



Glasgow City Council

Contracts & Property Committee

Report by Head of Corporate Procurement

Contact: Maureen Fitzpatrick Ext: 76406

Item 3

5th November 2026

The Supply and Delivery of Smart Control Nodes

Tender Reference: GCC006708CPU

Purpose of Report:

To submit details of the tenders received for the supply and delivery of smart control nodes 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 smart control nodes to the supplier listed below.

Urbis Schröder Ltd
Companies House Number - 01095726

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") budget for the supply and delivery of smart control nodes is £1,000,000.
- 1.2 The council is looking to modernise the existing street lighting across the city with new columns, electrical cable network, and luminaires and to provide a more proactive maintenance regime using modern control technology. The upgraded network shall provide a scalable platform capable of supporting future digital and smart city initiatives.
- 1.3 This contract is for the supply and delivery of 9,000 smart nodes. A smart node is a communication and control device fitted to a street lighting luminaire that enables remote monitoring, switching and dimming of individual lanterns or groups of lights. Smart nodes connect luminaires to a central management system, providing real-time performance and fault data.
- 1.4 Adopting smart nodes as part of a lighting renewal programme can reduce energy consumption and carbon emissions, lower maintenance costs through automated fault detection, improve asset management, enable adaptive lighting strategies, and provide a future-ready platform for smart city applications such as environmental sensors, traffic monitoring and public connectivity services.
- 1.5 A commodity team consisting of stakeholders from Neighbourhoods, Regeneration and Sustainability (NRS) and the Corporate Procurement Unit (CPU) was formed to develop the sourcing strategy and deliver a new contract.
- 1.6 It was agreed that a mini-competition process under Lot 2 (Internet of Things and Central Management Systems) of the YPO Street Lighting Products and Services framework, reference 1259, would be the most appropriate route to deliver this contract.
- 1.7 The duration of the contract is 12 months from the date of award.
- 1.8 The contract will be utilised by NRS.

2 Evaluation

- 2.1 11 suppliers appointed to Lot 2 were invited to bid and 5 submitted a bid. Of the 6 suppliers that failed to bid, 1 supplier confirmed that although they themselves would not be bidding they would be supplying smart nodes via another distributor on the framework, in the event of that distributor being successful. The remaining 5 suppliers failed to provide a reason for not submitting a bid.
- 2.2 The award evaluation was based on the following criteria and weightings:

Price	*Quality	Quality Sub Criteria
-------	----------	----------------------

30%	70%	Quality - 30%
		Delivery and Customer Service - 15%
		Social Value and Sustainability - 20%
		Fair Work First (including the Real Living Wage) - 5%

*With the exception of the Fair Work First question, which was scored, the supplier's quality scores achieved when appointed to the framework were carried forward to conclude the evaluation.

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

Description	Supplier	Total Evaluation Score	Value (Per Annum)	Rank
Supply and Delivery of Smart Control Nodes	Urbis Schröder Ltd	89.36%	£884,646	1

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

3 Contract implementation and Supplier Management

- 3.1 NRS will monitor the contractor's day to day operational performance. Overall contract and contractor performance will be managed by CPU.
- 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.
- 3.4 The Purchase to Pay route is PECOS.

4 Policy and Resource Implications

**Resource
Implications:**

Financial: The contract value of £884,646 will be met by NRS's revenue budget.

A one-off cost avoidance saving amounting to £115,354 has been calculated by deducting the deducting the award value from the budget value.

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 Mini-Competition as per paragraph 1.6.

Council Strategic Plan: This supports the following Grand Challenge(s) and Mission(s):

- **Grand Challenge 1, Mission 3** - Providing an efficient and resilient lighting network has a positive impact; promoting a safe night-time environment and improved wellbeing within local communities and for our vulnerable users.

Equality and Socio-Economic Impacts:

Does the proposal support the Council's Equality Outcomes 2025-29? Please Specify.

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 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 evaluation criteria with a weighting of 5%.

The supplier recommended for award, Urbis Schröder Ltd, has confirmed the following 6 policies within its tender submission:

- 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 family friendly working practices for all workers from day one of employment
- Oppose the use of fire and rehire practice

Community Benefits was included as part of the tender process. The supplier recommended for award, Urbis Schröder Ltd, has confirmed the following outcomes:

- 1 x Apprentice New Start – Full Time (from Priority Group)
- 1 x Work Experience Placement – Non School
- 2 x Career Event
- 1 x Workplace Visit
- 1 Supply Chain Briefings
- 1 x Community Engagement – Financial Support (min. £5,000)
- 1 x Community Engagement – Non-Financial Support (min. 5 hours)

Climate Impacts:

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

This Contract supports Climate Plan Theme 2: Just Inclusive place by ensuring that the transition to a net-zero society is a catalyst for building a fairer, healthier, prosperous, resilient and greener city for all.

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

As above.

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

Specific benefits of installing smart nodes are reduced electricity consumption through dimming, ability to remotely control lighting on/off times, energy monitoring, reduced maintenance activity, longer asset life and by supporting future optimization to allow for more sophisticated management of the lighting network.

Privacy and Data Protection impacts:

No

Are there any potential
data protection impacts
as a result of the report N/A
If Yes, please confirm
that a Data Protection
Impact Assessment

5 Recommendations

The Contracts and Property Committee is requested to approve the award of a contract for the supply and delivery of smart control nodes to the supplier listed below.

Urbis Schröder Ltd
Companies House Number - 01095726

APPENDIX A – Unsuccessful Suppliers Scores

Supplier	Evaluation Score	Rank
Light and Energy Distribution Ltd (Companies House No. SC573233)	87.60%	2
Orangetek Ltd (Companies House No. 06772086)	87.37%	3
Marwood Electrical Company Ltd (Companies House No. 01343397)	82.13%	4
Lucy Zodian (Companies House No. 07448407)	79.21%	5