

# **ATTACHMENT TO AGENDA ITEM**

**Ordinary Meeting**

**20 May 2014**

**Agenda Item 7.1      Supply of New Trucks to Australian Local Government**

**Attachment 1      Contract 1458 - Tender Evaluation Report ..... 289**



LOCAL BUY PTY LTD

Evaluation Report

### EVALUATION REPORT – NPN 04-13

<b>TO:</b>	Mr Tim Rose, CEO, Local Buy Pty Ltd.
<b>FROM:</b>	Mr Brett Piraner, Category Manager Fleet, Local Buy Pty Ltd
<b>SUBJECT:</b>	Supply of New Trucks to Australian Local Government
<b>DATE:</b>	28 <sup>th</sup> June 2013

Appendix A – Tender Recipients Summary (Job Provider List)  
 Appendix B – Brands on offer by Contractors  
 Appendix C – Local Buy Directory Listing

#### Purpose

The purpose of this report is to recommend that selected Tenderers be appointed to a Panel of Prequalified Suppliers for the provision of the Supply of New Trucks to Australian Local Government entities.

#### RFT

The Request for Tender (RFT) was advertised in relevant newspapers in Queensland Northern Territory, New South Wales, South Australia, Tasmania, Victoria and Western Australia on the 27<sup>th</sup> April 2013 as well as LG Tenderbox and closed on the 31<sup>st</sup> of May 2013.

This arrangement has been tendered as a result of WALGA approaching Local Buy and requesting Local Buy retender contract BUS 198-0410 thus enabling them to access a national arrangement. Local Buy approached the other NPN member's party to the current arrangement to obtain feedback which resulted in a unanimous decision to go back to market.

This now establishes the first true national contract of the NPN

#### Range of Goods and Services

This Request for Tender sought the supply of New Trucks to the entities detailed in annex A, Item 11 of Part 4 General Conditions of Contract as amended by the addition of Victorian Councils appointing MAV Procurement as agents after the release of the Tender.



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**Tenderers**

Appendix A, Tender Recipients Summary (Job Provider List) details whom down loaded the Tender Documents and who submitted a response.

**Late Tenders**

NIL

**Local Buy Rebate**

Local Buy sought a rebate of 1.5% of the value of every cab chassis sold under this arrangement.

**Compliance with Local Government Act and Regulation**

The register is being established as the preparation and evaluation of invitations every time a council requires the goods or services on offer would be costly and time consuming because of its repetitive nature of purchase of motor vehicles by councils.

This Request for Tender activity and its evaluation were conducted in compliance with the Local Government Act 2009 (s.104) and related financial standard 2012.

**Contract Type**

Local Buy determined that a Register of Pre-Qualified Suppliers was the most suitable type of arrangement for this RFT.

**Local Buy Evaluation**

The evaluation was conducted by WALGA's Business Development Manager Mr. Dale Chapman in the WALGA Offices on Tuesday the 18<sup>th</sup> of June 2013 and Local Buy's Contracts Administrator, Miss. Joanna Johnstone by in the Local Buy Offices during June 2013.

Post tender non-compliances were handled by Mr. Brett Piraner, Category Manager at Local Buy Pty Ltd. He was not involved in the evaluation to eliminate any perceived conflict of interest by his attendance at the Brisbane Truck Show where he meet with contractors on the Fuel, Trailers and Tyres contracts.



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**Evaluation Criteria:**

As the contract is a register of Prequalified Suppliers a hurdle evaluation process was deemed most appropriate. No weightings were applied, instead if a Tenderer was able to meet the criteria set out in Apet360 they were recommended for appointment.

This process was approved by in-house counsel prior to being applied. Tenderers needed to demonstrate a solid distribution network, a previous track record of dealing with local government and a superior market positioning level as well as a high level of product support and customer service.

Tenderers also needed to demonstrate the importance of Local Government to their business and their profile with regard to their current clients as well as areas of accounts; product availability, pricing, best value to councils, local business support, ordering and delivery precision.

Tenderers need Operational Capabilities ensuring significant Regional Coverage, Market price reporting and analysis as well as the capability to jointly market the Tender and Local Buy's business.

**Non-Conforming Tenders**

Nil

**Summary of Tenderers' Non-compliance issues.**

There were non-compliances submitted by potential suppliers during the Tender. The details by company are recorded below.

<b>Tenderer as in APET</b>	<b>GCC</b>	<b>PCC</b>	<b>Review</b>	<b>Result</b>
[Redacted]	[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]	[Redacted]



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Evaluation Report

### Determination of Successful Tenderers

No weightings were applied during evaluation, instead if a Tenderer was able to meet the criteria set out in Apet360 they were recommended for appointment to the Contract and Register of Pre-Qualified Suppliers.

### RECOMMENDED APPOINTMENTS

The following Tenderers are recommended to be appointed as Pre Qualified Suppliers for the provision of supplying under this Contract NPN 04-13. The brands on offer are also listed and reflect the full range of equipment currently in use by Australian Councils.

<b>Tenderer</b>	<b>States Supplying</b>
Avia Oceania	All States
AWD	All States
Foton Trucks Australia	All (SA & NT to be rolled out)
Hino Australia	All States
Hyundai Australia	Qld, Vic & NSW Only
Isuzu	All States
Iveco	All States
Mercedes-Benz	All States
PACCAR Australia	All States
Scania Australia	All States
Volvo Group Australia	All States
Western Star Trucks	All States
WesTrac	NSW & WA Only
William Adams P/ L	TAS & VIC Only



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### **CONTRACT MARKETING**

As the development of this contract was inclusive of end users, the marketing of this new arrangement will be straightforward.

### **CONTRACT RELEASE:**

Contract release meetings will be held with Manufacturers in Melbourne, Sydney and Brisbane on a one on one basis, thus allowing for feedback on their Tender Response to be provided and allowing for assistance in the roll out of the contract to their Dealer Network.

Regional Dealer Meetings will be co-ordinated with new contractors once the Contractors have advised where and when they require these meetings to be held. It is envisaged that both Council staffers and Contractor's Agents, Dealers will be invited to attend these regional meetings.

Detailed training will be provided to both parties in relation to the Specifications, GCC documents and VendorPanel.

### **NPN CONTRACT RELEASE**

The following proposed time table outlines the release schedule. NPN releases will occur at the same time the Contract Release meetings are held in Melbourne and Sydney. The Tasmanian release will occur during the LGAT Annual Conference in July. The Northern Territory releases will occur when next the Category Manger Mr. Brett Piraner is in Darwin, currently scheduled for August at the IPEWA national conference. This commitment is covered by the MOU's held with the other participating states.

<b><u>NPN Member</u></b>	<b><u>Location</u></b>	<b><u>Date</u></b>
LGAP (SA)	Adelaide	July 2013
MAV Procurement	Melbourne	July 2013
LGP	Sydney	July 2013
LGAT	Hobart	LGAT Annual Conference July 2013
LGANT	Darwin	IPEWA National Conference August 2013
WALGA	Perth	August 2013



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**SUBMITTED FOR APPROVAL BY:**

We the undersigned state that the information and recommendation listed above have been made in absolute compliance with the Local Government Act 2009 (as amended) and the Regulation 2012, and that to the best of our understanding the said recommendation is honest, fair, equitable and professional.

Name: William Brett PIRANER

Position: Category Manager – Fleet & Works

Signature: 

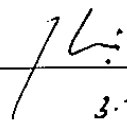
Date:

**APPROVAL**

I the undersigned approve the recommendation listed above and I approve that the companies listed above are appointed to a Panel of Pre-Qualified Suppliers for the Supply of New Trucks to Australian Local Government Under NPN 04-13.

Name: Tim Rose

Position: Chief Executive Officer

Signature: 

Date: 3-7-13



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**Appendix B – Brands being offered**

Tenderer	Brand		
Avia Oceania Pty LTD	Avia	Smith Electric	
AWD PTY LTD	Unimog		
Foton Trucks Australia	Foton		
Hino Motor Sales Australia Pty Ltd	Hino		
Hyundai Motor Company Australia P/L	Hyundai		
ISUZU AUSTRALIA LIMITED	Isuzu		
IVECO Trucks Australia Limited	Iveco		
Mercedes-Benz Australia/Pacific P/Ltd	Mercedes Benz	FUSO	Freightliner
PACCAR Australia	DAF	Kenworth	
Scania Australia Pty Ltd.	Scania		
Volvo Group Australia Pty Ltd	Volvo	Mack	UD
Western Star Trucks Australia Pty Ltd	MAN	Dennis Eagle	Western Star
WesTrac	Caterpillar		
William Adams Pty Ltd	Caterpillar		





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### Appendix C – Local Buy Directory Listing

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<b>Contract number:</b>	NPN 04-13
<b>SOA name:</b>	Supply of New Trucks to Australian Local Government
<b>SOA type:</b>	Prequalified Supplier Arrangement
<b>Start date:</b>	01JUL13
<b>Expiry date:</b>	30SEP18
<b>Extensions:</b>	Up to 5 x 12 month periods
<b>Category:</b>	Fleet
<b>Engagement type:</b>	Request for Quotation through VendorPanel
<b>Contract Principal:</b>	Brett Piraner
<b>Phone:</b>	(07) 3000-2286
<b>Email:</b>	bpiraner@localbuy.net.au
<b>Access permission:</b>	Purchaser Registration Required
<b>Status:</b>	Current
<b>Pricing Structure:</b>	Fixed Price on Chassis, RFQ required for Accessories and Body.
<b>SOA suppliers:</b>	Contact Brett Piraner at Local Buy to register your intent to use this arrangement and to receive full contract documentation and instruction on the use of the arrangement.