

**1 Introduction**

Highways England, under the 1980 Highways Act (section 41) is obliged to “ensure, so far as reasonably practicable, that safe passage along a highway is not endangered by snow or ice”. To meet this obligation Highways England operates a Winter Fleet to enact its Routine and Winter Service Code.

This is the second of two phases – with each phase of the programme consisting of three tranches. Following the conclusion of Phase 2, vehicles will be replaced as and when required on a rolling programme.

The first vehicles in Phase 2 are required to be delivered and operational in July 2021 with the final vehicles delivered in 2024. Future requirements be replaced through a rolling programme of replacement, which will be informed by improved data management on the winter vehicle fleet.

**2 Scope**

Phase 1 consisted of Tranche 1,2 and 3 and have already been procured following a competition on the ESPO Specialist Vehicles Framework (215). This procurement will be procured via an OJEU Negotiated Procedure and will consist of up to 252 vehicles replaced as follows:

- ✓ Tranche 4 – up to 75 vehicles during 2021 - 2022
- ✓ Tranche 5 – up to 100 vehicles during 2022 - 2023
- ✓ Tranche 6 – up to 77 vehicles during 2023 - 2024

The specification for the vehicles can be shown in the attached file entitled Winter Fleet Specification

**3 Process**

At Tender stage, it is anticipated that evaluation criteria for Phase 2 will mirror that used for Phase 1, namely Quality: Cost 70:30 basis.

Quality will be evaluated based on quality statements and incorporated into a Commitments Register from the supplier, and the level of confidence they will deliver our objectives and continual improvement will be achieved. The minimum quality threshold will be 50%. Quality statements will cover:

- Design Process
- Ease of Use
- Quality of the Product
- Verification of the Product
- Delivery
- Delay Damages
- Training
- Parts Availability
- Post Delivery Support Services & Warranty
- Data Logging Data Collection Service

Quality marks will be awarded based on the level of confidence that the quality statements and methodology deliver our requirements as follows:

- 1 – Unsatisfactory level of confidence
- 3 - Limited level of confidence
- 5 – Adequate level of confidence

- 7 – Good level of confidence
- 9 - High level of confidence and at least one other aspect adds value / innovation

Cost will be evaluated after the quality assessment has been conducted using a fully populated pricing schedule based on an 'on the road cost' for a tiered pricing mechanism; Tier 1: 220 – 230 vehicles; Tier 2: 231 – 240 and Tier 3: 241 – 250+ vehicles. Though not used for evaluation purposes, costs will be sought for accessories and other associated services and these will apply to the contract post award.

#### **4 Contract**

Standard NEC4 Supplies contract documents will be utilised for this procurement.

#### **5 Timeline**

The proposed timeline for this tender is shown below:

PIN publication	30th June 2020
Pre Qualification Stage	until 31 <sup>st</sup> July 2020
Evaluation of Selection Questionnaire	until 10 <sup>th</sup> August 2020
SQ Decision and shortlisted suppliers	until 20 <sup>th</sup> August 2020
Tender Stage	until 24 <sup>th</sup> September 2020
Evaluation	until 10 <sup>th</sup> October 2020
Negotiation and Sustainability	until 22 <sup>nd</sup> October 2020
Decision	12 <sup>th</sup> November 2020
Award	24 <sup>th</sup> November 2020