



Glasgow City Council

Contracts and Property Committee

Report by Director of Legal and Administration

Contact: Maureen Fitzpatrick Ext: 76406

Item 8

28th August 2025

The Provision of Track Hoist Systems

Tender Reference :- GCC006386CPU

Purpose of Report:

To submit details of the tenders received for the provision of track hoist systems 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 track hoist systems to the supplier listed below:

Prism Uk Medical T/A Prism Medical UK
Companies House Number – 04992349

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 track hoist systems is £84,522.
- 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 hoist systems which will cover the following local authorities and public sector organisations, East Dunbartonshire Council, East Renfrewshire Council, Falkirk Council, Glasgow City Council, Renfrewshire Council, South Lanarkshire Council, West Dunbartonshire Council and NHS Greater Glasgow and Clyde. This tender also includes the first time participation for the geographical areas of Stirling and Clackmannanshire councils.
- 1.3 The managed service provided by the council includes the supply, delivery, installation removal, storage, recondition, repair, and servicing of track hoist systems.
- 1.4 The other local authorities and public Sector organisations historical spend for provision of track hoist systems is £245,626.
- 1.5 A commodity team consisting of stakeholders from GCHSCP and the CPU was formed to develop the sourcing strategy and deliver a new contract.
- 1.6 It was agreed that an open procedure would be the most appropriate method to deliver this contract. The opportunity was advertised via UK Find a Tender Service and Public Contracts Scotland.
- 1.7 The duration of the contract is for a period of 5 years with the option to extend for a further period of up to 24 months.
- 1.8 The contract will be utilised by GCHSCP.

2 Evaluation

- 2.1 13 suppliers expressed an interest and 5 submitted a bid, of the 5 suppliers, 1 failed pre-qualification stage. Of the 8 suppliers that failed to respond, 1 sited the opportunity was not aligned with its core business and 7 did not respond.
- 2.2 The award evaluation was based on the following criteria and weightings:

Price	Quality	Quality Sub Criteria
40%	60%	Contract Delivery – 38%
		Business Continuity - 5%
		Reporting and Invoicing – 3%
		Training And Product Demonstration – 2%
		Innovation - 3%

		Sustainability – 4%
		Fair Work First (including the Real Living Wage) 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	Value (per annum)	Rank
Prism Uk Medical T/A Prism Medical UK Companies House Number – 04992349	94.60%	£453,225	1

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

2.4 This tender has resulted in an increase of £42,596 (12.9%) when benchmarked against current rates. This increase is below expectations considering that the majority of our 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% with salaries specifically in manufacturing and transport and storage rising by 75.9% and 60.3% respectively.

3 Contract implementation and Supplier Management

3.1 The outcome of our Contract Management Assessment Tool (CMAT) has deemed this contract to be categorised as a high. The supplier will be monitored in line with our contract and supplier management process which includes tracking the suppliers performance against the key performance indicators and working collaboratively to identify opportunities of improvement and innovation.

3.2 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.

3.3 GCHSCP will monitor the supplier's day to day operational performance. CPU will undertake overall contract management

4 Policy and Resource Implications

Resource Implications:

<i>Financial:</i>	<p>The estimated annual contract value is £453,225, totaling £3,172,575 over the 7-year duration, if the extension period is implemented.</p> <p>The council's estimated annual contract value is £100,121, totaling £700,847 over the 7 year period.</p> <p>As set out in paragraph 2.3, the tender has resulted in an increase of £42,596 (12.9%) and has an impact of £15,599 to the council's budget.</p> <p>The total contract spend will be met by each participating local authority and public sector organisation's allocated budget.</p> <p>The contract will be awarded based on the schedule of tendered rates. The rates are fixed for the first 24 months of the contract.</p>
<i>Legal:</i>	<p>The report raises no new legal issues.</p> <p>The Director of Legal and Administration will be responsible for concluding the contract</p>
<i>Personnel:</i>	No direct personnel implications.
<i>Procurement:</i>	Open tender as detailed in Section 1.6.
Council Strategic Plan:	The contract supports Grand Challenges 1,3 and 4 and Missions 1-3,3-3 and 4-3.
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</i>	Fair Work First was included as part of the award criteria with a weighting of 5%.

address socio economic disadvantage.

The supplier recommended for the award, Prism UK Medical T/A Prism Medical UK Limited, has confirmed the following 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.
- Action to tackle 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 the award, Prism Uk Medical T/A Prism Medical UK, has confirmed the following outcomes:

- 27 x Community Engagement – Financial support (Min of £1000)

Climate Impacts:

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

Yes - action 45 is supported via this contract.

<https://glasgow.gov.uk/article/2389/Glasgow-s-Climate-Plan>

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

A reduction in emissions and carbon footprint by recycling track hoist systems rather than purchasing new. This is realised at the point of the survey where recycled stock is reviewed and allocated for future installation.

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

Yes as above. The key mitigations are as follows:

- Reduction in carbon emissions by progressively upgrading the vehicle fleet with electric or hybrid alternatives.
- Telematic technology for fleet management
- Route planning for engineer's visits

- Installation of LED lighting within office and warehouse
- Introduction of energy efficient laptops and multi-functional devices for photocopy and printing
- Elimination of packaging wherever possible via reusable packaging systems for standard stock items

**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 provision of track hoist systems to the supplier listed below:

Prism Uk Medical T/A Prism Medical UK
Companies House Number – 04992349

Appendix A - Unsuccessful Suppliers

Supplier	Total Evaluation Score	Rank
Stairlifts (Scotland) Limited Companies House Number – SC165156	87.34	2
Arjo UK limited Companies House Number – 10842512	77.40	3
W Munro (Rehab) limited Companies House Number – SC088918	60.97	4