

4.8 TENDER FOR THE PROVISION OF PAVEMENT AND LINE MARKING SERVICES (CF2020077 – JF)

Responsible Director: Ossie Martinz

RECOMMENDATION*

That Council:

- 1. Awards the tender from Roadside Services and Solutions Pty Ltd for the Provision of Pavement and Line Marking Services, Contract No. 2020077 for a schedule of rates based contract with an estimated annual contract value of \$550,000 and an estimated total contract value of \$2,750,000 inclusive of all available extension options;*
- 2. Authorises the Chief Executive Officer or her delegate to execute the contract agreement subject to a satisfactory Financial Viability check;*
- 3. Notes that the contract will commence on 1 March 2020 for an initial term of three years and the contract has two separate extension options of one year each; and*
- 4. Authorises the Chief Executive Officer to approve extension options subject to satisfactory performance.*

*(*Please note that all dollar figures are GST Inclusive unless stated otherwise).*

INTRODUCTION

Council has conducted a tender for the Provision of Pavement and Line Marking Services.

BACKGROUND

The City of Monash was appointed as the lead Council, acting as Agent on behalf of the following councils, for a collaborative tender process for the Provision of Pavement and Line Marking Services:

- Banyule City Council
- Boroondara City Council
- Knox City Council
- Nillumbik Shire Council
- Manningham City Council
- Whitehorse City Council and
- Yarra Ranges Shire Council.

Although Monash City Council conducted the collaborative tender for the services, each participating Council conducted its own evaluation process and strategic discussions.

The process involved joint sharing of information to review options and to consider discounts and other collaboration benefits.

NOTIFICATION

A public notice was placed in The Age newspaper on 26/10/2019 and the tender closed on 20/11/2019.

TENDERS RECEIVED

Six (6) tender submissions were received by the appointed closing time.

The tenders received are listed below:

- *Image Linemarking Pty Ltd (Image)*
- *OmniGrip Direct Pty Ltd (Omnigrip)*
- *Ozmarks Group Pty Ltd (Ozmarks)*
- *Roadside Services and Solutions Pty Ltd (Roadside Services)*
- *RoadMaster Line Marking Pty Ltd (Roadmaster)*
- *Roadlinez Pty Ltd (Roadlinez).*

Tender Conformance:

As this is a collaborative tender, Image Linemarking Pty Ltd advised that their tender did not provide for supplying line marking services to Monash City Council.

The remaining submissions were assessed for their compliance with the tender conditions including the contractual terms and conditions and the requirements of the response schedules.

OmniGrip's submission was considered non-conforming through provided pricing for their product range which was limited and did not provide the pavement and line marking services required by Monash City Council.

The balance of tender submissions were deemed conforming.

TENDER EVALUATION

All members of the evaluation panel signed Conflict of Interest and Confidentiality forms and no conflicts were raised.

The tenderers were assessed in accordance with the evaluation criteria published in the tender documentation:

| Pass/Fail Assessment Criteria | Score |
|--------------------------------------|------------------|
| Quality Systems | <i>Pass/Fail</i> |
| OHS | <i>Pass/Fail</i> |
| Mandatory Insurances | <i>Pass/Fail</i> |

| KEY SELECTION CRITERIA | | CRITERIA WEIGHTINGS | SUB WEIGHTINGS | SUB CRITERIA/RETURNABLE SCHEDULES LINK |
|------------------------|----------------------------|---------------------|----------------|---|
| 40% NON-PRICE CRITERIA | Capacity and Capability | 25% | 8% | Experience |
| | | | 5% | Resources |
| | | | 5% | Risk Management |
| | | | 3% | Legal Compliance |
| | | | 2% | Performance and Innovation |
| | | | 2% | Customer Service and Transition Initiatives |
| | Sustainability (Mandatory) | 15% | 5% | Environmental Sustainability |
| | | | 5% | Local Sustainability |
| | | | 5% | Social Sustainability |
| PRICE (60%) | Price* | 60% | 60% | Comparison of Whole of Life Cost or Total Project Cost or Estimated Annual Cost |

*Minimum 60% price weighting required unless Council approves otherwise. As previously indicated, given that the contract is a Schedule of Rates contract, an estimate was developed using the predominant services Council uses.

DISCUSSION

The final evaluation ranking (including the price and non-price evaluation criteria) had Roadside Service and Solutions Pty Ltd ranked highest and as such, the evaluation panel recommends Roadside Service and Solutions Pty Ltd as representing the best value outcome for Council.

FINANCIAL IMPLICATIONS

This contract is a Schedule of Rates contract and will deliver both programmed maintenance and new pavement marking works.

As part of the Annual Budget process, Council approves an Operational Budget allocation (\$319,000 GST Incl. in 2019/20) for programmed pavement marking work. This budget is used to fund re-marking of existing pavement markings to maintain a level of service in accordance with the intervention levels required in Council's Road Management Plan. Examples include remarking: statcon linemarking; school crossings; centre lines; chevron hazard markings; carparks; shared pathways; traffic management installations; etc.

New pavement marking works are also identified for installation to improve the safety of those travelling within the Monash municipality and to improve operation of roadways and car parks. Examples include: reinforcing no stopping areas; encroachment onto or

too close to vehicle crossings; new pedestrian crossings; changes to dedicated parking arrangement; any linemarking associated requests issued by Council's Engineering – Traffic Unit; etc.

Repainting of pavement markings following road resurfacing works is also delivered through this contract. These works are funded through the Capital Works budget allocation for the Local Road Resurfacing Program.

The future spend for this contract will be managed within the approved budgets.

For this contract, tenderers have provided percentage discounts based upon the number of Council's that appoint them. The percentage discount to be applied to the Schedule of Rates will not be known until all Councils have determined their linemarking service provider.

A financial check will be conducted on the recommended contractor in accordance with Council's Procurement Policy (Financial Viability) as the contract value exceeds \$1,000,000 over the life of the contract.

CONCLUSION

That Council approves the recommendations contained within this report.