

To: POLICY & RESOURCES (FINANCE) SUB-COMMITTEE		Subject: LEASING ADVICE TENDER: APPOINTMENT OF FINANCIAL ADVISORY CONSULTANTS
From: DIRECTOR OF FINANCE		
Date: 2 December, 2005	Ref: JV/KMH/	

1. Introduction

- 1.1 The purpose of this report is to inform members of the outcome of the recent tendering exercise regarding the provision of leasing advice services 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's existing service agreement with the Leasing Partnership Limited expires on 31 March 2006, and although there was opportunity to extend the existing contract, satisfying the council's duty of Best Value made it more appropriate to seek competitive quotations.

3. Process

- 3.1 Having obtained approval to create a list of organisations considered appropriate for providing leasing advisory services from the Policy & Resources (Finance) sub-committee meeting of 6 September 2005, invitations to tender were issued to five companies. Responses were received from the following organisations:

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
Chrystal Consulting	191c Moss Lane, Bramhall Stockport, Cheshire, SK7 1BA

- 3.2 In accordance with the requirements of the Council's Contract Standing Orders, each company's tender response was evaluated against the cost/quality evaluation model deemed appropriate for this type of service. Following this scoring exercise, each company was invited to a meeting to demonstrate how their approach would assist the council in achieving best value from future leasing arrangements.
- 3.3 Following these interviews, the tender panel refined their cost/quality scores as appropriate, highlighting that The Leasing Partnership Ltd should be awarded the contract to provide leasing advice from 1st April 2006. A summary of the tender analysis is provided as Appendix 1.

4. **Financial Considerations**

- 4.1 The tender process highlights that leasing advice will cost approximately £38,000 per annum. The costs of obtaining this advice will be shared amongst those council departments using leasing as a method of funding assets.

5. **Recommendations**

- 5.1 It is recommended that the contract for the provision of leasing advice services is awarded to The Leasing Partnership Ltd from 1 April 2006 to 31 March 2007.



Director of Finance

North Lanarkshire Council
 Evaluation of Tender Responses
 Leasing Advice Tender

Appendix 1

<u>Evaluation Criteria</u>	<u>Max Points Available</u>	Summary of Evaluation – Actual Points Awarded				
		<u>Butlers</u>	<u>Chrysal Consulting</u>	<u>Bank of Scotland</u>	<u>Sector Treasury</u>	<u>TLPL</u>
Experiences & Competencies	25	<i>Did not submit tender response</i>	19.67	<i>Did not submit tender response</i>	21.67	22.00
Staff & Resources	10		9.33		9.67	10.00
Approach & Methodology	15		10.00		12.00	12.33
Performance & Quality Management	3		2.67		3.00	2.67
Credentials	7		7.00		4.00	7.00
Total Quality Scores	60		48.67		50.33	54.00
Price Scores	40	36.57	39.25	40.00		
Final Tender Score	<u>100</u>	<u>85.24</u>	<u>89.58</u>	<u>94.00</u>		
<i>(Estimated Tender Price)</i>		£40,500.00	£38,000.00	£37,300.00		