



National Procurement Update

Firebuy Website:
www.firebuy.gov.uk



Agenda

- **Procurement delivery**
 - RPE
 - FireCat programme
 - Telecoms and insurance
- **Vehicles and Emergency Response Equipment**
 - Pumping Appliances
 - Aerial Appliances
 - Emergency Response Equipment
- **Contract Management**
 - ICP
 - LTCM
- **Technical Services**
- **Costs and savings**



Procurement Delivery



Respiratory Protection Equipment (RPE) project

- Overall project covering:-
 - SCBA
 - Compressors
 - Gas Tight Suits
 - Respirators
- Supported by CFOA Risk Assessment/ User Requirements
- Key issues include interoperability and equality
- Revision of technical guidance



Procurement Delivery

Respiratory Protection Equipment (RPE) project

- SCBA Framework agreement available
- Main manufacturers on framework – Scott, Interspiro, MSA, Draeger
- Very good prices obtained – est. savings of £60K per FRA
- Telemetry trials completed and on web site
- Other elements:
 - BA Compressors – contract from January 2009
 - Gas tight / chemical protective suits / powered respirator suits available from July 2009
- Respirators etc. – to follow in due course



Procurement Delivery

FireCat – Smoke Alarms

- New contract from December 2008
- Average savings of 7% on previous prices
- 1 million smoke alarms p.a. = a saving of £235K
- Improved choice for the deaf and hard of hearing

FireCat – Thermal Image Cameras

- New contract from December 2008
- Thermal Image and USAR Cameras



Procurement Delivery

FireCat – Training Equipment

- New Contract January 2009
- Training dummies and smoke generators

FireCat – Lifejackets and Buoyancy Aids

- New Contract from January 2009
- Onshore plus offshore lifejackets/buoyancy aids and flotation devices
- Used by MCA and MOD



Procurement Delivery

FireCat – Foam

- New contract from May 2009 in collaboration with MOD and CAA
- Including environmentally friendly and training foams

FireCat – Fire Extinguishers

- New contract from May 2009
- Supply, servicing and training

FireCat – Handheld Radios

- New contract from Nov 2009
- Improved choice and product range



Procurement Delivery

Insurance and Telecoms

Telecoms

- Launched 21st February 2007
- Available to UK FRAs – 10 signed up to date
- Significant savings in range 20% – 45% (£238K per annum)

Insurance

- Urgent Procurement for FRAs in FRAML
- £900K saving equivalent to the mutual plus improved terms
- Dialogue with CFOs + Procurement representatives for phase 2 procurement



Fire Vehicles and Emergency Response Equipment

Pumping Appliances

Four year framework 2007 to 2011

Turnover £90.5 million

2007-08

72 Ordered – Turnover £12m (17 FRAs)

2008-09

213 Ordered – Turnover £37m (40 FRAs)

2009-10

150 on Order – Turnover £26m (24 FRAs)

2010-11

78 on Order – Turnover £14m (14 FRAs)

Plus: MoD order for 11 Pumping Appliances value £1.5+m

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Fire Vehicles and Emergency Response Equipment

Aerial Appliances

Four Year Framework Awarded – June 2008

- Turnover to date - £13 m
- 15 FRAs procuring from framework
- Framework includes:

Aerial Ladder Platforms (ALPs)

Turntable ladders (TLs)

Combined Aerial Rescue Pumps (CARPS)

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Fire Vehicles and Emergency Response Equipment

Emergency Response Equipment Framework

Four Year Framework Awarded - March 2008

Equipment from 19 companies:

Hose Suction/delivery hose

Portable pumps, nozzles, ground monitors

Road Traffic Collision Equipment

Hydraulic equip, air inflated units

Electrical Generation Equipment

Generators, hand held power tools

Lighting and lighting stands

Working at Height Equipment

Ladders, access platforms

Positive Pressure Ventilation

Purchase, lease, managed service options available



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Fire Vehicles and Emergency Response Equipment

Special Vehicles

Legacy (FSPA) Contract

Firebuy managing vehicle purchases - £10m of orders being managed

Pan Government Contract Supported by OGC and NPB

URS Consultation Completed

Supplier Consultation in progress

Three Stage Framework- (Chassis/Cabs – Bodywork/Fitments – Conversion/Finishes)

To Be Awarded September 2009

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Contracts and Relationship Management

Long Term Capability Management



Covers:

- Maintenance, repair and overhaul of New Dimension vehicles and the specialist equipment carried in the vehicles
- Customer and management support services, including 24/7 technical helpdesk and operational logistics support

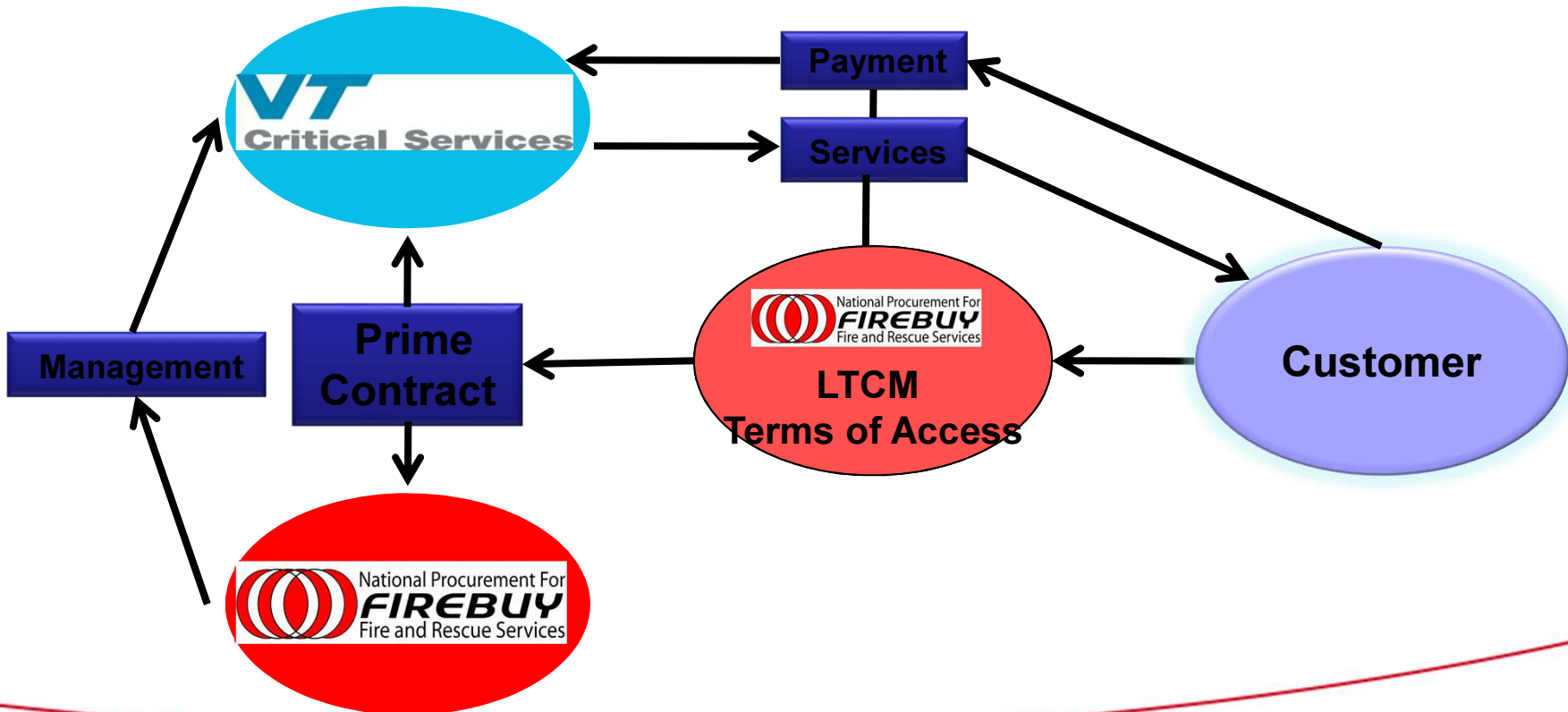
Contract

- Three bids from AMCo, VT and Ryder
- The CLG Investment Board approved the award of a prime contract to VT Critical Services
- The Contract commenced on 1 October 2008 and is managed by Firebuy



Contracts and Relationship Management

LTCM - Prime Contract Structure





Contracts and Relationship Management

Integrated Clothing Project (ICP)

- Contract signed
- Litigation case settled
- Officers from ICP team currently visiting FRAs to discuss costs, etc.
- Lincoln FRS first to receive kit Feb 09
- Others about to place orders





Technical Services

Technical Services

- Represent Service on BS/EN Committees – currently Chair - European Technical Committee Fire and Rescue Service Equipment
- Input into Firebuy specifications
- Feedback from issues into BS/EN work
- Act as a single 'conduit' for suppliers to approach Service with new/innovative ideas in confidence



Further Information

National Procurement For Fire & Rescue Services - Firebuy - Windows Internet Explorer

http://www.firebuy.gov.uk/contracts/respiratory_protective_equipment/index.php

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Contracts >> Respiratory Protective Equipment.

This national project was initiated by Communities and Local Government (CLG), the Chief Fire Officer's Association (CFOA) and Firebuy to examine fire and rescue service (FRS) use of respiratory protection and associated equipment for the future.

The Core programme Team comprises:-

- » Programme Director: CFO Paul Hayden
- » Senior User: CFO Paul Fuller, CFOA National Procurement Board
- » Senior Supplier: Terry Brewer, CEO Firebuy
- » Project Assurance: Anna Wadsworth, CLG
- » Project Manager: Dr. Claire Millard

The project has examined all aspects of RPE and it was acknowledged from the outset that this would be a complex and multi faceted project, encompassing extensive risk assessment of the operational environment, review of existing systems of work and development of new protocols for the effective use of new technologies. From the procurement point of view it would ensure that frameworks were in place to ensure that the very best equipment could be made available to every firefighter at the very best price.

After evaluating supplier returns against user requirement and procurement specification four suppliers were identified:-

1. Draeger Safety UK Ltd
2. Interspiro
3. MSA (Britain) Ltd
4. Scott Health and Safety

These successful suppliers will be eligible for inclusion in the national framework and individual fire and rescue services will have access to a wide range of scientific and financial data, plus end user feedback to inform their final decision about which product represents best for their local needs.

Feedback Trials

The user feedback trials took place over three weekends in November and December 2007. Each day, two practical exercises were carried out by volunteers from 12 separate UK Fire and Rescue Authorities (FRAs). The evaluations covered all aspects of the wearers' experience from ease of use when starting up, comfort in use and closed down, and service procedures. Volunteer firefighters from Hereford & Worcester, Surrey, London, West Midlands, Cleveland, West Sussex, Tyne and Wear, Kent, South Wales, Oxfordshire and Lincolnshire Fire and Rescue Authorities took part in the trials.

For further information on this project contact andrew.winfield@firebuy.gov.uk

Done

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NPS 2008-11 Consultation

Cost and savings

Est.costs and savings	£m	£m
2007/08	2.0	1.3
2008/09	2.1	2.6
2009/10	1.5	3.3



Questions?

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