



Glasgow City Council

Contracts and Property Committee

Report by Director of Legal and Administration

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Item 7

6th November 2025

The Supply and Delivery of Dynamic Alternating Cell Mattresses

Tender Reference :- GCC006321CPU

Purpose of Report:

To submit details of the tenders received for the supply and delivery of dynamic alternating cell mattress 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 dynamic alternating cell mattresses to the supplier listed below.

Harvest Healthcare Ltd
Companies House Number: 07210261

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") annual historical spend for the supply and delivery of dynamic alternating cell mattresses is £643.
- 1.2 Post transfer of Cordia (Services) LLP to the council on 30th 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, and 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 a whole range of equipment.
- 1.4 The EquipU Partnership's ("the partnership's") annual historical spend for supply and delivery of dynamic alternating cell mattresses is £68,854.
- 1.5 Assistive technologies aid Service Users to live as independently and comfortable as possible in their own home with the use of stair lifts, hoists, beds, walking frames, specialised paediatric aids and more. 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 The dynamic, alternating cell mattress is a piece of community equipment used in the prevention and treatment of pressure ulcers. It is a complete mattress replacement and is used in conjunction with our core stock community profiling beds. These are usually used when a client has an established pressure ulcer of Grade 3 and above (European Pressure Ulcer Advisory Panel EPUAP). The dynamic cells move and alternate inflation to allow for weight to be effectively re-distributed through bony prominences of the body. This can assist in the prevention and treatment of pressure ulcers, especially with those who are bed bound/immobile. The National Institute for Health and Care Excellence and the Care Inspectorate, both recognise pressure relieving mattresses as a form of pressure ulcer treatment and prevention. These mattresses can be decontaminated and recycled through the EquipU recycling department. They come with a pump with settings which can be altered to the individual needs of the client.
- 1.7 As part of the sourcing strategy development stage, the Project Steering Group agreed a Dynamic Purchasing System (DPS) would be the best route to market for the supply, delivery, repair and maintenance of the community equipment. A DPS is a procedure available for contracts of works, services and goods

commonly available on the market. As a procurement tool, it has some aspects that are similar to an electronic framework agreement. However, the main difference is new suppliers can join at any time throughout the duration of the DPS along with some other conditions (as set out in Regulation 35 of the Public Contracts (Scotland) Regulations 2015).

- 1.8 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.
- 1.9 A commodity team consisting of stakeholders from GCHSCP and the CPU was formed and it was agreed that conducting a tender via Category 4 – Mattress and Pressure Care, of the council's DPS, as stated in paragraph 1.7, would be the most appropriate method to deliver this contract.
- 1.10 The duration of the contract is for a period of 60 months with an option to extend for up to 2 years, commencing November 2025. The contract length shall enable continuity of the product across the partnership taking into consideration training on how to use correctly, plus cleaning and recycling across the partners which share assets.
- 1.11 The contract will be utilised by the EquipU partnership via GCHSCP.

2 Evaluation

- 2.1 All 18 suppliers appointed to category 4 of the DPS were invited to submit a bid. 7 suppliers submitted a bid. 11 suppliers declined to bid citing they did not supply the item. 4 of the bids were deemed non-compliant as they failed to meet product specification requirements at stage 2 of the evaluation.
- 2.2 Category 4 is a broad category, and this means that every supplier may be unable to supply each and every requirement. Market analysis indicated that 5 suppliers could meet the council's requirements.
- 2.3 The award evaluation was based on the following 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

- 2.4 The evaluation of award scoring and estimated award 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)
Harvest Healthcare Ltd Companies House Number: 07210261	100%	£81,000

*The estimated annual value includes the estimated requirements for the EquipU partners, as set out in section 1.4. A summary of the unsuccessful tender evaluation results can be found at Appendix A.

- 2.5 This tender has resulted in an increase of £11,502 (16.55%) when benchmarked against current rates. This increase is below expectations; considering that the current rates were fixed over the last 4 years and the Customer Price Index (CPI) has increased by 25.32%, fleet maintenance costs have risen by 26.9%, 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. 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 a 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 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 £81,000, totaling £567,000 over the 84 months duration of the contract (including the extensions if implemented). This value includes the estimated demands of the EquipU partners.

As set out in paragraph 2.5, the contract has resulted in an increase of £11,502 (16.55%).

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

<i>Legal:</i>	The report raises no new legal issues
	The Director of Legal and Administration will be responsible for concluding the contract.
<i>Personnel:</i>	No direct personnel implications.
<i>Procurement:</i>	Tender via DPS as detailed in section 1.9
Council Strategic Plan:	The contract supports Grand Challenge 1 and Mission 3.

Equality and Socio-Economic Impacts:

<i>Does the proposal support the Council's Equality Outcomes 2021-25</i>	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.
<i>What are the potential equality impacts as a result of this report?</i>	An EQIA was not required for this contract as there is no impact.
<i>Please highlight if the policy/proposal will help address socio economic disadvantage.</i>	Fair Work First was included as part of the award criteria with a weighting of 5%. The supplier recommended for award, Harvest Healthcare Ltd, has confirmed the following Fair Work First within their tender submission: • No zero hours contracts. • Pays the Real Living Wage. • Provision of channels for worker's voice. • Invest in their workforce. • Flexible and Friendly work environment. • No practice of fire and re-hire. • Inclusion Policy for Equality and Diversity. • Investors in People accreditation silver award 2023. Community Benefits was included as part of the tender process. The supplier recommended for award, Harvest Healthcare Ltd, has confirmed the following outcomes should the contract spend reach the total contract award value.

- Community Engagement – Non-Financial Support - x 6
- Business Mentoring – x 2

Climate Impacts:

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

Yes - action plan 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 Contract and Property Committee is requested to approve the award of a contract for the supply and delivery of dynamic alternating cell mattresses to the supplier listed below.

Harvest Healthcare Ltd
Companies House Number: 0721026

Appendix A – Unsuccessful Suppliers

Suppler	Total Evaluation Score	Rank
Permobil UK Ltd Companies House Number: 04284728	79.63%	2
ARJO UK LTD Companies House Number: 10842512	57.25%	3