

## Commissioning Partnership Board Report

<b>Decision Maker</b>	<b>Commissioning Partnership Board</b>
<b>Date of Decision:</b>	<b>28<sup>th</sup> March 2019</b>
<b>Subject:</b>	Contract award: provision of stairlifts, ceiling track hoists, vertical and step lifts and gantry hoists in domestic properties where residents have disabilities.
<b>Report Author:</b>	Lynda Megram. Planning & Commissioning Manager, Oldham Cares

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<b>Reason for the decision:</b>	This report seeks approval to award a contract for provision of stairlifts, ceiling track hoists, vertical and step lifts and gantry hoists in domestic properties where residents have disabilities. The provision is funded from the Disabled Facilities Grant (DFG). The legislative framework governing DFGs places a statutory duty on Local Authorities to approve an 'eligible application': the provision must therefore be available.
<b>Summary:</b>	Oldham Council led on the procurement exercise for Oldham and Tameside boroughs and will hold the contract: however, there is no pooling of budgets between the two authorities, with each area paying for its own activity.
<b><i>What are the alternative option(s) to be considered? Please give the reason(s) for recommendation(s):</i></b>	<b>Option A:</b> Allow the current contract to expire at the end date without other provision in place.  Option A is not the preferred option as the legislative framework governing DFGs places a statutory duty on Local Authorities to approve an 'eligible application'. The provision must

therefore be available.

**Option B:**

That the contract for the provision of stairlifts, ceiling track hoists, vertical and step lifts and gantry hoists be awarded to the suppliers listed below:

- Lot 1 - Stairlifts: Platinum Stairlifts Ltd
- Lot 2 - Ceiling track hoists: Handicare Accessibility Ltd
- Lot 3 - Vertical and step lifts: Wessex Lifts Ltd
- Lot 4 - Temporary free standing and pressure fit Gantry hoists: Prism UK Medical Ltd

That the contract will commence on or after 1<sup>st</sup> June 2019 for two (2) years with an option to extend by an additional two (2) years on one (1) year increments

Option B is the preferred option as this enables continuity of essential statutory provision.

**Recommendation(s):**

**Option B:**

That the contract for the provision of stairlifts, ceiling track hoists, vertical and step lifts and gantry hoists be awarded to the suppliers listed below:

- Lot 1 - Stairlifts: Platinum Stairlifts Ltd
- Lot 2 - Ceiling track hoists: Handicare Accessibility Ltd
- Lot 3 - Vertical and step lifts: Wessex Lifts Ltd
- Lot 4: - Temporary free standing and pressure fit Gantry hoists: Prism UK Medical Ltd

That the contract will commence on or after 1<sup>st</sup> June 2019 for two (2) years with an option to extend by an additional two (2) years on one (1) year increments.

**Implications:**

*What are the **financial** implications?*

The proposed contract will be funded by the DFG Capital allocation. In 2018/19 the allocation is £1,913,889 under the notification of the Better Care Fund. The allocation for 2019/20 has not been agreed yet.

Spend is difficult to quantify as it is based on activity levels and fully expected to be contained within the DFG Capital allocation at no additional

cost to revenue or the authority as a whole.

The service management expect to deliver the works within the available budget  
(Chris Curran / Danny Jackson)

What are the **procurement** implications?

This tender/procurement process complied with the requirements as stated in OMBC Contract Procedure Rules and value for money requirements. This procurement was conducted under the Open Tender Procedure in line with the Public Contract Regulations 2015. The procurement team supports the recommendation to award the contracts to the respective suppliers in each of the four lots. This was done through the evaluation process, which was set out in the Tender documents. (Mohammad Sharif)

What are the **legal** implications?

The Council has followed its own Contract Procedure Rules to secure the most economically advantageous tender for each of the tendered lots. (Elizabeth Cunningham Doyle)

What are the **Human Resources** implications?

None

**Equality and Diversity Impact Assessment** attached or not required because (please give reason)

No: an EIA has not been completed as the proposals enable continuity of statutory provision of adaptations to improve the independence, health and wellbeing of people with disabilities and to enable them to remain living independently for as long as possible in their own homes. The provision is available to disabled children and adults with an assessed / eligible need.

What are the **property** implications

None: the provision is to people with disabilities living in domestic properties.

**Risks:**

No significant risks identified

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Has the relevant Legal Officer confirmed that the recommendations within this report are lawful and comply with the Council's Constitution/CCG's Standing Orders?

Yes

Has the relevant Finance Officer confirmed that any expenditure referred to within this report is consistent with the S.75 budget?

Yes

Are any of the recommendations within this report contrary to the Policy Framework of the Council/CCG? No

**Reason(s) for exemption from publication:**

*3. Information relating to the financial or business affairs of any particular person including the Council*

***Reason why this is a Key Decision***

- (1) to result in the local authority incurring expenditure or the making of savings which are, significant (over £250k) having regard to the local authority's budget for the service or function to which the decision relates; or
- (2) to be significant in terms of its effects on communities living or working in an area comprising two or more Wards or electoral divisions in the area of the local authority.

The Key Decision made as a result of this report will be published within **48 hours** and cannot be actioned until **five working days** have elapsed from the publication date of the decision, i.e. before 9<sup>th</sup> April 2019, unless exempt from call-in.

This item has been included on the Forward Plan under reference CPB-06-18.

**There are no background papers for this report**

<b>Report Author Sign-off:</b>	
Lynda Megram	
<b>Date:</b> 18 <sup>th</sup> January 2019	

Please list any appendices: -

<b>Appendix number or letter</b>	<b>Description</b>
None	

**Background:**

This report relates to award of a contract for the provision of stairlifts, ceiling track hoists, vertical and step lifts and gantry hoists to domestic properties where residents have disabilities. The provision was initially jointly procured with Tameside council in 2015, however there is no pooling of budgets between the two authorities, with each area paying for its own activity. Officers from both boroughs have collaborated in order to jointly procure this provision again and taken the opportunity to make the updated specification more robust with tighter targets around key timescales.

As Oldham is the contracting authority for this provision - holding the contract on behalf of both boroughs - we need to take account of Tameside's activity and spend when determining the Decision Maker in our approval process. The provision is demand-led, so levels of likely activity/spend under these arrangements can only be estimated: for the purpose of the tender, we estimated that the annual expenditure will be circa £680,000 across both boroughs. The annual breakdown per council in 2017/18 (on items in Lots 1-3) was £295,000 for Oldham, and £360,000 for Tameside.

The provision is funded from the Disabled Facilities Grant (DFG): this provides funding to adapt a disabled person's home - where an assessed need has been identified - to enable the occupant to continue to live as independently as possible in their own homes. The legislative framework governing DFGs places a statutory duty on local authorities to approve an 'eligible application', i.e. where the council considers the adaptation to be:

- necessary and appropriate to meet the disabled applicant's needs
- reasonable and practicable in relation to the age and condition of the property

From 2015/16 the allocation of DFG was included in the Better Care Fund (BCF), which operates under section 75 pooled budget arrangements between Clinical Commissioning Groups (CCGs) and Councils. The statutory duty on local housing authorities to provide DFGs to those who qualify remains - therefore each area must allocate funds from the pooled budget to their respective housing authorities to enable them to continue to meet these duties. In 2015/16 the allocation of DFG to Oldham was £925,000. This rose significantly (nationally) from 2016/17: DFG allocation and expenditure is shown below:

	2016/17	2017/18	2018/19
Grant allocation	£1,618,419	£1,766,154	£1,913,889
Spend	£1,360,075	£1,384,218	£1,570,290 (forecast)

### Proposals:

Oldham has a history of collaboration with Tameside Council on contracts relating to DFG provision, and for community equipment and minor adaptations provision, as we have similar local arrangements, demands and requirements. It is considered by both local authorities that the advantages gained through economy of scale in letting larger contracts across both areas has resulted in better value for money, and more robust and well-run contracts, to the benefit of both Authorities. Officers from both boroughs have therefore collaborated to jointly procure this provision again as the existing contract came to the end of its term. The existing contract has three Lots: each lot includes the supply and installation of the provision, all with '*life of client*' warranty: this places responsibility for the maintenance (or replacement) of any installed equipment on the contractor, thus securing long term revenue savings for each of the local authorities who would otherwise have to fund this aspect from revenue.

**Procurement process:** the re-tendered provision keeps the 'life of client' arrangement, and has an additional Lot requested by Tameside, for the provision of temporary free standing and pressure fit Gantry hoists. This additional Lot allows Tameside to pilot fast track hospital discharge arrangements and enable people to be cared for with fewer carers (single-handed' care arrangements). Oldham seldom uses this type of hoist, though we retain a small number via our community equipment contract, but we will consider the progress of Tamesides pilot and the new contract allows us to take up the option of this if it is deemed beneficial.

The procurement exercise was done on single stage process via the Open Procedure: it was published on 30<sup>th</sup> October 2018 with a response by 3<sup>rd</sup> December 2018. Suppliers could bid for any of the four Lots they were interested in delivering. The contract was Lotted because no single provider supplies all these pieces of equipment as they are of a specialist nature: this is also reflected in the low number of bidders (5 in total) and that none of the companies are locally based, all are national / international suppliers, though some have regional or Greater Manchester sub-depots (e.g. Prism in Wigan).

The tender evaluation criteria consisted of 60% Price, 5% Social Value and 35% Quality. Five bidders applied for the tender across the four Lots: all passed the initial Due diligence, subject to final due diligence checks as part of the contract award process.

The bidders and Lots are shown in the following table:

	LOTS			
	1 Stairlifts	2 Ceiling Track	3 Vertical step Lifts	4Temp Free Standing Gantry
Handicare Accessibility	Y	Y		
Platinum Stairlifts	Y			
Pollock Lifts			Y	
Prism UK Medical	Y	Y		Y
Wessex Lift Co			Y	

The Pricing elements of the bids were evaluated by Strategic Sourcing. The Quality and Social Value elements were evaluated independently by a panel of three officers from Oldham and Tameside, followed by a moderation process.

The highest scoring suppliers recommended to be awarded the contract have committed to a range of social value benefits which would form part of the contract and be monitored.

### Conclusions:

It is recommended that the Commissioning Partnership Board approves the contract award for this essential provision, that will enable DFG resources to support people with disabilities to stay living as independently and safely as possible in their own homes, helping to avoid the need for increased care packages or residential care.