

Period product provision to schools and post-16 education institutions across England

Market Presentation – 23rd April 2019



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The Problem

'Period poverty' has received considerable media and parliamentary interest since March 2017, with campaigners focussing on the need to fight stigma around menstruation and provide free period products

Many organisations have emphasised their corporate social responsibility in tackling the issue. Examples include:

- One Brand Owner is donating over 16m pads to UK schools "most in need"
- Another Brand Owner is pledging over 200k packs of sanitary products
- Morrisons' intention to donate 250k sanitary products
- Boots partnering with charity FareShare to provide and distribute sanitary care items in Scotland, with the company making no financial benefit
- Over 70 UK football clubs joining the 'On the Ball' campaign to provide free sanitary products for fans



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In Education

The department's 2018 omnibus surveys found that:

- 6% of female school pupils and 14% of female college students had been unable to access period products in the previous year due to affordability
- 83% of secondary school leaders reported making free products available to pupils, with 41% doing so because of a reason related to pupils' inability to afford period products
- 78% of secondary school leaders said provision was funded from school budgets but 26% used charitable donations and 17% said teachers funded products themselves



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The Political Context

"I am delighted that the Chancellor has now confirmed that he intends to fund access to free sanitary products for girls in secondary schools and colleges, continuing the good work undertaken by projects funded through the Tampon Tax Fund...many girls told us their school or college already provides products to those who need them and this financial support will ensure that this can continue."

Damian Hinds, Secretary of State for Education

On 13 March 2019, the Chancellor of the Exchequer announced in his Spring Statement that the government is funding free period products in all secondary schools and colleges in England

- The funding has since been extended to cover need in primary schools
- Institutions should be able to order products from January 2020
- A similar initiative has been underway in Scotland since August 2018



Requirements

Please note

"Period/sanitary products" include items such as tampons, sanitary pads and menstrual cups. Sanitary bins, bags and other sanitary disposal items are not in scope

We are looking for supplier(s) or consortia to provide the entire service across England, including the provision and storage of products, the interface with institutions and distribution. The service should:

- ✓ Be demand-led
- ✓ Utilise a system which is easy for schools/colleges to use
- ✓ Be accessible for all institutions, regardless of their geographical location
- ✓ Require minimal resource from school/college staff or the DfE
- ✓ Provide flexibility on type of product purchased
- ✓ Provide flexibility on how products are made available to pupils/students
- ✓ Utilise a system that allows new institutions to be added easily
- ✓ Allow for an upper-spend limit per institution and no/low minimum order £
- ✓ Minimise delivery costs
- ✓ Maximise any subsidies agreed with private sector businesses



NOTES:

- **Provision** – We are looking for a single national provider to deliver this service. We will be emphasising the importance of an established logistical infrastructure and a strong understanding of the issues faced and needs of different geographical areas.
- **Demand-led** – We believe this will ensure value for money and reduce the burden on institutions in terms of storage etc. Allowing institutions to order at anytime would be the ideal, we will invite suitable proposals that balance the delivery needs of schools and

institutions whilst also achieving the best possible value for money and considers the environment.

- **Ease of use** - We have explored a number of potential 'in school' solutions, drawing upon experiences across the UK. We however want to make sure institutions have the flexibility to distribute the products in whatever way they feel works best for themselves and their pupils/students.
- **Accessible for all** – One key consideration throughout has been the different geographical issues faces by institutions and learners across the country. Delivery of products directly to the institutions is seen as the most effective way of tackling this problem. We require a service that is able to effectively meet the needs of all institutions across the length and breadth of the country.
- **Minimal Resource** – Most institutions do not have much resource or time for back office activities. As such we require a registration, verification and ordering process that is easy for school/college staff.
- **Range of products** – Data regarding the preferred products is not conclusive and there may be differences amongst age groups and/or other groupings. We would want a service that offers a suitable range of products and possibly also brands. The DfE will define a core set of products but the composition of the full range is open to bidders.
- **Subsidies** – We envisage this to be a mutually beneficial opportunity for both ourselves and prospective bidders, and would be open to considering a range of commercial solutions which would provide benefits from a quality and VFM perspective such as sponsorship or match funding. We would welcome any thoughts you have around this.

Funding

Product Cost			
FY 2019/20	FY 2020/21	FY 2021/22	FY 2022/23
£1.7m	£5.8m	£6.1m	£6.3m
+ delivery and admin cost			

The funding will support provision in schools and 16-19 education providers in England

- ✓ Approx. 22k institutions
- ✓ Approx. 1.7m pupils/students

The product costs are indicative and based on assumed 35% take-up by female students within the institutions, mirroring the approach taken by the Scottish Government. The actual demand is unclear/untested and we will therefore be looking for bids that are banded based on varying levels of demand. Actual product costs could range between £2.9m to £18m per full financial year, depending on take-up levels at both the institution and pupil/student level.



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NOTES:

- Please note that the costs in the slide are for products only.
- Anticipated product costs for 2019/20 are based on a roll-out date of January 2020 (3 months).
- Of the 1.7m pupils/students who are eligible to benefit from the scheme, we estimate that 1.1m will access this provision. The 35% take-up assumption is based on the latter number.
- £18m is the estimated maximum product cost per financial year, should 100% of eligible pupils/students take-up the scheme 100% of the time.

Timescales



NOTES:

- **Tender exercise** - We anticipate publishing our Invitation To Tender via Open Competition in June (timescale update post event). This will be preceded by a Prior Information Notice. Further details regarding the Open Competition will be published as part of the Prior Information Notice, including information regarding a further market engagement event focussing on the procurement process, shortly before publication.
- **General Data Protection Regulations (GDPR)** - It is anticipated that personal data processed throughout this contract will be limited to the name and contact details of selected school staff members who engage with the scheme.
- **Intellectual property** – We would want to retain the copyright to any branding of the scheme and hold the rights over any IP developed for the delivery of this contract.
- **Communications (Comms)** – The successful supplier would need to know that all Comms relating to the scheme will be subject to DfE internal approvals. Further details of which will be made available in the ITT pack.
- **Digital Standards** – All online systems used for the delivery of the contract need to be compliant with GDS standards. <https://www.gov.uk/service-manual/service-standard>

- **Contract award and roll-out** - We want to appoint a provider or providers by the end of Summer 2019, to allow time to develop the service provision in readiness to commence full roll-out to schools and post-16 institutions in January 2020.

Feedback/Q&A



For more information

Contact us

- By email: PP.Procurement@education.gov.uk

Visit the website

- <https://www.contractsfinder.service.gov.uk/Notice/9ef039c6-6d4e-440e-9758-c4542a7b5def>