

**NFCC Transport Officers Group (TOG) and**

**Fire Commercial Transformation Programme (FCTP)**

**DS339-20 Framework Agreement for Emergency Response Vehicles for UK Fire and Rescue Services**

**Acting to Protect & Save**

**www.dsfire.gov.uk**

**Further Competition**

**Pricing Schedule and Whole Life Costing Guidance**

**Section One – Pricing Schedule Guidance**

This document provides guidance on the template Pricing Schedule for Further Competitions via the NFCC Emergency Response Vehicle Framework Agreement.

The Pricing Schedule consists of three worksheets:

1. Vehicle – The price of the vehicle;
2. Vehicle Inventory – The price of any equipment that the Contracting Authority wishes to procure with the vehicle;
3. Additional Requirements – Pricing for anything that isn’t the vehicle itself or equipment on it, for example, training, after sales support, extended warranty etc.

The template Pricing Schedule may be adapted by Contracting Authorities to suit their procurement.

Vehicle Worksheet

The Contracting Authority/FRS will need to select the type of vehicle from the drop-down list in **cell C/D3** e.g., Pumping Appliance - GVW 3t and <7.5t, Pumping Appliance - GVW of more than 7.5t and <16t, Pumping Appliance - GVW of more than 16t, Aerial or Special. This will change the wording for the stage two payment through the schedule.

The Contracting Authority/FRS will need to add the number of vehicles being procured via the Further Competition in **cell C/D5**.

Please note that the Bidders can either add the tank cost in cell D21 or D27. Please check that the Bidder does not charge the Contracting Authority/FRS twice by mistake.

The Vehicle pricing worksheet is linked to the stage payment options provided within the Call-Off Contract Order Form (Appendix 1 – Pricing Schedule, Section Three – Staged Payments).

The vehicle calculation breaks down the stage payments into four stages, including the additional requirements, volume discount and the total cost for the number of vehicles being procured.

Vehicle Inventory Worksheet

The Contracting Authority/FRS will need to populate the list of items and quantities (**column A & B**) in the Vehicle Inventory tab to allow the Bidders to add the relevant details and pricing.

The pricing for this equipment is added to the price of the vehicle within the Vehicle worksheet (**cell D49**).

Additional Requirements Worksheet

The Contracting Authority/FRS will need to consider what additional requirements to include. Some examples have been populated in the spreadsheet e.g., labour charge, after sales support, extended warranty etc.

Please note this tab totals **cell C8 to C15**. Labour charges has not been included in the calculation, however the Contracting Authority/FRS can change this as required.

**Section Two - Whole Life Costing**

The Contracting Authority/FRS will need to ensure that any elements included within the Pricing Schedule is explicitly stated in the Invitation to Tender and Pricing Schedule for publication.

Any sources and methods to calculate the pricing will need to be stated in the Pricing Schedule, Further Competition Invitation to Tender and/or the Evaluation Matrix.

It is the responsibility of the Contracting Authority/FRS to ensure pricing is fair and transparent in accordance with the Public Contracts Regulations 2015. The Framework Provider takes no responsibility for the Call-Off Contracts.

The following considerations can be included to incorporate whole life:

* Maintenance and Servicing
* Tyres – this cost could be extracted from your tyre contract to calculate the tyre cost for the life of the vehicle. The calculation could be the cost of tyres x average number of tyres replaced per annum x number of operational years.
* Lubricants – this cost could be extracted from your lubricant contract to calculate the lubricant cost for the life of the vehicle. This calculation could be the cost of lubricants per annum x number of operational years.
* Ad-Blue – this cost could be extracted from your ad-blue contract to calculate the ad-blue cost for the life of the vehicle. This calculation could be the cost of ad-blue per litre x number of litres required for the appliance per annum x number of operational years.
* Service Items – this cost could be calculated with a basket of goods, which would include service items and the quantity used for the year of the vehicle. Please note if you have specified a particular chassis, the cost will be the same or similar for each Bidder. If the Service items will not be purchase or contribute to the Pricing Schedule, then the Contracting Authority/FRS should consider if this is required.
* Fuel Costs – this cost could be extracted from your fuel contract to calculate the fuel cost for the life of vehicle. Please note if you have specified a particular chassis, the cost will be the same or similar for each Bidder. If the fuel cost will not contribute to the Pricing Schedule, then the Contracting Authority/FRS should consider if this is required.
* Known inspection and interval replacements – this cost could include any known mid-life inspections and replacement, for example, hose replacement at 10 years for a hydraulic hose. The Contracting Authority/FRS could detail the known inspections or ask the Bidder to provide this information with costs.
* Damage repair parts – this cost could include a basket of goods of parts that the Contracting Authority can only purchase for the Bidder if the vehicle was involved in an accident, for example, panels, wingmirrors. The Contracting Authority/FRS could provide a basket of goods with quantities.
* Disposal
* Residual Value – a suggested way to calculate the residual value is 5% of the purchase cost.
* Disposal Cost – this cost could be extracted from your disposal cost or not included if you gift your vehicles to charity.
* Travel costs - this cost could be included as part of the cost of the vehicles. This calculation could be the number of stage payment x number of individuals attending each stage payment check x hotel costs x travel costs.
* Cost of Change – this cost is to understand the cost of change e.g., changing your Pumping Appliance from MAN to Volvo. The Contracting Authority/FRS will need to include the elements that make up the cost of change.