



Glasgow City Council

Contracts and Property Committee

Report by Director of Legal and Administration

Contact: Maureen Fitzpatrick

Ext: 76406

Item 8

6th November 2025

The Provision of Thorough Examination for Track Hoists and Slings

Tender Reference: - GCC006435CPU

Purpose of Report:

To submit details of the tenders received for the provision of thorough examination for track hoists and slings 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 thorough examination for track hoists and slings to the supplier listed below.

ARJO UK LTD
Companies House Number – 10842512

Ward No(s):

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 for track hoists and slings is £27,227.
- 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 track hoists and slings for the following local authorities and public sector organisations; East Dunbartonshire council, East Renfrewshire council, Falkirk Council, Glasgow City Council, Renfrewshire Council, South Lanarkshire Council and Stirling Council, Clackmannanshire 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 track hoists and slings.
- 1.4 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 both service users and 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 their needs, reducing the risk of accidents and promoting dignity and comfort during transfers. Ultimately, following LOLER contributes to a safer, more professional standard of care.
- 1.5 The other local authorities and public sector organisations' historical spend for thorough examination of track hoists and slings is £72,078.
- 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 CPU was formed and it was agreed that conducting a tender via Category 18 – Thorough Examinations of Community 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 with an option to extend for a further period of up to 2 years. 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 5 suppliers submitted a bid. Of the 3 suppliers that failed to apply, 1 declined and the remaining 2 did not respond.

2.2 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%

2.3 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)
ARJO UK LTD Companies House Number:10842512	93.31%	£87,986

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. 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 medium. 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 £87,986, totaling £615,902 over the 84 months duration of the contract, if the extension is implemented.

The council's estimated annual contract value is £24,124, totaling £168,868 over the 84 months duration.

The tender has resulted in a saving of £11,319 (11.4%).

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 a 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:

Tender via DPS as detailed in section 1.6

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 Equality Outcomes 2021-25

Yes - the Sustainable Procurement Duty requires that before a contracting authority buys 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, ARJO UK LTD, 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, ARJO UK LTD, has confirmed the following outcomes:

- Work experience placement – Foundation Apprenticeship x 3
- Apprentice new start – full time (priority group) x 1
- Apprentice New Start – Part Time (non-priority group) x 1
- Work Experience Placement – School x 5
- Work Experience Placement –Non School x 1
- Community Engagement – Non financial support x 6
- Career Event x 3
- Workplace Visit x 3

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?

A reduction in emissions and carbon footprint by using a service management system (Oxando) controlling unnecessary travel. Committed to switching to renewable energy by 2030 at all depots.

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

Yes, as above.

The key mitigations are as follows:

- All engineers are equipped with designated WEEE (Waste Electrical and Electronic Equipment) disposal boxes.
- Arjo production units are ISO 14001 certified reducing omissions to Air and Water.
- Waste reduction – all packaging is returned to Arjo for reuse and recycling.
- Carbon reduction aligns with PPN-06/21 Paris Climate agreement.
- Sustainability Framework on Carbon Reduction validated by science based targets initiative.

Privacy and Data Protection impacts:

No data protection impacts identified.

5 Recommendations

The Contracts and Property Committee is requested to for the provision of thorough examination for track hoists and slings to the supplier.

ARJO UK LTD
Companies House Number – 10842512

Appendix A – Unsuccessful Suppliers

Supplier	Total Evaluation Score
Direct Healthcare Group Ltd Companies House Number: 5252571	56.25%
Prism Medical UK Ltd Companies House Number:04992349	71.10%
Stannah Lift Services Ltd Companies House Number:01189799	74.75%
W. Munro (Rehab) Ltd Companies House Number:SC088918	84.20%