contract End Date</b>	January 2021	
<b>Contact Officer (Name &amp; number)</b>	Nicola Smithies – 0161 779 6070	
<b>Lead Service Group</b>	Salford City Council – Highways Design	
<b>How the contract was procured?</b> <i>(to be supplied by Corporate Procurement)</i>	Mini competition	
<b>Framework Details (where applicable)</b> <i>(Procurement Body, Framework Reference &amp; Title, Start/End Dates, Hyperlink, etc.)</i>	Bolton Council Highways Framework 2019-2023 Lot 1 (works up to £750k)	
<b>Funding Source</b>	(i) GMCA Growth Fund (ii) Highways Investment Programme 19/20 and 20/21 (iii) Highways Capital Programme 20/21	

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## EXECUTIVE SUMMARY:

There is funding allocated in the GMCA Growth Fund for the Salford Bolton Network Improvements (“SBNI”) programme of works. This programme includes public realm and highways works across Salford.

The Delivery Package 6 SBNI scheme is to be approved for implementation by GMCA / TFGM. All City Council costs associated with the construction will be reimbursed through grant claims.

Delivery Package 6, Madams Wood Road, which is the subject of this report, includes the removal of carriageway chicanes, traffic signs, bollards, and speed cushions. The provision of new speed cushions, traffic signs, re-surfacing of carriageway, new road markings and new street lighting. The scheme also includes the introduction of a 20mph speed limit along Madams Wood Road and the surrounding area.

Overall the improvements should produce improved public transport facilities together with increased capacity for all road users and safety benefits following the introduction of the 20mph zone.

The works have been tendered, and a recommendation has been made by Salford City Council. A decision to award the Contract and place an order with Bethell Ltd is now requested for the submitted tender price of £334,161.58.

The full business case for the DP6 scheme was approved by Transport Strategy Group on 17<sup>th</sup> June 2019. TfGM Investment Board and GMCA approvals are expected by the end of August 2020. No contract will be awarded until all TfGM, GMCA and SCC approvals are in place.

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## BACKGROUND DOCUMENTS:

Report to the City Mayor's Regeneration Briefing – 13 July 2015

Urban Vision – Regeneration Panel Presentation – July 2016

Report to Lead Member for Planning & Sustainable Development – 9<sup>th</sup> May 2017

Report to Procurement Board 19<sup>th</sup> February 2020

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KEY DECISION: YES

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## DETAILS:

### 1. Background

- 1.1 The SBNI Salford Bolton Network Improvement (SBNI) Programme is promoted by Transport for Greater Manchester (TfGM), in partnership with Salford City Council (SCC) and Bolton Council (BC). It will provide a comprehensive package of capital infrastructure improvements for pedestrians, cyclists, bus and rail passengers, and general traffic, focused around a local transport and District Centre network that serves over 100,000 residents in Salford and Bolton and which will benefit over 12 million bus passengers per year.
- 1.2 The SBNI programme is one of twelve major transport schemes being delivered through Growth Deal funding. It comprises of a series of discrete Delivery Packages which will collectively provide corridor-wide, multi-modal, local transport infrastructure interventions to connect communities, make the network more efficient and reduce unpredictable delays.
- 1.3 The scheme will be delivered as a programme, managed by TfGM and delivered jointly by TfGM, Bolton Council and Salford City Council as a series of Delivery Packages. There is a Delivery Agreement between TfGM and Salford City Council, who will be the contracting authority for the Salford section of the programme, and a Delivery Agreement between TfGM and Bolton Council for the Bolton section.
- 1.4 The SBNI outline business case obtained Conditional Approval from GMCA in February 2016. Full Business Case Approval will be sought for each of the individual elements of the programme as scheme development is progressed to a sufficient level. This involves consultation, detailed design and the establishment of an accurate construction price and schedule through a competitive procurement process. As the scheme is to be delivered across

Salford in the form of seven Delivery Packages between 2016 and 2021, it is expected therefore that there will be seven Full Business Case submissions by TfGM requiring the support of the City Council. The Full Approval process is additional to the Salford City Council approvals required for each scheme and is a requirement under governance set out and agreed with the Department for Transport for all Greater Manchester Growth Deal schemes.

- 1.5 The Salford Delivery Packages include major improvements in Pendleton and Swinton town centres, access improvements to the rail station interface at Walkden and bus, cycle and pedestrian priority measures along the A6 and A666 corridors. They also include a number of junction improvements at key locations throughout the City. Some interventions include significant public realm improvements, and all are considered to have potential to create a positive step change in the environment within Salford, together with improvements in safety and efficiencies in bus operations.
- 1.6 General Arrangement plans showing the improvements included in the Delivery Package 6 Madams Wood Road are attached.

## **2. Introduction**

2.1 The SBNI programme is focused on a strategically important urban corridor, which is located between the two major centres of Bolton Town Centre and Greater Manchester's Regional Centre (the commercial core of Manchester/Salford). With areas of a high level of deprivation and areas with unsustainable levels of car ownership there is a need to stimulate economic performance whilst improving access to sustainable public transport. The Programme objectives are to:

- Support the economic vitality of the District Centres of Farnworth, Walkden, Swinton and Pendleton;
- To substantially improve the punctuality, regularity and reliability of bus services operating through the defined study area, help to enhance highway network performance where possible;
- Strengthen links within and links in and out of the area to high employment / health / education and leisure locations (with emphasis on employment); and
- Promote active, healthy lifestyles and making active sustainable travel safer and easier to use and an attractive alternative to the private car.

2.2 The intended outcomes of the programme will include, shorter bus journey times and reduced variability leading to better and more sustainable access to jobs and local District Centres. The proposed pedestrian crossings, cycle infrastructure and public realm improvements will provide safer walking and cycling routes into District Centres making them more accessible and attractive as a result encouraging more people to visit these centres and increase local

trade. The programme also encompasses facility improvements targeted at providing an enhanced experience for public transport users such as bus station upgrades. This is in addition to upgraded bus stop waiting areas that provide better shelter and safety for users which will improve customer experience and increase patronage.

- 2.3 Whilst SBNI's primary focus is to improve the quality of sustainable modes of transport across the Bolton – Farnworth/Walkden – Swinton – Salford corridor the programme of interventions will also provide improvement for private car users through improved junction performance and more efficient use of highway space which should in turn lead to decreased congestion.
- 2.4 Whilst the Delivery Packages would provide local benefits if delivered on their own, it is only when delivered as a coordinated and comprehensive package of measures, that the full benefits of the SBNI are realised. This is particularly true in terms of achieving the step change needed to improve punctuality and journey time reliability of buses in the area (which is required to achieve mode shift and District Centre growth targets).
- 2.5 The SBNI Delivery Packages assessed on a technical and Value for Money basis following scheme prioritisation and a series of option appraisals in the earlier stages of the programme. Each Delivery Package consists of a number of geographically linked interventions which provide a variety of transport user, road user, cyclist and pedestrian benefits.

### **3. Detail**

- 3.1 Delivery Package 6, is to be procured by Salford City Council under Bolton Councils Highways Framework Lot 1 (works up to £750k). It includes the improvements below:
  - Removal of carriageway chicanes, traffic signs, bollards, and speed cushions.
  - Provision of new speed cushions, traffic signs, re-surfacing of carriageway, new street lighting and new road markings.
  - 20mph speed limit along Madams Wood Road and surrounding roads.
  - There are areas of carriageway that require resurfacing from a routine structural maintenance perspective. As there is some minor resurfacing required as part of the SBNI Madams Wood Reserve scheme, the opportunity has been taken to carry out the additional resurfacing at the same time. This additional resurfacing is being funded by the City Council's Highways Investment Programme 2019/20 as noted in the report of the Strategic Director Place to the Property and Regeneration Briefing on 13<sup>th</sup> May 2019.

- The street lighting along Madams Wood Road requires upgrading however this is not a key component of the core SBNI scheme. To accommodate the lighting works into the SBNI works, Salford Council will contribute, in addition to the already approved £160,000 for highway resurfacing, £35,000 from Highways Investment Programme 20/21 and £100,000 from Highways Capital Programme 20/21.

#### **4. Consultation**

- 4.1 Traffic Regulations Orders for the 20mph zone and speed cushions have been advertised and no objections have been received.

#### **5. Procurement**

- 5.1 Bolton Council have a Highway Works Framework that has been advertised through the European Journal and their local e-procurement portal, The Chest. Salford City Council have explored procurement options to deliver highways projects including open tendering, and the Manchester City Council Framework but the preferred option was to use Bolton Council's Framework.

- 5.2 All companies have been approved for inclusion to the framework by providing information on their policies and procedures and demonstrating their experience within this area.

Invitations to tender by conducting a mini competition were issued to contractors on the framework. Four tenders were received for this work and based on the scoring criteria Bethell Ltd received the highest score and was the most economically advantageous tender based on the quality and pricing assessment, see tender summary table below:

<b>Tenderers</b>	<b>Total Score Quality</b>	<b>Total Score Finance</b>	<b>Total Score Social Value</b>	<b>OVERALL SCORE</b>
T1	28.00%	28.83%	12.00%	68.83%
<b>T2</b>	<b>32.00%</b>	<b>33.77%</b>	<b>20.00%</b>	<b>85.77%</b>
T3	24.00%	31.23%	16.00%	71.23%
T4	26.50%	40.00%	16.00%	82.50%

- 5.3 Approval is sought for Procurement approval to the following works:
- Bethell Ltd – £334,161.58

## **6. Funding**

- 6.1 Funding for the SBNI Delivery Package 6 (DP6) improvements is provided by the GMCA Growth Fund. Salford City Council costs will be reimbursed via a Delivery Agreement subject to submission of Grant Claims. The Deed of Variation for the existing Delivery Agreement is expected to be signed off by all parties once all formal approvals have been granted.
- 6.2 There are areas of carriageway that require resurfacing from a routine structural maintenance perspective. As there is some minor resurfacing required as part of the SBNI Madams Wood Reserve scheme, the opportunity has been taken to carry out the additional resurfacing at the same time. This additional resurfacing to a maximum value of £160,000 is being funded by the City Council's Highways Investment Programme 2019/20 as noted in the report of the Strategic Director Place to the Property and Regeneration Briefing on 13<sup>th</sup> May 2019.
- 6.3 The street lighting along Madams Wood Road requires upgrading however this is not a key component of the core SBNI scheme. To accommodate the lighting works into the SBNI works, Salford Council will contribute, in addition to the already approved £160,000 for highway resurfacing, £35,000 from Highways Investment Programme 20/21 and £100,000 from Highways Capital Programme 20/21.

## **7. Maintenance**

- 7.1 The works included all relate to existing highway assets which are dated and are approaching the end of their design lives. There will be significant betterment as a result and maintenance costs will be lower than would otherwise have been the case.

## **8. Delivery Timetable**

- 8.1 The Full Business Case for Delivery Package 6 was approved by Transport Strategy Group in June 2019. TfGM / GMCA final approvals should be completed by the end of August 2020.
- 8.2 Contract Award and placement of orders will only be made following all TfGM and GMCA approvals. The start of construction is planned for October 2020 with works being completed on site by Christmas.

## **9. Social Value**

- 9.1 The tender documentation for this project included a specific question relating to social value. The contractor was asked to explain how they would bring additional social, environmental and economic value to Salford through the delivery of this project, and how the achievement will be measured and evaluated.

9.2 Bethell Ltd.'s response to the question included the following:

*Bethell is part of the local community of Salford. It is our community and the company is fully committed to ensuring that prospers.*

*Having worked with Salford City Council in the past and being part of the Landscaping Framework, we have familiarised ourselves with the Salford City Plan and the motto 'The welfare of the people is the highest law' and always find ways to work with council to ensure their long term vision is delivered.*

*Throughout our 155 year history, Bethell has consistently employed local resources to sustain our growth and development. This continues to this day. Our Head office is based only 3 miles from Madams Wood Road making us a true local contractor, employing local people and delivering local economic and social benefits for the community.*

*We currently directly employ 223 people, of whom **13% reside within the Salford conurbation**, paying local Council taxes and using their income to sustain local economic activity and businesses. Bethell shall work with the council to promote local employment opportunities where necessary and facilitate learning and development needs of the Salford workforce throughout the works.*

*We have had a continual annual apprenticeship intake and work closely with Manchester Skills Solutions in selecting suitable candidates for our annual intake each September aiming to recruit 2 to 3 apprentices per annum. During our intake in 2017 year, we appointed an apprentice from the local Salford area who is undertaking a NVQ/ BTEC in Construction Contracting Operations. Studying at Salford College one day a week, Tommy spends his week working alongside the estimating team and is involved in the tendering process for this scheme.*

*We are in the process of accepting applications for our 2020 apprenticeship intake and will aim to ensure that at least one of our recruits this year reside within the Salford region.*

*In addition, we commit to ensuring that at least one of our current operational apprentices is appointed to the Madams Wood Road project.*

*We are currently in discussions with local job centres with regards to supporting their mentoring circles and recently assisted on a session in Bolton offering application and CV writing and interview guidance to the locally unemployed. We have requested that we are made aware of the next event in Salford to ensure we can make an impact within the region. We have also agreed space in all local job centres. A space we can use to set up CV guidance and mock interview guidance to make our service more accessible to local people.*

*We have worked with local schools and colleges over the years and invited students to carry out work experience at Bethell, whether this be office or site based. Delegates are allocated a mentor from Bethell who will ensure they benefit from their time at Bethell and are inspired to continue their journey into the industry. We commit to providing 10 days of meaningful work experience throughout the lifetime of the project should we be successful. We would appoint two people every two weeks for one day. A commitment we hope will lead to improving the skills shortage we currently see in our industry.*



*As a local business undertaking work in the local community, we want to make a difference to young people of Salford when it comes to choosing a career and the uncertainty they face at a young age.*

*The Madams Wood Road Project is within close proximity to Worlsey College, a campus of Salford City College. We would propose to offer one workplace visit per month, inviting 3 students at a time to visit the site for half a day and encourage a career in construction.*

*We value our supply chain partners and many of our existing partners are 'locally' based to our Kearsley HQ. Our commitment is to ensure at least one enquiry for materials and subcontract works will go to a business within 5 miles of the work site to ensure that they are given an equal opportunity to provide quotations for the works.*

*An examination of our own Supply Chain Data Base reveals that we already have established good trading links with a number of SME businesses within Salford.*

*We shall engage the following local supply chain subcontractors to assist with minor elements of the Madams Wood Road Project:*

<b>Subcontracted work</b>	<b>Proposed Subcontractors</b>
<i>Cold Milling</i>	<i>DP Cold Planning</i>
<i>Traffic Management</i>	<i>Kays Traffic Management</i>
<i>Road Marking</i>	<i>Kays Traffic Management</i>
<i>WT Jenkins</i>	<i>Road Lighting</i>

*We are a Living Wage employer and we commit to paying all of our employees fairly and in line with the Living Wage which was recently announced as £9.30. We also commit to ensuring any new employees appointed through these works would be offered a salary to meet the Living Wage. As part of our subcontractor approval process, we also request that they meet the same commitments and pay their staff according to the Living Wage.*

*Our experience is that the disposal of waste from surfacing operations is amongst the most efficient construction operations that there is. 100% of all planed out existing road surfaces will be diverted from landfill and will be recycled.*

- 9.3 During the tender evaluation process Bethell Ltd.'s response to the question received the highest quality score of all tenderers. The responses given above showed a good understanding of the issues and indicate that they can make positive contribution to the area, and community, whilst delivering this project.

## **10. Conclusion**

- 10.1 The proposed improvement works included in SBNI DP6 will significantly improve traffic movements, improve bus punctuality and enhance the safety and connectivity for cyclists and pedestrians.

10.2 It is recommended that, subject to TfGM Investment Board, Executive Board and GMCA approval for Delivery Package 6, Procurement Board give their approval to award the following works:

- Bethell Ltd – £334,161.58

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## KEY COUNCIL POLICIES:

- Salford 2025: A Modern Global City
- Salford's Great Eight Priorities - Transport

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## EQUALITY IMPACT ASSESSMENT AND IMPLICATIONS:

The proposed project has been designed by Capita in collaboration with Salford City Council Highway Engineers who are satisfied that the work complies with the Equality Act and highway safety standards.

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## ASSESSMENT OF RISK: Low

- Detailed designs have been drawn up for the project and the submitted tender price reflects this.
- There is funding allocated for this work in the GMCA Growth Fund.
- The proposals have been consulted on and no objections have been raised.

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## LEGAL IMPLICATIONS

Supplied by: Tony Hatton, Principal Solicitor, tel. 219 6323

Date: 5.08.20

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. The proposed award of the contract follows a tender exercise by mini competition in accordance with Bolton Council's Highways Framework, which the Council may use if named as a contracting authority when the framework was put out to tender. CSO's stipulate that where a suitable framework exists, this must be used unless there is an auditable reason not to do so.

The Council can comply with the requirements of PCR by carrying out its own procurement exercise or relying upon another contracting authority's compliant procurement exercise. In that regard, contracting authorities may procure goods, works or services through a 'central purchasing body' (and are deemed to have complied with PCR to the extent that the central purchasing body has). The definition of 'central

purchasing body' includes an authority that concludes framework agreements for works, goods or services intended for one or more contracting authorities, here Bolton Council. The Bolton arrangement is a fully compliant framework from a legislative perspective available for the Council (and other local authorities) to use.

The purpose of a framework agreement is to select through a procurement/ evaluation process a number of providers who can meet the service requirements of the Council, as and when those services are required. If they are required then the Council will undertake an exercise to call off the services from one or more of the providers who have been selected to be on the framework and this may be through a number of ways e.g. mini-competition or direct award, depending on the circumstances. A contract will then be formed between the Council and the chosen provider/s.

The Council will need to have followed the procedure set out in the framework agreement to ensure the procurement process is compliant. Invitations to tender by conducting a mini competition were issued to contractors on the framework. Four tenders were received for the work and based on the scoring criteria Bethell Ltd are the proposed appointees, based on submitting the most economically advantageous tender. The procurement procedures therefore appear robust and compliant with the requirements of the Council's CSO's and PCR.

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## FINANCIAL IMPLICATIONS

Supplied by: Natalie Birchall

Date: 19.08.2020

The full business case for DP6, was approved by the transport and strategy group on the 17<sup>th</sup> June 2019. As part of this package the works proposals detailed and the appointment of Bethell Ltd, at a cost of £334,161.58 will be funded from a mix of funding.

To accommodate the lighting works SCC will contribute the already approved £160k for highways resurfacing, £35k from HIP and £100k from the Highways capital programme, with the remaining costs being funded from the approved growth deal fund. Salford City Council costs will be reimbursed via a Delivery Agreement subject to submission of Grant Claims

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## PROCUREMENT IMPLICATIONS

Supplied by: Christopher Conway, Procurement Category Manager, tel. 0161 686 6248

Date: 10/08/20

Procurement are happy to approve the recommendation to award the contract to Bethell in accordance with Council standing orders.

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HR IMPLICATIONS Supplied by: N/A

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## CLIMATE CHANGE IMPLICATIONS

### Supplied by:

Opu Anwar / Mike Hemingway  
20/08/2020

The SBNI programme objectives are to improve the punctuality, regularity and reliability of bus services in the region and promote active, healthy lifestyles and make active sustainable travel safer and easier to use and an attractive alternative to the private car.

The individual packages would provide local benefits if delivered on their own but it is when delivered as a coordinated and comprehensive package of measures, that the full benefits of the SBNI programme are realised.

The Madams Wood Road scheme would improve punctuality and journey time reliability of buses in the area and would be contributory to the intended outcomes of the SBNI programme of shorter bus journey times and reduced variability. This would lead to better and more sustainable access to jobs and local District Centres which in turn would promote public transport as an alternative to private cars.

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## OTHER DIRECTORATES CONSULTED:

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### CONTACT OFFICER:

Opu Anwar, SCC Project Sponsor, Infrastructure Team- Ext. 4880  
Nicola Smithies, Principal Engineer, SCC – Ext 6007  
Simon Cook, Project Director, Capita – 07927 563 462

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WARDS TO WHICH REPORT RELATES: LITTLE HULTON

**Ben Dolan**  
**Strategic Director Place**