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The meeting will start shortly.

Please can we ask for you to all remain on mute so we can have the audio as clear as possible.

National Specialist PPE Supplier Engagement 25th February 2021

This meeting will be recorded.

Agenda

Welcome and Introduction	Assistant Director Mark Rist, Project Sponsor
Summary and Background	Assistant Director Mark Rist, Project Sponsor
Scope (Lots 1 – 8)	Brett Egan-Briers, National PPE Technical Lead
Timetable	Brett Egan-Briers
Commercial Update: <ul style="list-style-type: none">• Procurement Stages• Evaluations• Contract Management	Sarah Walsh, Category Manager PPE
Practical Evaluations	Brett Egan-Briers
Question and Answer Session	Mark Rist
Summary and Next Steps	Mark Rist



Summary and Background

- Cancellation of previous procurement (all submissions remain unopened)
- National Fire Commercial Transformation Programme (National Procurement Hub) and our Duty to collaborate:
 - FY 17/18 - £514m influential third party spend
 - Savings target agreed with Minister - £15m/annum by 20/21 (cash & non-cash); 30% through collaboration
 - £5.7m collaborative savings achieved since 16/17 (cash & non-cash)



Summary and Background

- Specialist PPE – Strategic Objectives:
 - Wearer safety
 - Standardisation for Intra and Inter Operability;
 - Support effective multi agency response;
 - Reduce development/evaluation workloads/commitment for individual organisations;
 - Achieve value for money for our council tax payers through aggregation of demand and volume discounts
 - Share best practice but avoid costly over specification;
 - Assist in demand planning – a better customer to the industry;
 - Greater transparency regarding Modern Slavery, including supply chain
 - National strategic supplier relationship management – one voice



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Summary and Background

- Clothing Category represents £18.4m/annum third party spend across the Sector (this includes structural PPE, Specialist PPE and Work Wear);
- Purpose is to deliver a National multi-supplier Framework Arrangement open to all Blue Light Services;
- Kent Fire and Rescue Service (KFRS) is the Lead Authority, but this is very much a collaborative project with a number of different organisations;
- Project excludes non-clothing equipment, such as torches, monitors and other ancillary equipment;



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Changes through engagement

Single supplier frameworks	Divided into lots where possible Introduction of Dynamic Purchasing System
Manufacturing lead times	Timetable adjusted to ensure a minimum period of 12 weeks is allowed for
Wearer evaluations	Numbers limited to 10 wearers Physical attendance* Fitting events/buddy checks*
Certification	More time to allow for testing/certification
Finance model	Designed model to encourage new entrants and SME's

*subject to any local restrictions at the time of events



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Scope

Lot 1 – Gas Tight Suits	Direct Award/Single supplier
Lot 2 – Liquid Tight Suits	Direct Award/Single supplier
Lot 3 – Chemical Protection Gloves	Direct Award/Single supplier
Lot 4 – Chainsaw items	Direct Award/Single supplier
Lot 5 – Hot Gas Cutting Items	Direct Award/Single supplier
Lot 6 – DVI Coveralls	Direct Award/Single supplier
Lot 7 – Wildland ensemble	Direct Award/Single supplier
Lot 8 – Water Rescue ensemble	Direct Award/Single supplier

Each lot has a requirement for decontamination, cleaning, repair, servicing, maintenance and/or testing (except Lot 6)



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National Operational Guidance



Fires and firefighting



Performing rescues



Hazardous materials



Fires in buildings



Wildfires



Fires in buildings under construction or
demolition



Fires in waste sites



Fires on board vessels



Hazardous materials - Health hazards



Hazardous materials - Physical
hazards



Incidents involving animals



Water rescue and flooding



Hazardous Materials

- Gas Tight Suit
 - EN 943-2, Type 1a
 - Limited life – Annual testing
 - Single use – dispose after use
- Chemical Protection Suit (liquid tight)
 - EN 14605 Type 3, EN 17491
- Chemical Protective glove
 - EN 388 (3,1,2,1),
 - EN 374, permeation performance A
 - Marked (A, L, M, N, S, T)



USAR

- Chainsaw Trouser – ~~EN 381-5~~ BS EN ISO 11393-2:2019
- Chainsaw Gloves – ~~EN 381-7~~ BS EN ISO 11393-4:2019
- Chainsaw Visor – EN 1731

AFAG (HSE) and FISA

Helmet and boots > Collaborative PPE framework > DPS

- Hot gas Cutting – Leather spats – EN ISO 11611 (Class 2)
- Hot Gas Cutting – **Helmet** with face shield and goggles
EN 12492, EN 16473, EN 166, EN 169, EN 170
- Hot Gas Cutting – Gauntlets – EN 388 and EN 407 (4,1,3,3,4)
- Hot Gas Cutting – Flash Hood – EN 11611 (class 2)
- DVI – Disposable Coveralls – EN 14126 and EN 14605



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Wildland

- Helmet – EN 16473 and ISO 16073-5:2019
- Flash hood - ISO 16073-9:2020
- FR Coverall (one & two piece) - ISO 16073-3:2019 (BS EN ISO 15384:2020)
- Gloves - ISO 16073-4:2019
- Boots - ISO 16073-6:2021
- Snood - EN 11612

Dimensional change –requirement for more information on expected shrinkage and whether this is likely to move stated size profiles into another size bracket



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Water Rescue - 1

DEFRA – Flood Rescue National Enhancement Project

Dry Suits, suitable for

- Water and Flood First Responder – 220-325gsm
- Water and Flood Technician/Boat Operator – 325-430gsm

Additional uses:

- Training suits, Animal rescue, Unstable surfaces – mud/ice
- Socks not integral boots
- Ability to self regulate temperature (front zip)
- Latex and innovative alternative options

Flood suit (2-piece) – possible ne requirement



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Water Rescue - 2

- Life jackets
 - 275N Life Jacket - EN ISO 12402-2 (junior sizes required)
 - 275N SOLAS Life Jacket - EN ISO 12402-2
 - Rescue Buoyancy Aid - EN ISO 12402-5 (75N - 90N)
- Water Rescue Helmets
 - PAS 028 – DEFRA, Concept of Operations
 - EN 1385
- Thermal Protection (under-suit) – TOG 3
- Boots – EN 20347/EN 20345, SRC, P



Servicing and Maintenance

A requirement for some or all of the following: -

- Track and trace
- Cleaning (including decontamination)
- Repair
- Servicing, and
- Testing arrangements

BS 8617 – Cleaning, maintenance and repair of
firefighters PPE



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Compatibility - 1

Compatibility Statements - also evaluated in wearer trials,
ISO 11999 -2, [ISO/CD TS 20141](#)

The PPE at Work regulations places a requirement on employers to ensure that where more than one item of PPE is used simultaneously, such equipment is compatible and continues to be effective against the risks.

Further to this requirement 'BS ISO 11999-2 Personal protective clothing and equipment – Guidelines on Compatibility testing of PPE' states:

“that these considerations need to cover the PPE and any ancillary or associated equipment, which is used in conjunction with each other for the holistic and overall protection of the user.”



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Compatibility - 2

As such there is an expectation on manufactures and suppliers that these considerations have both been included within the design of the relevant PPE and in the offering as part of this tender.

Therefore there is an expectation that any supplied element of PPE and combination of items has been tested to BS ISO 11999-2 by an independent, nationally accredited test laboratory.

This compatibility testing shall be in addition to any specific compatibility testing contained within the product specific standard (BS, EN and/or ISO).



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Certification – Stage 1 wearer evaluations

Independent Certification from 'Notified Bodies' that are accredited to their respective National Accreditation Service. The relevant National Accreditation Service must be members of either EA or ILAC and comply with ISO/IEC 17011:2017

- Validity – must be 6 months or more prior to date of expiry of certificate.
- Production – MUST be before wearer trials. Deadline for submission of certification to the Authority is **12:00 hours on 20th August 2021**. As ITT responses are due to be submitted no later than 10th June 2021, tenderers who are still awaiting appropriate certification must submit a signed letter on official letterhead from the accredited test laboratory that complies with the above requirement stating that work has been commissioned and certification will be achieved before the required deadline.
- **Failure to supply certification that meets the satisfaction of the Authority by the relevant deadline may result in the tenderer not continuing in the process.**



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Certification – Stage 2 Supplied goods

Independent Certification from 'Approved Bodies' that are accredited to UK Accreditation Service (UKAS) that comply with ISO/IEC 17011:2017

- Validity – must be 6 months or more prior to date of expiry of certificate.
- Production – UKCA certification will be required from 1st January 2022 and all relevant documentation associated with UKCA certification **MUST be submitted to the Authority within 12 weeks from contract award.** It will not be permissible for any Participating Authorities to sign a call off contract or raise an order unless the Authority has taken receipt of and accepted the UKCA certification. To assist the Framework Authority in ensuring that these timescales are met, tenderers who are still awaiting UKCA certification from approved bodies; must submit a signed letter on official letterhead from the relevant approved body that complies with the above requirement, stating that work has been commissioned and certification will be achieved before the required deadline.
- **Failure to provide UKCA certification, to the satisfaction of the Authority by the stated deadline of 12 weeks from contract award may result in the contract being terminated by the Authority.**



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Questions and Answers



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Timetable

Main Drivers for timeline:

- Statutory requirements
- Practical evaluations:
 - 1 week sizing
 - 12 weeks manufacturing
 - 1 week fitting
 - 3 weeks wearer evaluations
 - Summer leave
 - Emergency Services Show



Timetable

Task	Proposed Dates	No of working days (calendar days)
OJEU Notice	17 th Mar	
SQ (start count)(accelerated process)	22 nd Mar	(15)
Deadline SQ	7 th Apr	17 days (incl. 2 x BH)
Kent open/check and shortlist	8 th – 9 th Apr	2
Evaluation	12 th – 23 rd Apr	10
Moderation meeting	27 th Apr	1
Comms. to successful bidders	30 th Apr	1
Stage Contingency	4 th – 7 th May	4* (3/5 BH)
Sizing	10 th – 14 th May	5
Manufacturing (12 wks)	17 th May – 6 th Aug	(84)



Timetable

Publish ITT for successful bidders	10 th May	1
Deadline for clarifications	1 st Jun	(23) (incl. 1 x BH)
Deadline for ITT	10 th Jun	(31)
Kent sense check	10 th – 11 th Jun	2
Evaluate pass/fails	14 th – 25 th Jun	10
Moderation pass/fails	30 th Jun	1
Comms. Successful bidders of pass/fail	6 th Jul	1
Evaluation of quality Qs	12 th – 23 rd Jul	10
Moderation quality Qs	28 th Jul	1
Stage Contingency	2 nd Aug – 1 st Oct	45



Timetable

Contingency post 12 weeks manufacture	9 th – 13 th Aug	5
Fitting	16 th – 20 th Aug	5
Logistics/contingency for fitting **	23 rd Aug – 3 rd Sep	9** (30/8 BH
ESS 2021 (for information only)	7 th and 8 th Sep	2
Wearer trials	13 th Sep – 1 st Oct	15
Collate and moderate scores	4 th – 8 th Oct	5
Prepare Report	w/c 11 th Oct	5
Legal review	w/c 18 th Oct	5
PB sign of final recommendation	w/c 25 th Oct	5
Stage Contingency	w/c 1 st Nov	5
Notify successful bidders	w/c 8 th Nov	5
Standstill	15 th – 24 th Nov	(10)
Award contracts	w/c 29th Nov	5

** Last date for certification – 20th August 2021 (for wearer trials)



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Commercial Update

- Restricted Process
 - Lots 1 - 8
- Dynamic Purchasing System
 - Generic Items
 - Commencing May 2021



Commercial Update

The Authority is aware of the Brexit Green Paper published in December 2020, which is currently in consultation stage for potential changes to public sector procurement.

The National Procurement Hub is leading on consultation on behalf of the Fire and Rescue Service.

Naturally, there will be a significant amount of work that will need to be undertaken following consultation before any of the proposed changes become Legislation.

As such proposed changes are only in the consultation phase and due to the unknowns of when any changes in law may come into force, the goods and services outlined within this Invitation to Tender are required as business as usual and as such, will need to be provided within the immediate future.

The Authority will only respond to clarification questions in relation to the details of this Invitation to Tender, and shall not address any questions regarding the Brexit Green Paper as part of this process.



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Commercial Update – Stages Lots 1 - 8

Establish Framework Agreement for Lots 1-8

- Transparent, Fair and Competitive

Length: 4 year Framework Agreement with 4 year call-off contracts available.

A reduction from 8 years previous proposed.

Restricted Procedure

- Selection Questionnaire (SQ) – selection phase
- Invitation to Tender (Weightings: 50% Method Statements, 25% Wearer Trials, 25% Price)
- EU Procurement Directives/ Find a Tender Service
- Contracts Finder
- Kent Business Portal (www.kentbusinessportal.org.uk)



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Overview of SQ - 1

PASS OR FAIL

Section 1 - Supplier Information (Part 1)

Section 2 - Grounds for Mandatory Exclusion (Part 2)

Section 3 - Grounds for Discretionary Exclusion (Part 2)

Section 4 - Economic and Financial Standing (Part 3)

Section 5 - Wider Group Details

Section 6 - Technical and Professional Ability

Section 7 - Equalities & Diversity Statement

Section 8 - Compliance to Modern Slavery

Section 9 - Insurance

Section 10 - Health and Safety

Section 11 - Environmental Management

Section 12 - Data Protection

Section 13 - Register of Interests & Managing Conflicts of Interest Declaration

Section 14 - Confidential & Commercially Sensitive Information



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Finance - overview

Recognises the impact that both the Pandemic and Brexit may have had on suppliers over a protracted period.

Recognises that there is a period of recovery and that there are new entrants to the PPE market

Strives to ensure an open playing field, limiting any barriers to participation whilst maintaining sector confidence in any chosen supplier.



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Finance - 1

The Framework Authority will request a full financial/credit check.

The Framework Authority shall assess the outcome of the financial/credit check to determine whether it considers there to be an unacceptable level of risk in terms of the financial strength of the tenderer which includes any sub-contractor or third party supplier which delivers (or would deliver if appointed) a material proportion of the lot(s) tendered for.

The Framework Authority also reserves the right to refer to independent sources, and/or engage with external independent financial experts to undertake additional expert analysis on the information provided as part of the selection questionnaire response.

The Framework Authority reserves the right to use its discretion to exclude a tenderer where the Framework Authority can demonstrate by any appropriate means that the tenderer represents an unacceptable level of financial risk to the Framework Authority.

NB: tenderers are advised to check in advance the financial information held in respect of their company by any independent sources such as Dun and Bradstreet is accurate and up-to-date.



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Finance - 2

An unacceptable level of risk may include some or all of the following (non-exhaustive):

- Trading losses being incurred by the tenderer within the previous two financial years or projected at any time during the period of the contract;
- Deterioration in revenue levels and/or gross profit margin;
- Increase in the level of overheads incurred by the tenderer, both in absolute terms and also as a percentage of revenue;
- Increase in the level of exceptional costs incurred by the tenderer;
- An increase in the level of interest costs incurred by the tenderer and/or a fall in the level of interest cover;
- A reduction in the level of net assets within the business, including after the removal of any intercompany balances;
- A net current liability position or a reduction in the level of net current assets within the business, including after the removal of any intercompany balances;
- A reduction in the level of cash held by the business (of 10% or more);
- An increase in the level of debtor days of the tenderer;
- An increase in the level of creditor days of the tenderer;
- Any significant provisions for liabilities contained within the tenderer's financial statements; or
- Growing levels of non-trade creditors within the business.



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Finance - 3

In the event that the Framework Authority consider that the tenderer shall be relying upon any independent third party supplier to deliver a material proportion of the lot(s) subject to the tender, the Framework Authority shall evaluate the economic and financial standing of any such supplier(s) using publicly available information.

Should the tenderer consider that one or more of the above list of indicative factors which may indicate an unacceptable level of risk, the Framework Authority invites the tenderer to submit any proposals which the tenderer believes may mitigate the risk factors identified.



Equality and Diversity

- Written equal opportunities policies that promotes **inclusivity**
- Assurance on how supply chains are assessed and monitored to ensure discrimination is avoided and **inclusivity** promoted throughout the supply chain



Modern slavery

The Authority is committed to respecting, protecting and championing the human rights of all who come into contact with our operations, including employees, supply chain workers, customers and local communities through our zero tolerance of slavery, servitude, forced labour, bonded labour and human trafficking, which effect all sectors.

The Authority recognises that the textiles and labour Sector is high risk in terms of human rights and that COVID-19 has created greater opportunity for exploitation. As critical suppliers of specialist PPE and associated services, the Authority requires, within 6 (six) months of the framework being awarded, all successful tenderer(s) to complete the Modern Slavery Assessment Tool.

- Zero tolerance
- Work with suppliers
- Includes sub-contractors



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Overview of SQ - 2

SCORED QUESTIONS

Section - 15

- Supply Chain Management – 35%
- Manufacturing Capacity – 25%
- Customer Service – 20%
- Account Management – 20%

Additional Questions

- Dimensional change – Information only (to inform requirement in ITT)
- Order Processing – Pass/Fail
- Quality Accreditations – Pass/Fail (ISO 9001, ISO 27001, ISO 14001; Module C or D)



Questions and Answers



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Assessed on the basis of Most Economically Advantageous Tender (MEAT)

Evaluation will be divided into 4 stages:

- Stage 1 – evaluation of pass/fail questions
- Stage 2 – evaluation of quality criteria
- Stage 3 – wearer trials
- Stage 4 – evaluation of pricing



Stage 1 – Pass/Fail

PASS OR FAIL

1. Form of Tender
2. Management Information
3. Modern Slavery
4. Dimensional Change
5. Sizing and special requirements
6. Disposal of Items
7. Provision for Decontamination, Cleaning, Repair, Servicing, Maintenance and Testing
8. Invoicing
9. Returns
10. Warranties
11. Marketing
12. Wearer Trials and Samples



Stage 2 – Quality Criteria (50%)

Quality Criteria (General) - Scored

1. Logistics (11%)
2. Account management (11%)
3. Quality management (15%)
4. Business Continuity and Disaster Recovery (12%)
5. Social Value (4%)
6. Order Processing (10%)

Quality Criteria (Lot Specific) - Scored

7. Stock resilience (14%)
8. Returns (8%)
9. Warranties (15%)



Stage 3 – Wearer Evaluations (25%)

WEARER TRIALS (25% Weighting)	
Sub Criterion	Weighting
Design	Scores for each sub criterion vary for each item per lot. Tenderers should refer to the Practical Wearer Score Sheet for scores available for each lot item.
Compatibility	
Use	
Overall Functionality	

- Able to attend wearer trials (subject to conditions)
- Ratio of those participating in wearer trials
- Number of individual items required, non branded
- Based on BS 8469
- Exercises being carried out include:
 - Mobility exercises
 - Dexterity exercises (gloves only)
 - Practical scenarios



Stage 4 – Pricing (25%)

PRICE EVALUATION CRITERIA – excluding lot 3 and lot 6 (25% Weighting)	
Sub Criterion	Weighting
Section 1 – Garments	40%
Section 2 – Associated Services*	25%
Section 2a – Annual Servicing	10%
Section 2b – Cleaning	50%
Section 2c - Decontamination	40%
Section 3 – Warranty	7.5%
Section 4 – Repairs List	20%
Section 5 – Repairs Cap	7.5%

PRICE EVALUATION CRITERIA – LOT 3 ONLY (25% Weighting)	
Sub Criterion	Weighting
Section 1 – Garments	67.5%
Section 2 – Associated Services*	25%
Section 2a – Annual Servicing	10%
Section 2b – Cleaning	50%
Section 2c - Decontamination	40%
Section 3 – Warranty	7.5%

PRICE EVALUATION CRITERIA – LOT 6 ONLY (25% Weighting)	
Sub Criterion	Weighting
Section 1 – Garments	100%



Overview of ITT - 1

Proposed Evaluation Weightings:

- Method Statements – 50%
- Wearer Trials – 25%
- Pricing – 25%

Method Statements shall request tenderers to supply details and evidence of how they intend to provide the goods/ services and are compliant with mandatory requirements of each Lot Specification.

3 types of Method Statement:

- Method Statements specific to each Group/Lot Specification
- General Method Statements
- Quality Method Statements



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Overview of ITT - 2

Summary of Method Statements

- 1) Response to Method Statements specific to each Lot Specification – PASS/FAIL
- 2) General Method Statements are considered generic regardless of Lot and need only be completed once by tenderers: –
 - These cover;
 - Logistics
 - Management Information
 - Account Management
 - Quality Management
 - Business Continuity
 - Social Value
 - Modern Slavery
- 3) Quality Method Statements need to be completed per Group/Lot –
 - These cover;
 - Stock resilience
 - Returns
 - Warranties
 - Sizing – Special Requirements
 - Disposal of Items

Both General and Quality Method Statements shall be either scored or Pass/Fail



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Social Value

- Tenderers shall be required to support the Framework Authority's initiatives regarding ensuring compliance with the Social Value Act 2012 and in supporting the Framework Authority's commitment to social value by considering how economic, environmental or social well-being factors during delivery may be improved by what is being procured.
- Tenderers are expected to conduct Socio-Economic Impact Assessments to evaluate potential schemes that can positively effect the local geographical areas of the Participating Authorities, and the lives of existing and future communities.



Contract Management

Contract management shall be conducted at 2 levels:

1) Management of Call-Off Contracts - undertaken by each Participating Authority of the framework at a local level focussing on:

- Quality of goods/services received
- Performance against delivery and service provision
- Risks and issues arising

2) Management of the Framework Agreement - Kent FRS will be responsible for the management of the Framework Agreement, including:

- Encouraging framework collaboration - 'one Customer, with one voice' approach.
- Establish Strategic Framework Quarterly Meetings with successful suppliers, focussing on:
 - Supplier performance against Framework KPIs
 - Risks and Issues,
 - Spend and savings,
 - Innovation and Supplier investments,
 - Business Continuity
 - Continuous Improvement;
 - Ongoing financial assessments of suppliers
- Providing impartial support for any remedial actions or investigations into any issues considered to have the potential for national impact.



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Framework Management

Framework shall include provision of the following management information on a quarterly basis:

- Breakdown of orders by each Participating Authority
- Breakdown of quantities ordered by each Participating Authority
- Breakdown of spend by each Participating Authority
- Total volume of orders per unit to determine application of volume discounts and rebates.
- Breakdown of stock being held
- Number and type of Service Calls
- KPI performance information to ensure a National view of performance against KPIs
- Modern Slavery
 - Processes in place to identify modern slavery risks in supply chains.
 - Providing confirmation of legal compliance with the Modern Slavery Act
 - Details of any suspected and confirmed instances of modern slavery and the actions taken when such instances are identified.
 - Progress on meeting agreed Social Value initiatives.
- Progress on social value initiatives



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Key Performance Indicators

KPI 1 – Delivery of Items

KPI 2 – Production of Management Information

KPI 3 - Service Support (First time call resolution)

KPI 4 - Number of Issues Backlog (relates to KPI 3)

KPI 5 – Order Process System Availability

KPI 6 – User Satisfaction and Complaints

KPI 7 – Agreed Actions

KPI 8 – Account Management

KPI 9 – Compliance with Modern Slavery

KPI 10/11 – Delivery of associated services



Questions and Answers



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Revised Scope – DPS (Information Only)

Boots

Helmets

Gloves

Thermal Base Layers

Hi Visibility Jackets

Hi Visibility clothing

Coveralls

Safety eyewear

USAR Ensemble (4 yrs only)

ICS Tabards



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Revised Scope – ICS tabards



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Next Steps

Contact:

specialistppe@kent.fire-uk.org

Up until 17th March 2021, unless in
connection with DPS.



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