



Glasgow City Council

Contracts and Property Committee

Report by Director of Legal and Administration

Contact: Maureen Fitzpatrick Ext: 76406

Item 3

9th October 2025

The Provision of Thorough Examination for Stairlifts and Access Lifts

Tender Reference: - GCC006434CPU

Purpose of Report:

To submit details of the tenders received for the provision of thorough examination for stair lifts and access lifts and recommend acceptance of the most economically advantageous tender as detailed in this report.

Recommendations:

The Contracts and Property Committee is requested to approve the award of a contract for the provision of stairlifts and access lifts to the supplier listed below.

Stannah Lift Services Limited
Companies House Number – 01189799

Ward No(s): xxxxxxxx

Citywide: ✓

Local member(s) advised: Yes ☐ No ☐ consulted: Yes ☐ No ☐

1 Background and Tender

- 1.1 Glasgow City Council's ("the council's") historical annual spend for the provision of thorough examination of stairlifts and access lifts is £127,330.
- 1.2 This contract will be utilised by Glasgow City Health and Social Care Partnership (GCHSCP) to deliver a fully managed service in relation to Stairlifts and access lifts for the following local authorities and public sector organisations; Angus Council, Clackmannanshire Council, Dumfries and Galloway Council, East Dunbartonshire Council, East Renfrewshire Council, Falkirk Council, Glasgow City Council, North Ayrshire Council, Renfrewshire Council, Scottish Borders Council, South Lanarkshire Council, West Dunbartonshire Council and NHS Greater Glasgow and Clyde.
- 1.3 The managed service provided by the council is for the provision of thorough examination of stairlifts and access lifts.
- 1.4 The other local authorities and public sector organisations historical spend for thorough examination of stairlifts and access lifts is £391,230.
- 1.5 Thorough Examinations are a legal requirement under the Lifting Operations and Lifting Equipment Regulations 1998 (LOLER). In a health and social care setting it is essential for ensuring the safety and wellbeing of service users and relevant staff. These regulations help to prevent injuries by ensuring that lifting equipment are properly maintained, inspected regularly and used correctly by trained personnel in a care environment where many individuals have limited mobility. LOLER compliance ensures that equipment used to move service users is safe and suitable for the individual's needs, reducing the risk of accidents and promoting dignity and comfort during transfers. Ultimately, following LOLER contributes to a safer and more professional standard of care.
- 1.6 In March 2022, the council established a DPS for the supply, delivery and installation, and repair and maintenance of community equipment. The DPS consists of 18 distinct categories which the council can utilise to tender for community equipment and services.
- 1.7 A commodity team consisting of stakeholders from GCHSCP and the Corporate Procurement Unit (CPU) was formed and it was agreed that conducting a tender via Category 18 – Thorough Examinations of Community Equipment from the DPS, as stated in paragraph 1.6, would be the most appropriate method to deliver this contract.
- 1.8 The duration of the contract is for a period of 5 years with an option to extend for a further period of up to 24 months. The contract length shall enable continuity of the service across the partnership.
- 1.9 The contract will be utilised by GCHSCP.

2 Evaluation

- 2.1 8 suppliers expressed an interest and 1 supplier submitted a bid. Of the 7 suppliers that failed to respond; 3 stated it was not part of their business and 4 did not respond.
- 2.2 Market research undertaken by the council expected a minimum of 2 bids for this tender. As part of the tender process the two expected bidders reviewed the documentation, the potential 2nd bidder requested an extension to the closing date, which was granted, however only 1 bid was received.
- 2.3 The award evaluation was based on the following criteria and weightings: -

Price	Quality	Quality Sub Criteria
55%	45%	Contract Delivery – 30%
		Innovation - 2%
		Training – 5%
		Environmental – 3%
		Fair Work First - 5%

- 2.4 The evaluation of award scoring and evaluation value of the supplier which has been recommended for award is shown in the table below: -

Supplier	Total Evaluation Score	Estimated Contract Value (Per Annum)
Stannah Lift Services Limited Companies House Number:01189799	100%	£548,192

- 2.5 The tender has resulted in an increase of £29,632 (5.40%) when benchmarked against current rates. This increase is below expectations considering; the current rates were fixed over the last 4 years, the Customer Price Index (CPI) has increased by 25.32%, fleet maintenance costs have risen by 26.9% and average salaries in the UK have risen by 22.8%.

3 Contract implementation and Supplier Management

- 3.1 GCHSCP will monitor the supplier's day-to-day operational performance and the CPU will undertake overall contract management.
- 3.2 The outcome of our Contract Management Assessment Tool (CMAT) has deemed this contract to be categorised as low. The supplier will be monitored in line with our contract and supplier management process which includes tracking the supplier's performance against the key performance indicators and working collaboratively to identify opportunities of improvement and innovation.

- 3.3 The agreed community benefits outcomes commitments will be monitored via Cenefits which is a web based monitoring tool. We will also capture sustainable commitments within the CPU Sustainable Register.

4 Policy and Resource Implications

Resource Implications:

Financial:

The estimated annual contract value is £548,192, totaling £3,837,344 over the 7-year duration of the contract (including the extensions if implemented).

The council's estimated annual contract value is £134,606, totaling £942,242 over the 7-year period.

As set out in paragraph 2.5, the tender has resulted in an increase of £29,632 (5.40%) and an impact of £7,276 to the council's budget.

The total contract spend will be met by each participating local authority and the public sector's allocated budget and influenced by the level of demand.

The contract will be awarded based on the schedule of tendered rates. The rates are fixed for the first 24 months of the contract.

Legal:

The report raises no new legal issues.

The Director of Legal and Administration will be responsible for concluding the contract.

Personnel:

No direct personnel implications.

Procurement:

A DPS Tender as detailed in section 1.7

Council Strategic Plan:

This supports Grand Challenges 1,3 and 4 and Missions 1-3,3-2 and 4-3.

Equality and Socio-Economic Impacts:

Does the proposal support the Council's

Yes - the Sustainable Procurement Duty requires that before a contracting authority buys

*Equality Outcomes
2021-25*

anything, it must think about how it can improve the social, environmental and economic wellbeing of the area in which it operates, with a particular focus on reducing inequality.

What are the potential equality impacts as a result of this report?

An EQIA was not required for this contract as the service provision and product specification supports this agenda.

Please highlight if the policy/proposal will help address socio economic disadvantage.

Fair Work First was included as part of the award criteria with a weighting of 5%.

The supplier recommended for award, Stannah Lift Services Limited, has confirmed the following policies within its tender submission:

- Payment of at least the Real Living Wage.
- Provide appropriate channels for effective worker's voice
- Investment in workforce development.
- No inappropriate use of zero hour contracts.
- Address workplace inequalities, the gender pay gap and create a more diverse and inclusive workforce.
- Offer flexible and friendly family working practices for all workers from day one of employment.
- Oppose the use of fire and rehire practice.

Community Benefit was included as part of the tender process. The supplier recommended for award, Stannah Lift Services Limited, has confirmed the following outcomes:

- Work experience placement School x 2
- Taster Sessions x 4
- New Employee – full time x 2
- Apprentice new start – full time x 2
- Career Event x 4
- Workplace Visit x 1
- Supply chain initiatives x 2
- Community Engagement – non-financial support x 4

Climate Impacts:
Does the proposal support any Climate

Yes - Action 45 is supported via this contract

Plan actions? Please specify:

What are the potential climate impacts as a result of this proposal?

Stannah Lift Services have committed to supporting Glasgow City Council in our Environmental and Sustainability policies: By Carbon reduction via route optimisation technology and eco-driving, waste reduction through digital first reporting and sustainable supply chain management.

Will the proposal contribute to Glasgow's net zero carbon target?

Yes, as above.

The key mitigations are as follows:

- Net Zero (emissions 1 and 2) by 2030, and emissions 3 by 2040
- Recycling via ISO 14001-compliant systems
- Waste reduction through digital-first reporting
- Lifecycle mapping
- Sustainable supply chain management

Privacy and Data Protection impacts:

No data protection impacts identified.

5 Recommendations

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