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National Fire
Chiefs Council

National Specialist PPE Supplier Engagement 15th December 2020



Agenda

Welcome and Introduction	Assistant Director Mark Rist, Project Sponsor
Commercial Update: <ul style="list-style-type: none">• Procurement Stages• Evaluations– Commercial• Insurances – Feedback required• Evaluations– Practical (BE-B)	Sarah Walsh, Category Manager PPE
Revised Timetable	Brett Egan-Briers
Revised Scope	Brett Egan-Briers
Contaminants Update	Brett Egan-Briers
Question and Answer Session	Mark Rist
Next Steps	Brett Egan-Briers



Welcome and Introduction

- National Fire Commercial Transformation
- Cancellation of previous procurement
- All submission remain unopened
- Project Board planning for realistic 2021 (ongoing impacts of Pandemic and Brexit)
- Feedback is important
- Fair, open and transparent process



Commercial Update

- Restricted Process
 - Lots 1 - 8
- Dynamic Purchasing System
 - Lots 9



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Commercial Update – Stages Lots 1 - 8

Establish Framework Agreement for lots 1-8

Proposed 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% Wearer Trials, 25% Method Statements, 25% Price)

EU Procurement Directives/ Find a Tender Service

Transparent, Fair and Competitive

Contracts Finder

Kent Business Portal (www.kentbusinessportal.org.uk)



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Commercial - Evaluations

Stage 1

- **Selection Questionnaire (SQ) Stage**

- Company Information
- Financial stability (turnover, profitability, cash flow, liquidity) to be undertaken by independent financial experts
- Technical and Professional Ability (previous experience, quality standard)
- Compliance to requirements of Modern Slavery Act
- Social Value

Stage 2

- **Invitation to Tender (ITT)**

- Compliance to specification
- Logistics solution
- Stock resilience
- Order processing
- Management information
- Ability to meet demand

Stage 3

- **Wearer Trial Evaluations**

- Comfort
- Overall fit
- Durability



Commercial Update – Stages Lot 9

Establish Dynamic Purchasing System for lot 9

Proposed length: 4 year DPS with option to extend by up to a further 4 years (8 year total), with 4 year call-off available.

DPS Procedure

Selection Questionnaire (SQ) – selection phase only to be shortlisted in the DPS
Requirement to submit a tender only at call-off stage

EU Procurement Directives / Find a tender service
Transparent, Fair and Competitive

Contracts Finder

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Dynamic Purchasing System (DPS)

Initial DPS Set Up Stage

- Suppliers request to participate in response to the Contracting Authority's OJEU/ Find a Tender Notice;
- All suppliers who meet the selection criteria and do not satisfy any of the grounds for exclusion are admitted into the DPS;
- At this initial stage, suppliers are not required to submit 'indicative tenders';
- The general rule is that the Contracting Authority must make a decision of whether or not to admit a supplier into the DPS within ten (10) working days from receipt of the Request to Participate (RTP) – Period can be extended to twenty (20) working days

Second Stage – Awarding Call Off Contracts

- The Contracting Authority must invite all suppliers admitted into the DPS to bid for a contract OR to all suppliers under a specific category;
- Awarding contracts are procured by way of a mini-competition. Direct award is not permitted;
- Contract award notices can be published individually or grouped and published in regular intervals (i.e. quarterly)



Dynamic Purchasing System (DPS)

Admitting Suppliers into an Established DPS

- Suppliers are entitled to join at any point during the validity period of the DPS;
- The call for competition will be continue to be 'live' and unrestricted access to the procurements documents must be available at all times;
- The Contracting Authority must notify the supplier 'at the earliest possible opportunity' whether they have been successful in their Request to Participate ('RTP');
- The supplier will be formally added into the existing DPS supplier list and will be able to bid for contracts only after they have been formally notified that they were successful in their RTP.



Evaluation process– Setting up the DPS

Stage 1

- **Request to Participate (“RTP”) Stage** - Evaluation of RTP submissions against the Selection Questionnaire (“SQ”) criteria (including legal eligibility, financial standing and organisational policies and procedures)

Stage 2

- **Award Stage** – Notify suppliers if their RTP has been successful or not at the earliest opportunity. OJEU and Contracts Finder Contract Award Notice released confirming the establishment of the DPS and the initial list of suppliers who have been admitted to the DPS



Evaluation process – DPS Call off Contracts

Stage 1

- **Issue Invitation to Submit Tender (“ITT”) document to all DPS suppliers OR to all DPS suppliers under the relevant category**
 - Receipt of ITT submissions within ten (10) calendar days (may be reduced by mutual agreement)
 - Evaluation of ITT submissions against the minimum technical and quality requirements

Stage 2

- **Wearer Trial Evaluation (optional, only if deemed necessary by the Contracting Authority)**
 - Comfort
 - Overall fit
 - Durability
 - Protection

Stage 3

- **Pricing Evaluation**
- **Overall moderation and identification of the winning contractor**
- **Ten (10) day standstill period (optional but advisable for high value contracts)**
- **Release of OJEU and Contracts Finder Contract Award Notice**



Practical - Evaluations

- Right to attend wearer trials
- Ratio of those participating in wearer trials
- Number of individual items required, non branded
- Availability of products
- Exercises being carried out include:
 - Mobility exercises
 - Dexterity exercises (gloves only)
 - Practical scenarios



Revised Timetable

Main Drivers for timeline:

- Statutory requirements
- Practical evaluations:
 - 1 week sizing
 - 12 weeks manufacturing
 - 1 week fitting
 - 3 weeks wearer evaluations



Revised Timetable

Task	Proposed Dates	No of working days (calendar days)
PIN	w/c 14 th December 2020	
OJEU Notice	17 th Mar	
SQ (start count)(accelerated process)	22 nd Mar	(15)
Evaluators meeting/training	TBA	1
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)



Revised Timetable

Publish ITT for successful bidders	10 th May	1
Evaluators meeting/training	TBA	1
Deadline for clarifications	1 st Jun	(23) (incl. 1 x BH)
Deadline for ITT	9 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



Revised 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 Oct	5
Standstill	15 th – 24 th Nov	(10)
Award contracts	w/c 29th Nov	5

** Last date for certification (?)



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Revised Scope

- Lot 1 – Liquid tight protection suit
- Lot 2 – Gas tight protection suit
- Lot 3 – Chemical protection gloves
- Lot 4 – USAR Chainsaw
- Lot 5 – USAR Hot gas cutting
- Lot 6 – Disaster victim identification
- Lot 7 – Wildland ensemble
- Lot 8 – Water rescue ensemble



Revised Scope – ICS tabards



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Revised Scope – DPS

Boots

Helmets

Gloves

Thermal Base Layers

Hi Visibility Jackets

Hi Visibility clothing

Coveralls

Safety eyewear

USAR Ensemble

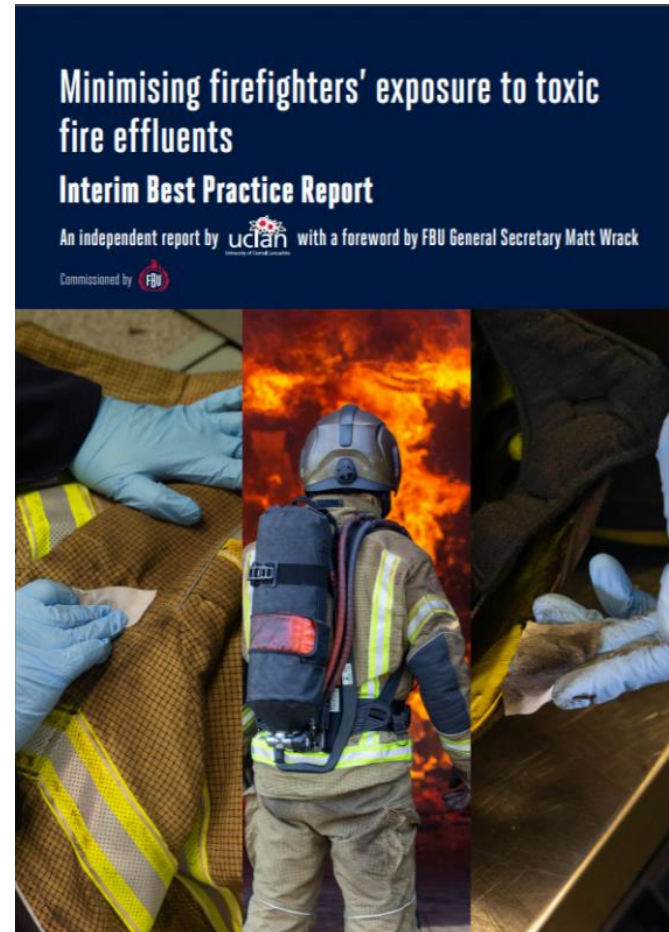
ICS Tabards



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Contaminants update

- [Press statement](#)
- [Report](#)
- [Firefighter Health Research](#)



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Questions and Answers



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Next Steps

- Feedback to:

specialistppe@kent.fire-uk.org

By 31st December 2021

- Next Meeting:

**28th January 2021
or early February 2021**



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