

Policy and Resources Cabinet Committee – 29th July 2020

Item: FM Re-procurement - Appendix One – Options Table

Option	Contract type	Risks/ Issues	Benefits
1	1 Geographical TFM contract	Very few providers who deliver all services and so distanced from the supply chain resulting in margin on margin and lack of control and less ability to react quickly to issues. Supplier failure to perform or financial problems will impact all areas.	One point of contact and standardisation.
2	2 County wide TFM contracts	Very few providers that directly deliver all services as option 1.	Some resilience compared to one provider. Only two points of contact
3	3 geographical TFM contracts	Very few providers that directly deliver all services as option 1. More complex contract management and dilution of KCC FM expertise across 3 contracts which could result in inconsistent service delivery	Increased resilience.
4	1 county wide hard FM contract & 1 county wide soft FM contract	Potentially more complex interface risk particularly around the helpdesk provision. Few providers able to directly deliver all services.	Closer to supply chain as there are suppliers who can deliver more of the services directly. Suppliers experts in their field. Only two points of contact.
5	1 county wide hard FM contract & multiple soft FM contracts Hard FM - One services contract across all sites, with the helpdesk included and an option to include minor works Catering - Separate provider for Schools catering and one for Corporate landlord (CLL) to include catering, hospitality, water coolers and vending Security - One provider across the whole county to cover manned guarding, key holding and patrols (including vacant sites) Cleaning and Feminine Hygiene – Separate contractor for schools and one for CLL Waste - One contract for CLL across the whole county Pest Control - One contract for CLL across the whole county	More complex interface between providers particularly around help desk provision	Able to control the supply chain directly. Suppliers will self-deliver the majority of the services. Risk can sit where it is best placed. Able to build KCC FM team with expertise in either hard or soft services so that team can focus. Use of companies that directly deliver the service and therefore will have direct contact with the KCC FM management team