



Glasgow City Council

Contracts & Property Committee

Report by Head of Corporate Procurement

Contact: Maureen Fitzpatrick Ext: 76406

Item 2

5th November 2026

The Supply and Delivery of Light Emitting Diode (LED) Luminaires

Tender Reference: GCC006492CPU

Purpose of Report:

To submit details of the tenders received for the supply and delivery of LED luminaires 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 LED luminaires to the supplier listed below.

Light & Energy Distribution Limited
Companies House Number - SC573233

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 LED luminaires is £1,620,000.
- 1.2 The council is progressing the replacement of all conventional street lighting luminaires with lower-power, long-life LED luminaires. This will reduce energy consumption, energy costs and maintenance requirements while maintaining the lighting levels required across the city in accordance with council policy. Reduced carbon emissions will support the council's net zero aspirations and wider climate change objectives. The luminaire purchase is for 9,000 luminaires and will complete the replacement of the standard luminaire stock. There will still be decorative and specialist luminaires requiring replacement separately.
- 1.3 The luminaires will incorporate controls utilising smart nodes, with the solution designed to support future smart city applications and data-driven asset management. The smart nodes are being procured via a separate mini competition. All luminaires shall be compatible with Zhaga-D4i architecture to support future smart node and sensor integration.
- 1.4 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.
- 1.5 It was agreed that a mini-competition process would be the most appropriate method to deliver this contract. The mini-competition was issued under Lot 1 (Electrical Supplies incl. Cables) of the YPO Street Lighting Products and Services framework, reference 1259.
- 1.6 The duration of the contract is 12 months from the date of award.
- 1.7 The contract will be utilised by NRS.

2 Evaluation

- 2.1 21 suppliers appointed to Lot 1 were invited to bid and 4 submitted a bid. 2 of the bidders were disqualified for reasons of non-compliance with the specification. Of the 17 suppliers that failed to respond, 1 cited capacity constraints as they intended to focus their resources on a separate Smart Nodes mini-competition running concurrently. 2 others confirmed that although they themselves would not be bidding they would be supplying LED luminaires via another distributor also on the framework.
- 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 score and evaluation value of the supplier which has been recommended for award is shown in the table below:

Description	Supplier	Total Evaluation Score	Value	Rank
Supply and Delivery of LED Luminaires	Light & Energy Distribution Limited	87.60%	£1,518,002	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 luminaires are provided with a 10-year warranty. Any defects or failures covered by the warranty during this period will be managed with the supplier in accordance with the contractual warranty provisions, including repair or replacement where applicable.
- 3.4 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.
- 3.5 The Purchase to Pay route is PECOS.

4 Policy and Resource Implications

Resource Implications:

Financial:

The estimated award value of £1,518,002 will be met by NRS's revenue budget. The final expenditure will depend on the actual quantities ordered under the contract and the applicable tendered rates.

A one-off cost avoidance saving amounting to £101,998 has been calculated by 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:

Mini-competition as described in 1.5.

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.
- **Grand Challenge 4, Mission 1** - Renew and upgrade street lighting across Glasgow including greater use of LED lighting and strive for faster repair of faults.

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, Light and Energy Distribution Limited, has confirmed the following 7 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 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, Light & Energy Distribution Limited, has confirmed the following outcomes:

- 1 x School Mentoring or Enterprise Programme
- 2 x Career Event
- 1 x Supply Chain Briefings
- 1 x Business Mentoring
- 2 x Community Engagement – Financial Support (min. £10,000)
- 2 x Community Engagement – Non-Financial Support (min. 10 hours)

Climate Impacts:

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

This Contract supports the following Climate Plan Theme:

- 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?

Yes. The replacement of conventional street lighting with modern LED luminaires will support the council's Net Zero ambitions principally through a significant reduction in the electricity required to operate the street lighting network. The council's specification identifies the use of lower-power, long-life LED luminaires as a means of reducing energy consumption, energy costs, carbon emissions and maintenance requirements, while continuing to provide the required lighting levels across the city.

Privacy and Data Protection impacts:

Are there any potential data protection impacts as a result of the report
Y/N

No

If Yes, please confirm that a Data Protection Impact Assessment (DPIA) has been carried out

N/A

5 Recommendations

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APPENDIX A – Unsuccessful Supplier Score

Supplier	Evaluation Score	Rank
Marwood Electrical Company Limited (Companies House No. 01343397)	81.09%	2