

MERTON COUNCIL

Joint procurement project delivers best value for money to local schools



CHALLENGE

The London Borough of Merton procures cleaning services for 30 school buildings in the region. Getting the right provider is not only critical to its performance, but essential to protect the health and well-being of staff, pupils and other building users.

“To ensure the best quality for our schools we review our contracts every three years. But this year staff resource issues risked us not meeting the deadline. After a review of competitors, we engaged i-Clean to support our process.”

Murray Davies, Contracts & Procurement Manager Children, Schools & Families, London Borough of Merton.

SOLUTION

Initially, i-Clean consultants undertook site visits to local schools to evaluate the current provision.

In partnership, i-Clean worked with the London Borough of Merton’s procurement team to develop a new OJEU compliant specification, which was rolled-out as a blueprint for all schools. i-Clean subsequently supported the development of detail within the ITT to include a revised pricing schedule and enhanced methodology criteria for assessing and qualifying bids for tender.

Both teams worked in close conjunction to tight pre-set timeframes and within Council procedures and systems through to tender appointment.

RESULT

“The project was completed successfully and delivered on time, which is always a challenge when working with a Council as there are often tight timescales due to competing pressures and deadlines.

One of the largest areas of support was with the pre-qualification, shortlisting, sending and chasing references and the final analysis, which are very time consuming but critical tasks.

We have a revised specification for our schools and a more detailed methodology criteria for future tenders. Ultimately, we were able to select the best quality provider for our schools and made a modest but pleasing saving in the process too.”

ABOUT THE LONDON BOROUGH MERTON

Formed in 1965, the London Borough of Merton is an outer London borough to the south-west of the capital. It has a population of 200,000 residents living in 80,000 households, served by 7,500 businesses, and an area of approximately 14.7 square miles.

Merton is also home to the world-famous All England Lawn Tennis Club, where the Wimbledon Championships take place every year.

ABOUT i-CLEAN

i-Clean provide independent best practice benchmarking of cleaning and waste services to organisations in all sectors, helping clients improve standards, reduce costs and ensure best value for money.

i-Clean has demonstrable experience in the private, public and voluntary sector having worked with blue chip organisations through to local authorities, museums and landmark attractions.

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