



Kent Highway Services

Weather Damage to Roads Repairs

Tender Assessment Report

31st March 2010



Contents

1. Introduction
2. Tender List
3. Tender Process
4. Tender Submission
5. Scoring
6. Financial Assessment
7. Quality Assessment
8. Contract Award

APPENDICES

Appendix 1

**List of Contractors requesting and returning Pre-
Qualification Questionnaires**

Appendix 2

**Summary of issues raised by contractors attending Induction
Event**

Appendix 3

Final Tender List



1.0 Introduction

Background

The extreme winter weather conditions of late 2009/early 2010 have caused high levels of damage to Kent's roads. Potholes and broken road surfaces are clear evidence of the coldest and wettest winter for thirty years.

On 29th March 2010, Cabinet agreed to make an initial £2m available to Kent Highway Services to deliver extra, essential road surface repairs. This spend will be awarded through competitive tendering using Kent County Council's existing procedures.

Contract Process

Following a widespread media campaign and publication of tenders on the South East Business Portal, Contractors were invited to apply for a pre-qualification pack and those that passed the initial assessment of suitability were sent tender documents on 12 March, and these were returned on 26 March.

The tender assessment process was agreed with KCC corporate procurement team and is in line with KCC procurement and finance procedures.

The tender submissions have been scored based on price and quality, with a weighting of 75%/25% being attributed respectively.

The contractors were required to price 10 separate items ranging from a small pothole to a patch up to 20m². Certain quantities of repairs have been applied to these rates in an 'assessment model' in order to give a comparable total price. Once placed in order, the lowest price contractor was given 100 marks and the remainder were given pro-rated scores. This score was then weighted at 75%.

For the quality element, the contractors were asked to answer 3 questions regarding their intended approach to the work, including working hours, assessment of risks and the number and skills of the gangs they intend to deploy. These were scored by an independent team and again, the best scoring contractor was given 100 marks and the remainder pro-rated. This score was then weighted at 25%.

The weighted scores for price and quality have then been added together to give a combined score for each contract.



How the works will be undertaken

The contractors will work on a “find and fix” basis using up to 5 separate gangs in each district, according to the size of the district. The contractors will be able to work up to 7 days a week between 7am and 7pm. Kent Highway Services officers will deploy the contractors, giving instructions to ensure the highest priority areas are targeted.

The initial focus will be a concentrated attack on minor roads (including rural and estate roads) which make up 71% of the total (6,100km) and a higher proportion in terms of need. Work will continue in parallel, as appropriate, through the term maintenance contractor, Ringway.

The contract requires the repairs to be permanent, and there is a 3 month defects correction period written into the contract. The contractor will be expected to saw cut a regular edge to the repair, coat the opening with tack coat, and compact the new asphalt with the correct item of plant.

Whilst undertaking the works, gangs will be visited on a regular basis by KHS staff. They will be monitoring progress of the crews and ensuring that they undertake the works to the correct quality and are making the correct decisions about the repairs being undertaken.

Each day the contractor will return details of the repairs that they have undertaken. These records will be used to monitor the rate of spend on a daily basis, and will be reviewed by KHS staff. The contractors will be taking photographs before and after the repairs and providing a schedule of the works undertaken.

Timescales

The works will begin on 12th April. The completion date will depend on the rate of repair and ongoing assessment of need.

Public and Member Input

It is important that members, parish/town councils and members of the public can continue to highlight roads that are in need of repair. In order to make this successful and give an understanding of where the high priority areas are, KHS is using internal and external publicity to encourage people to report faults online at www.kent.gov.uk/KHSFaults.

The remainder of this report summarises the results of the competitive tendering process.



2.0 Tender List

The Prequalification opportunity was advertised in the KCC South East Business Portal on the 16th February 2010, with a closing date of 1st March 2010.

The prequalification pack was requested by 96 companies, of which 44 companies provided a response. Details of the contractors are shown in appendix 1.

The prequalification submissions were required to demonstrate a sufficiently high level of experience and ability in order to carry out the project successfully. The returned questionnaires were assessed by the following people:-

Health and Safety – Hazel Walter KHS H&S Advisor
Quality Assurance – Keith Macklin KHS Contracts Advisor
Finance – Anne Swift EHW Finance

29 companies passed the assessment and were invited to tender, these are listed in appendix 3.

3.0 Tender Process

Tender documents for an NEC3 Engineering and Construction Contract, (Option B: Priced contract with bill of quantities), were sent to 29 contractors on the March 2010 with a Tender return date of the 26th March 2010.

An introduction to the contract was delivered in the County Hall lecture theatre on 17th March 2010. 23 contractors on the list attended the 1 hour session. A list of questions and answers were sent to all contractors following the introduction session. These are detailed in Appendix 2.



4.0 Tender Submissions

Of the 29 tenderers, 7 withdrew during the 2 weeks tender period and a further 2 failed to submit documents; therefore 20 tenders were submitted. A list of the contractors is shown in appendix 3.

The tenderers were required to submit their tenders to County Hall in unmarked envelopes. The tenders included finance and quality elements

Tenders were opened by the Environment, Highway & Waste Finance Team at Invicta House and assessed on 26th March 2010.

5.0 Scoring

An accepted scoring rationale was employed to ensure a comparable assessment was made across the tenders for both quality and price

For the price element, the lowest priced contractor was awarded 100 points and the remaining 3 being proportioned accordingly.

For the quality element, the contractor with the highest quality score was awarded 100 points and the others were scored in proportion to this.

The financial score was weighted by 75% and the quality score was weighted by 25%

The combined total of the weighted scores for cost and quality resulted in the selection of a contractor for each district.

6.0 Financial Assessment

The contract required the tenderers to price for 10 items of repair. They were given the opportunity to tender different rates for the 12 different district council areas.

Prior to the tenders being returned, an assessment of the quantities for the 10 bill items were made against 'model quantities'. This model was based on:-

- a) An assessment of current find and fix repairs undertaken since the start of the recent campaign
- b) Information of historical repairs undertaken since Jan 2009
- c) An assessment of the current backlog of work that is needed from mid-April



Standard rates for each item were used to ensure the model was justifiable.

After the tenders were returned, the rates from each contractor for each district were multiplied by the model quantities and the lowest priced contractor for each district was assessed.

Prior to the return of tenders, it had been agreed that if one contractor was lowest in more than 2 districts, they would be considered for the 2 districts where the difference between their price and the 2nd lowest price was greatest.



7.0 Quality Assessment

The contractors were requested to provide answers to 3 quality based questions, these were :-

- i) A description of the approach to this contract, including what you think the risks are and how you will go about managing/mitigating them. It must include what innovative ideas you have to improve the speed, productivity, quality and cost effectiveness of the works. It must also include an explanation of your approach to incentivising the workforce on this project (maximum 1 side of A4);
- ii) How many gangs you plan to use, how long they will work each day and how long the working week will be.. How you plan to undertake the works safely both for your crews and the travelling public. (maximum 1 side of A4)
- iii) Details of your proposed site management/supervisor(s), their names and CVs. The experience of this type of work of the crew members you intend to use, if they are employees of your company (and if so their names) or if you plan to use subcontracted labour the number of operatives. Emphasis should be placed on practical experience rather than qualifications; (maximum 4 sides of A4);

The quality scores were assessed based on a predetermined set of answers which could attract a maximum score of 100 marks.

The assessment panel met on 29th March 2010 to score the replies, the panel consisted of David Thomas, Keith Macklin and Julian Cook.

On 31st March 2010 contractors interviews took place by telephone to clarify some of the points made in the quality submissions. The interview panel comprised Paul Carter, Mike Austerberry, John Burr, Kim Hills and Matthew Sims.



8.0 Contract Award

Based on the financial and quality scoring, and the rationale of awarding a maximum of 2 districts to a contractor, it is recommended that the following contracts should be awarded :-

| | |
|---------------------|------------------------------------|
| Ashford | Walker Construction (UK) Ltd |
| Canterbury | Walker Construction (UK) Ltd |
| Dartford | FM Conway Ltd |
| Dover | Skelton Contractors Ltd |
| Gravesham | FM Conway Ltd |
| Maidstone | Steadline Ltd |
| Sevenoaks | Ringway Infrastructure Services |
| Shepway | Gary Mason (Civil Engineering Ltd) |
| Swale | Ringway Infrastructure Services |
| Thanet | Skelton Contractors Ltd |
| Tonbridge & Malling | A.R. Cooks and Son Ltd |
| Tunbridge Wells | A.R. Cooks and Son Ltd |



Appendix 1 – List of Contractors requesting and returning Pre-Qualification Questionnaires.

| Returned PQQ | |
|---|-------------------------------------|
| A R Cook | M & E Civil Engineering |
| ALS | McDonald Highway Services Limited |
| Ash Paving Ltd | murphy contracting ltd |
| Bearsted Surfacing Contractors | O'hara Bros Surfacing Limited |
| Blu-3(UK)Ltd | O'Rourke Construction and Surfacing |
| Carris Utility Solutions | P & T Asphalt |
| Chris Ball & Son Roofing Ltd | Pararail Ltd |
| Cliffe Contractors | Peter Mackelden Civil Eng Ltd |
| Coppard Plant Hire Ltd | Provia Construction |
| Digimage Limited | Pure Asphalt Co Ltd |
| Duke Contractor | R Marchant |
| Express Pipe Laying & Repairs Ltd | Rail & Highway Services Ltd |
| Fastrac Driveways | Ringway Infrastructure Services |
| Fergal Contracting Co Ltd | Serco Ltd |
| FM Conway Ltd | Skelton Contractors Limited |
| Gary Mason | Steadline Limited |
| Gemini Civils Ltd | Sturgeons |
| Henderson & Taylor (Public Works) Limited | Swift Surfacing |
| Initial Systems Limited | T J Hunt (Contracting) Ltd |
| J Breheny Contractors Ltd | T Loughman & Co Ltd |
| J Browne Construction Company Ltd | Training Assessment Progression cic |
| Kenson Contractors (Benington) Ltd | Walker Construction (UK) Limited |

| Did not return PQQ | | |
|--------------------------------------|--|------------------------|
| A & W Surfacing | Jayne Duke | Traffic Direct |
| AJ Building Contractors | K.Iverson Contractors | Trevor Collier |
| AKS Grab & Tip Hire Limited | Kefford Luke Ltd | Troy Bradish |
| Alltask Ltd | Kingfisher Mastic Asphalters | VolkerHighways Limited |
| Ancile Construction Limited | Kirby Builders | Wayne Smith |
| Andrew McIntyre | Landway | Weemix Concrete |
| Carriage Construction | Multimac Surfaces Limited | WHT Limited |
| CC Cousins Limited | N F Construction & Driveways Ltd | Wilson Tarmac |
| Coldmac Ltd | Nina Construction | |
| Colin Wells | Oatmor-Harris Ltd | |
| Countrystone Landscapes | P & H Construction | |
| Drive Design | P & M Surfacing | |
| F W Surfacing Limited | Peter Evans | |
| First Highways | Prismo Road Markings Limited | |
| Fosbraey Builders Limited | Rail Civils & Construction Limited | |
| Ground Logistics Ltd | Roche Civil Engineering Ltd | |
| Hailsham Roadway Construction Co Ltd | Rummery Plant Services | |
| Hugh Nicholls | S & L Surfacing | |
| Inten Limited | Shawley Construction Co Ltd | |
| Invicta Paving | Sitti Builders | |
| Irvine Utilities Limited | STD Boutwell Surfacing Ltd | |
| J L Rigden | Tilsons/GPP Building Contractors Limited | |



Appendix 2 - Summary of issues raised by contractors attending Induction Event

| Question/Query from the audience | Answer from KCC |
|--|--|
| 1. Concern that no information has been provided on the amount of work in each District, or the budget or effectively how long the contract is for. There is mention of £1 million but press suggest up to £2.5 million. | KCC want to make a success of these repair contracts and further budget could be made available depending on how well the works actually go. The focus for these contracts is to repair roads quickly and efficiently to improve public perception of the state of roads and the service KCC provides. The contracts will start at the same time and we will be monitoring the need and progress week by week. |
| 2. How will traffic sensitive streets be handled? | These will be clearly identified to you but as the work excludes strategic and locally important there should not be many of these and you should be able to programme this so as not to interrupt productivity. Please also refer to specification cl. 105.2 |
| 3. Daily whereabouts needs to be provided is this before or after works (Specification 103 (2)) | You need to comply with the contract regarding the reporting of completed repairs. If we are able to give you more than one days work in advance we will require a 'planned' whereabouts email or phone call by 8.00 AM each day that works will take place. |
| 4. Are contractors required to move parked vehicles? | You are not required to organise this. Ideally a re-visit some time during the same day or some local discussion to see if works can be done would be ideal but if it simply can't be done then report this back to us as 'outstanding repairs required'. Provide some sensible/practical detail around location so we can find it. |
| 5. Can contractors use spray paint to help in locating repairs? | We are regularly criticised for spraying paint and taking a long time to do the repairs so we do not want any spray paint used to mark up works that have been done. The 10m road section vista photograph (clause 106.3) will help us to locate repairs. |
| 6. Do contractors include for costs of road closures or traffic lights? | For the repairs that we require to be undertaken as part of this contract, we do not expect you to provide road closures or traffic signals. If subsequently a road closure is needed, then KCC will arrange this and provide on-site support for this, or issue a compensation event to you. |
| 7. Will we need to do repairs using concrete? | There may be repairs on concrete roads but these will be done in bituminous material. |
| 8. What about cracked roads between potholes? | We want you to think about the repairs through the eyes of the public. If it makes sense to join up repairs then please do so (there is also the 3 month maintenance period requirement for you to consider). We will give more examples of this during the induction and we will work with you in the early days of the contract so gangs are clear what is appropriate. |
| 9. Is the budget the same for all Districts? | The work will be done on a needs basis and contractors can look around roads now to see the extent of repairs needed. But the start point is equal allocation for each District and we will monitor progress and need as works are undertaken (see also answer to 1). |
| 10. Is there a back up option if one of the contracts is terminated? | Details are still being finalised for this. |
| 11. If repairs are deeper than 100mm are they only paid at 100mm. | We are currently treating all repairs over 100mm as emergency repairs so these are being done already so hopefully there will be a limited number of these. However we will monitor this on a weekly basis with you and this will be a compensation event if necessary. |
| 12. Contract Data Ref 6 – Start Date | This has now changed to 13th April |
| 13. Contract Data Ref 9 - amends | The defect date is 3 months (delete 'weeks') |
| 14. Notifiable to HSE - amends | It has been confirmed that this contract will not be notifiable under the CDM regulations; therefore the following will be deleted:- <ul style="list-style-type: none"> • Instructions for Tendering section 21, 22, 43(f), 44 (v) • Contract Data page 5 paragraph 2 • Contract Data section 16 and 17 • Contract Data page 8 section 3 'Principle Contractor' |



Appendix 3 – Final Tender List

| Weather Damage Tender List | | | Sent Contract Documents | Comments |
|-------------------------------------|--------------------|-------------|-------------------------|--------------------------------|
| TOTALS | | | 29 | 20 (tenders assessed) |
| Tender List | | | | |
| A R Cook | Maidstone | Kent | | Returned tender |
| ALS | Ramsgate | Kent | | Returned tender |
| Bearsted Surfacing Contractors | Sittingbourne | Kent | | DID NOT RETURN TENDER |
| Blu-3(UK)Ltd | Croydon | Surrey | | DID NOT RETURN TENDER |
| Chris Ball & Son Roofing Ltd | | London | | WITHDRAWN DURING TENDER PERIOD |
| Cliffe Contractors | Rochester | Kent | | Returned tender |
| Coppard Plant Hire Ltd | Crowborough | E Sussex | | Returned tender |
| Duke Contractor | Horsmonden | Kent | | Returned tender |
| Express Pipe Laying & Repairs Ltd | Roydon, Harlow | Essex | | WITHDRAWN DURING TENDER PERIOD |
| Fergal Contracting Co Ltd | Witney | Oxfordshire | | WITHDRAWN DURING TENDER PERIOD |
| FM Conway Ltd | Dartford | Kent | | Returned tender |
| Gary Mason | Chatham | Kent | | Returned tender |
| J Breheny Contractors Ltd | Ipswich | Suffolk | | WITHDRAWN DURING TENDER PERIOD |
| J Browne Construction Company Ltd | Enfield | Middlesex | | WITHDRAWN DURING TENDER PERIOD |
| McDonald Highway Services Limited | Rochford | Essex | | Returned tender |
| O'hara Bros Surfacing Limited | Pinner | Middlesex | | Returned tender |
| O'Rourke Construction and Surfacing | | London | | Returned tender |
| P & T Asphalt | Paddock Woods | Kent | | Returned tender |
| Peter Mackelden Civil Eng Ltd | Headcorn | Kent | | Returned tender |
| Provia Construction | Canterbury | Kent | | Returned tender |
| R Marchant | Sevenoaks | Kent | | Returned tender |
| Rail & Highway Services Ltd | west malling | Kent | | WITHDRAWN DURING TENDER PERIOD |
| Ringway Infrastructure Services | Various | Kent | | Returned tender |
| Skelton Contractors Limited | Canterbury | Kent | | Returned tender |
| Steadline Limited | Maidstone | Kent | | Returned tender |
| Sturgeons | Tunbridge Wells | Kent | | Returned tender |
| T J Hunt (Contracting) Ltd | Guildford | Surrey | | WITHDRAWN DURING TENDER PERIOD |
| T Loughman & Co Ltd | Dartford | Kent | | Returned tender |
| Walker Construction (UK) Limited | Folkestone | Kent | | Returned tender |

