



Glasgow City Council

Contracts and Property Committee

Report by Director of Legal and Administration

Contact: Maureen Fitzpatrick Ext: 76406

Item 10

5th February 2026

The Supply and Delivery of Bathing and Showering Aids

Tender Reference :- GCC006453CPU

Purpose of Report:

To submit details of the tenders received for the supply and delivery of bathing and showering aids 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 supply and delivery of bath and shower aids to the supplier listed below.

Drive Devilbiss Healthcare Limited
Companies House Number - 04301005

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") annual spend for the supply and delivery of bathing and showering aids is £88,659.
- 1.2 Post transfer of Cordia (Services) LLP to the council on 30 September 2018, all Care Services, including the EquipU store service, transferred to Glasgow City Health and Social Care Partnership ("GCHSCP").
- 1.3 This contract is to support the EquipU service requirements. EquipU is a multi-authority collaboration established between South Lanarkshire, East Dunbartonshire, Renfrewshire, East Renfrewshire, West Dunbartonshire, the council, NHS Greater Glasgow and Clyde with the council acting as the lead partner. It provides and maintains assistive technologies for vulnerable citizens across six council partners and NHS Greater Glasgow and Clyde Valley. Since inception in August 2002, EquipU has continually developed to become the largest and most successful service of its kind in the UK. EquipU is based in the east end of the city, where the EquipU team oversee the entire process of providing assistive technologies to Service Users, including delivery, installation, maintenance, removal and recycling of an entire range of equipment.
- 1.4 The EquipU Partnership's ("the partnership's") annual spend for the supply and delivery of daily living aids is £119,812. The types of bathing and showering aids covered by this contract include shower chairs, shower stools, bath steps and bath seats..
- 1.5 Assistive technologies aid service users to live as independently and comfortable as possible in their own home .Recycling is at the heart of EquipU and, on average, the service recycles over four million pounds worth of equipment annually. All equipment returned to the warehouse is processed through a recycling and decontamination centre before being inspected and placed back into stock ready to be re-used.
- 1.6 In March 2022, the council established a DPS for the supply, delivery and installation, 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. As a procurement tool, it has some aspects that are similar to a framework agreement. However, the main difference is new suppliers can join at any time throughout the duration of the DPS a long with some other conditions (as set out in Regulation 35 of the Public Contracts (Scotland) Regulations 2015).
- 1.7 A commodity team consisting of stakeholders from GCHSCP, Health and Safety and the CPU was formed and it was agreed that conducting a tender via Category 7 – Supply of Bathing and Showering Equipment, of the council's 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 60 months. The contract length will provide continuity of the supply of bathing and showering aids which are a stable requirement.
- 1.9 The contract will be utilised by the GCHSCP

2 Evaluation

- 2.1 All 19 suppliers appointed to category 7 of the DPS were invited to submit a bid. The category is all encompassing to capture as many suppliers as possible, but this does not mean that every supplier can supply each and every requirement. Of the 19 invited 3 suppliers submitted a bid. 1 of the bids was deemed non-compliant as it failed to meet product specification requirements at stage 2 of the evaluation. Of the 16 suppliers that failed to respond, 4 cited that they could not provide the entire requirement, 4 cited it was not their core business and 8 provided no response.
- 2.2 The evaluation was based on the following award criteria and weightings:-

Price	Quality	Quality Sub Criteria
70%	30%	Contract Delivery - 20 %
		Environmental and Sustainability – Packaging – 5%
		Fair Work First (including the Real Living Wage) - 5%
		Goods Sampling – Mandatory Pass/Fail

- 2.3 The evaluation score and estimated contract 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)
Drive Devilbiss Healthcare Limited	100.00	£199,675

A summary of the unsuccessful tender evaluation results can be found at Appendix A.

3 Contract implementation and Supplier Management

- 3.1 GCHSCP will monitor the supplier's day-to-day operational performance. 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 requiring a low level of management.

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 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 £199,675, totalling £998,375 over the 60 month duration of the contract (including extensions). This value includes estimated demands of the EquipU partners (including the council).

The council's estimated annual value is £82,278, totalling £411,390 over the 60 month duration, if the demand aligns with the historic data and projected volumes.

This contract provides an estimated annual saving of £8,796, totalling £43,980 over the 60 month period based on the rates and estimated volumes.

The contract will be awarded based on the schedule of rates which 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:

Tender via DPS as detailed in paragraph 1.8.

Council Strategic Plan:

This contract supports Grand Challenge 1 and Mission 3.

Equality and Socio- Economic Impacts:

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

An EQIA was not required for this contract as there is no impact

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, Drive Devilbiss Healthcare Limited, has confirmed the following Fair Work First policies within its tender submission;

- Payment of at least the Real Living Wage
- Provide appropriate channels for effective workers' voice
- Investment in workforce development
- No inappropriate use of zero-hour contracts
- Address workplace inequalities, including pay and employment gaps for disabled people, racialised minorities, women and workers aged over 50
- Offer flexible and family friendly working practices for all workers from day one of employment
- Oppose the use of fire and rehire practices

Community Benefits was included as part of the tender process. The supplier recommended for award, Drive DeVilbiss Healthcare Limited, has confirmed the following outcomes should the contract spend reach the total contract award value.

- 1 x Career Event
- 4 x Workplace Visit
- 5 x Minimum of £1,000 of Community Engagement – Financial Support
- 5 x Minimum 10 hours of Community Engagement – Non Financial Support

Climate Impacts:
Does the proposal support any Climate Plan actions? Please specify:

Yes – Action 45 is supported via this contract

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

This contract specifies that packaging should not contain single use plastics, should contain recycled content, or be sustainably sourced packaging.

This includes; minimising packaging use, while ensuring safe and effective delivery of products; using reusable packaging and arranging take back of packaging; and the use of sustainable and innovative packaging materials.

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

Yes, all purchased equipment will be reused and maintained to ensure it remains useable for as long as possible.

As part of the specification, equipment must be able to have genuine or equivalent spare parts available for at least 5 years to ensure against obsolescence.

Privacy and Data Protection impacts:

No data protection impacts identified.

5 Recommendations

The Contracts and Property Committee is requested to approve the award of a contract for the supply and delivery of bathing and showering aids to the supplier listed below.

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Companies House Number - 04301005

Appendix A – Unsuccessful Supplier

Supplier	Total Evaluation Score	Rank
Katnic Limited, t/a H&M Health & Mobility Companies House Number - 07531941	84.88	2