

REPORT

To: POLICY & RESOURCES (FINANCE) SUB-COMMITTEE		Subject: LEASING ADVICE TENDER: APPOINTMENT OF FINANCIAL ADVISORY CONSULTANTS
From: DIRECTOR OF FINANCE		
Date: 27 July, 2005	Ref: JV/KMH/CP	

1. **Introduction**

- 1.1 The purpose of this report is to seek approval of a list of organisations to be invited to tender for the provision of leasing advice to North Lanarkshire Council.

2. **Background**

- 2.1 North Lanarkshire Council presently has a service agreement with the Leasing Partnership Limited who provide advice and assistance in managing the Council's leasing portfolio. The leasing portfolio includes vehicles, plant and equipment and a variety of other types of supplies.
- 2.2 The Council entered into the service agreement with the Leasing Partnership Limited in April 2002 with the lease due to expire on 31 March 2006. While there is currently an option to extend the existing contract, it is felt appropriate to once again seek competitive quotations under the Council's duty of Best Value.

3. **Proposals**

- 3.1 In terms of the Council's contract standing orders, approval is sought to create a list of organisations considered appropriate for undertaking this type of service.
- 3.2 The following table details those organisations who are considered to have the necessary experience to provide a financial advisory service of this nature.

Company	Address
The Leasing Partnership Ltd	Grove House, Lutyens Close, Chineham Court, Basingstoke, Hampshire, RG24 8AG
Sector Treasury Services Limited	17 Rochester Row Westminster London SW1P 1QT
Bank of Scotland	Public Sector Leasing, City House, City Road, Chester, CH88 3AN
Chrystal Consulting	191c Moss Lane, Bramhall Stockport, Cheshire, SK7 1BA
Butlers	2 Broadgate, London, EC2M 7UR

3.3 As the Council does not currently maintain a list of approved contractors for the provision of leasing advice, it is proposed that these organisations be invited to quote for this service.

4. **Financial Considerations**

4.1 The cost of obtaining leasing advice will be determined following the tender process. However, based on fees paid to the Leasing Partnership Limited in recent years, it is expected to be in the region of £50,000 per annum, thereby requiring an invitation to tender to be offered.

4.2 It is expected that the costs of obtaining leasing advice will be reflected in the leasing rentals that the lessor charges North Lanarkshire Council and will therefore be shared amongst the Council departments that use leasing as a method of funding assets.

5. **Recommendations**

5.1 It is recommended that members approve the list of organisations highlighted in paragraph 3.2 as being acceptable to invite to tender for the provision of leasing advice services to North Lanarkshire Council and;

5.2 To note that a further report will be brought to Committee on completion of the tender exercise.



Director of Finance

For further information please contact Mrs Katrina Hassell, Treasury Manager - 01698 302235.