

# Direct Award Report

Building Safety and Compliance Framework  
Lot 5 Fire Safety Surveying, Engineering &  
Consultancy (Multi- Disciplinary)  
South Kesteven District Council  
Ref: 16689

January 2023



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## Document Control

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| <b>Member Approved For Issue</b> |                  |             |

## 1. Project Particulars

|                                |                                                                                      |
|--------------------------------|--------------------------------------------------------------------------------------|
| <b>Document Type</b>           | Direct Award Report                                                                  |
| <b>Project Ref</b>             | 16689                                                                                |
| <b>Framework</b>               | Building Safety and Compliance Framework                                             |
| <b>Lot</b>                     | Lot 5 Fire Safety Surveying, Engineering & Consultancy (Multi- Disciplinary)         |
| <b>Fusion21 Member</b>         | South Kesteven District Council<br>St Peter's Hill, Grantham, Lincolnshire, NG31 6PZ |
| <b>Issue Date</b>              | January 2023                                                                         |
| <b>Approx Value</b>            | £100k pa                                                                             |
| <b>Contract Term</b>           | 2+1+1                                                                                |
| <b>Fusion21 Management Fee</b> | 3.5%                                                                                 |

## 2. Introduction

South Kesteven District Council is carrying out a programme of Fire Safety Surveying, Engineering and Consultancy works. This document outlines the process undertaken to identify the supplier eligible for a Direct Award under Lot 5 Fire Safety Surveying, Engineering & Consultancy (Multi- Disciplinary) of Fusion21's Building Safety and Compliance Framework and to demonstrate such an award represents value for money.

## 3. Framework Procurement

In accordance with public procurement legislation a procurement exercise took place with a Contract Notice [2020/S 237-586981](#) and a corresponding Contract Award Notice [2021/S 113-298344](#).

After bid compliance checks and Supplier Selection, bids were evaluated using Most Economical and Advantageous Tender criteria (MEAT). Suppliers were ranked on their Framework submissions based on 40% cost / 60% quality. This resulted in a select list of contractors with which Fusion21 entered into Framework Agreements for the Fusion21 Building Safety and Compliance Framework Lot 5 Fire Safety Surveying, Engineering & Consultancy (Multi- Disciplinary). The Framework commenced on 27/04/2021 and is open for Fusion21 Members to use.

## 4. Framework Tender Process

### 4.1. Supplier Selection

A total of 15 contractors applied to join the Fusion21 Building Safety and Compliance Framework for Lot 5 Fire Safety Surveying, Engineering & Consultancy (Multi- Disciplinary). Fusion21 checked contractors' accreditations, financial standing, arrangements for quality, health & safety etc. and 13 contractors passed supplier selection.

To be awarded a place on Lot 5 Fire Safety Surveying, Engineering & Consultancy (Multi- Disciplinary) Suppliers had to meet mandatory criteria, holding personnel competencies or equivalent accreditation(s).

#### 4.2. Evaluation of Lot 5 Fire Safety Surveying, Engineering & Consultancy (Multi-Disciplinary)

Suppliers on the Fusion21 Building Safety and Compliance Framework Lot 5 Fire Safety Surveying, Engineering & Consultancy (Multi- Disciplinary) were evaluated and ranked based on the award criteria of 40% Cost /60% Quality. 13 suppliers were successfully appointed to Lot 5 Fire Safety Surveying, Engineering & Consultancy (Multi- Disciplinary) of the Framework as shown below.

#### 5. Call-off Process

South Kesteven District Council is seeking to appoint a supplier to deliver a programme of Fire Safety Surveying, Engineering and Consultancy works. Fusion21 revisited the Framework evaluation to identify the top-ranked contractor fulfilling the Direct Award criteria in the Framework Agreement. The table below shows the top rank suppliers for Lot 5 in the East Midlands England region in rank order:

| Supplier Name                | Ranking |
|------------------------------|---------|
| Pennington Choices           | 1       |
| Tersus Consultancy Ltd       | 2       |
| Rider Levett Bucknall UK Ltd | 3       |
| Bailey Partnership           | 4       |
| SPL Fire Engineering         | 5       |
| BB7 Fire Ltd                 | 6       |
| Airey Miller Ltd             | 7       |
| Thomason Partnership Ltd     | 8       |

#### 6. Award Due Diligence

The following information was checked for Pennington Choices Ltd on 24/01/2023. The criteria for the colour coding is included in Appendix A.

| Area                 | Assessment                                                            | Result                   | RAG |
|----------------------|-----------------------------------------------------------------------|--------------------------|-----|
| Financial            | D&B Overall Business Risk Rating                                      | Low                      | ●   |
| Financial            | D&B Failure Score                                                     | Minimum risk             | ●   |
| Insurances           | Employers Liability Insurance                                         | £10m – Expiry 16/09/2023 | ●   |
| Insurances           | Public Liability Insurance                                            | £10m – Expiry 16/09/2023 | ●   |
| Insurances           | Product Liability Insurance                                           | £10m – Expiry 16/09/2023 | ●   |
| Insurances           | Professional Indemnity Insurance                                      | £5m – Expiry 16/09/2023  | ●   |
| Registrations        | ICO Registration                                                      | No.Z9585211 –30/08/2023  | ●   |
| Key Accreditation(s) | Most relevant accreditation(s) as appropriate: Personnel Competencies | Valid                    | ●   |

In compiling the above information Fusion21 has undertaken a basic due diligence exercise that indicates the financial stability and competency of the supplier identified for this

contract. Members should satisfy themselves as to the level of diligence they require and the standing of the supplier before making an award decision.

## 7. Summary

South Kesteven District Council is seeking a supplier to carry out a programme of Fire Safety Surveying, Engineering and Consultancy. Based on South Kesteven District Council's requirements and in accordance with the original Framework evaluation, Fusion21 has identified Pennington Choices Ltd as the number one ranked supplier for this category of work. It is Fusion21's recommendation that Pennington Choices Ltd is appointed to carry out the required works and/or services as a Direct Award under the Fusion21 Building Safety and Compliance Framework.<sup>1</sup>

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<sup>1</sup> Note: In accordance with regulation 112 of Public Contracts Regulations 2015 and Crown Commercial Services Procurement Policy Note [09/21](#), you may be required to publish a contract award on Contracts Finder. If so, please make sure you do this as Fusion21 is unable to do it for you.

## Appendix A – Due Diligence Criteria

### Dun & Bradstreet Overall Business Risk Assessment

The Overall Business Risk is a high-level prediction of the company's risk of paying its bills extremely late, or its likelihood of going out of business. It is a comprehensive evaluation that considers factors such as trade payments, risk indicators, financial data, as well as a business' size and years in operation. It scores businesses on a five-point scale, from low to high risk, with additional statements describing the business's current and future health.

|     |              |          |               |      |
|-----|--------------|----------|---------------|------|
| Low | Low-Moderate | Moderate | Moderate-High | High |
|-----|--------------|----------|---------------|------|

Further information about D&B's Risk Assessment: [D&B Business Credit Reports](#)

### Dun & Bradstreet Failure Score

The D&B Failure Score predicts the likelihood that an organisation will obtain legal relief from its creditors or cease operations over the next 12 month period. The Failure scorecard also looks for events signalling the onset of failure, such as a meeting of creditors, administrator appointed, bankruptcy, receiver appointed, and petition for winding-up.

| Failure Score | Probability of Failure   |
|---------------|--------------------------|
| 86-100        | Minimum risk             |
| 51-85         | Lower than average risk  |
| 11-50         | Higher than average risk |
| 1-10          | High risk                |
| -             | Insufficient information |

Further information about D&B's Failure Score: "[A Guide to Dun & Bradstreet's Predictive Indicators](#)".

### Insurances and Accreditations

Fusion21's RAG colour coding is as follows:

Moderate risk would be where a certificate is due for renewal within 30 days or (for example) an inappropriate insurance cover level. High would be includes the unaccredited or the uninsured.

|     |          |      |
|-----|----------|------|
| Low | Moderate | High |
|-----|----------|------|

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