



(PA23) SF027 – Issue 10 Apr 2026



Protecting Our Communities

OPCC Report for Decision PCC 2026-P-028

Gateway C Commercial Outcome Report & OPCC Decision Report **PART 1** **Official Award Decision**

Vehicle Conversions FL26007

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Date Submitted: 24/08/2026

Contract Award (and COR) Sign-Off Sheet



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It is the responsibility of the Procurement Department to complete and present this paper to the CGB (this may be by a virtual process) By approving this document, the Commercial Governance Board confirms acceptance of the detail contained within this document, approval to proceed with contract award, implementation and realisation of the benefits.

In the case of a Procurement which results in a new contract (or extension) the document replaces the previous award paper and has a section for the relevant sign-offs below.

The Commercial Outcome Report (COR) is the approval to award a contract, following completion of the procurement process. It confirms that the process has been conducted in line with the recommendations approved in the CLD and procurement rules, that the original need is still justified and that the recommended supplier offers value for money within the agreed budget (or that any variance is accepted). At this point, the requirements and specification cannot be altered. **The COR serves to confirm acceptance (or rejection) of the procurement outcome as defined, rather than to revisit or change the agreed approach.**

PART 1 – FOR PUBLICATION ON TVP / PCC INTERNET SITE

Public access to information

The information in this COR is subject to the Freedom of Information Act 2000 (FOIA) and other legislation. Part 1 of this form will be made available on the website within 1 working day of approval. Any facts and advice that should not be automatically available on request should not be included in Part 1 but instead on a separate Part 2 form. Deferment of publication is only applicable where release before that date would compromise the implementation of the decision being approved.



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Executive Summary and Recommendations

1.1 BACKGROUND

1.1.1 Current / Baseline / Budgeted Spend

There is no specific budget code for Vehicle Conversions and Chiltern Transport Consortium (CTC) apply the relevant revenue or capital code depending on the use and requirement of the conversion.

Revenue Codes:

4370 R+M

3125 Operational Equipment

4376 External Vehicle R&M Costs

4421 Vehicle Replacement Purchase

Capital Codes:

DA000/RQY/510

DA007/RQY/510

DA000/RQY/520

1.1.2 Summary of requirement and process:

A full vehicle conversion category review was undertaken based on the value of disaggregated spend falling outside of any formal tendered contract. This is the initial stage of a wider programme of procurement projects in response to the formal Audit review.

There are a number of current processes for CTC to commission vehicle conversions, dependant on the vehicle manufacturer of the base vehicle being procured. They can include:

Turnkey:

The vehicle manufacturer has established an appointed vehicle convertor to directly carry out required conversion, which is approved by the manufacturer – this is usually for volume “police” vehicles. CTC places an order for the full vehicle and conversion at costs agreed, and the manufacturer directly manages the entire supply chain until completed vehicle is delivered. It is assumed that this method offers the best value for money due to the volumes involved. Additional benefits include improved warranty claims processing, reduced invoicing and PO admin, reduction in number of supplier contract management requirements and streamlined communication throughout vehicle build and conversion process.

One-Stop-Shop:

The vehicle manufacturer has established a select list of convertors to carry out vehicle conversion. CTC selects from the list of convertors and agrees the specification with them for the agreed conversion work. CTC then places an order for the full vehicle and conversion at costs given by the convertor, which is then added to the manufacturers order. The manufacturer picks up management of the conversion for an additional fee, and liaises between CTC and the convertor, managing the supply chain until completed vehicle is delivered. CTC considers this approach to offer good value for money by reducing administrative requirements throughout the vehicle conversion process, whilst recognising that a service administration fee applies.

All Other Conversions

These have been undertaken by a number of vehicle convertors. Each requirement has been processed when the requirement is known, and the prices paid have not been subject to a full tender exercise. Based on agreed specification and volume, it is envisaged that the tender will deliver efficiencies and savings against this area.



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BLC have established a Vehicle Conversion Framework. This procurement has utilised the BLC framework, and a formal contract based on competition of standardised specifications will result in a more efficient process including a standardised approach and planned programme of works to assist with demand management. The contract will provide an agreed schedule of rates and a more streamline “lean” process where the base vehicle will be delivered directly to the nominated converter from the vehicle manufacturer. Once the order acknowledgement has been received by CTC, responsibility for the order management of the vehicle will pass to the converter who will take over as the main point of contact. This will enable the converter to receive vehicle delivery updates directly from the OEM and mean they can programme their build schedules more accurately.

The intention is to split the allocation of all available work between the 2 top-scoring suppliers’ dependant on their capacity and timelines. This is to ensure that there is sufficient resilience to ensure the conversions can be completed within the expected lead time which is critical to maintain the operational fleet and reduce vehicle off-road time.

The split of work will be between the top 2 scoring suppliers as below:

Supplier A – 60% of volume

Supplier B – 40% of volume

Deliverables for the TVP led call-off contract have been agreed as:

- 45% Price
- 45% Deliverables
- 10% Social Value

The requirement was split into the following Lot structure for each vehicle type:

Lot Number	Lot Description
Lot 1	Standard Response Marked and Unmarked Vehicle
Lot 2	Advanced Marked and Unmarked Vehicle
Lot 3	Armed Response Marked and Unmarked Vehicle
Lot 4	Dog Response Marked and Unmarked Vehicle
Lot 5	Public Order Vehicle
Lot 6	Speed Camera Vehicle
Lot 7	Cell Van

Bids were received from 17 Suppliers. The interest in this opportunity was strong.

The selected stakeholders from Procurement and CTC evaluated the 17 bid responses conducting the technical evaluation, assessing and scoring bids received against the agreed evaluation criteria.

Due to the varying initial scores, a documented moderation process was followed to ensure that a consistent methodology could be evidenced, and that all stakeholders agreed on a final score for each tender submission.

The technical assessment and moderation was undertaken without CTC visibility of bidders’ pricing submissions. These were assessed separately by Procurement who evaluated the various Pricing Schedules.

Clarifications were required from all bidders on elements of their submitted responses in respect of the Pricing Schedules. Whilst this clarification was sought, no bidder was permitted to alter or amend their pricing or allocation of hours per activity to ensure that re-bids were not permitted. The clarifications sought validation of original bids previously submitted before the original tender deadline expired.



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In line with the published process, the top-scoring 2 suppliers were identified as the Most Advantageous Tenders using the predetermined evaluation criteria for both cost and deliverables.

1.1.3 Regulation 84 form has been completed and is at Appendix A (Note that by default a regulation 84 form should be completed in all circumstances). This is a record of the exercise required to be kept by the Cabinet Office.

1.1.4 Contract Terms and Conditions: The suppliers meet all the requirements of the contract terms and conditions and specification and offer the Most Advantageous Solution, as assessed through the evaluation process.

1.1.5 Legal Implications: The legal route to market for this requirement was via a formal Call-Off Tender. The process undertaken using the In-Tend electronic e-tendering system, publishing the opportunity on the Find a Tender Service (FTS), is fully compliant with current Public Procurement Regulations and fully meets the criteria of Chief Constable's Financial Instructions.

1.1.6 Equality and Diversity: All bidders have responded positively to the mandatory section confirming that their policies as employers comply with all Equality related legislation, and it is their policy not to treat any one group of people less favourably than others because of their age, disability, gender, race, religion/belief or sexual orientation.

1.1.7 Social Value: An element of social value was included as part of the weighted score at 10%. The successful suppliers will work with the Force as part of the contract award. A full overview detailing the Social Value initiatives being realised, including sustainability benefits will be submitted in Part 2 of this document.

1.1.8 Realisation Implementation Plan: Contract Implementation will commence with immediate engagement with the awarded Suppliers as there are immediate urgent requirements for vehicle conversions. Mobilisation will include CTC stakeholders with Procurement leading the process. The order process for stakeholders, development of the MI data capture and invoicing process will be agreed and documented.

1.1.9 SF007 Procurement Checklist is up to date and will be finalised and stored upon award contract award ☒

1.1.10 Contract Management Review: Tier 1 ☒ or Tier 2 ☐ or Tier 3 ☐

The tiering of contracts will be determined using the contract impact assessment process as described in SF056 Contract Tiering Tool.

1.1.11 The procurement process has followed all relevant legislation and complies with the objectives of: Transparency; Delivering value for Money, Maximising Public Benefit, and Acting with integrity and all relevant applicable legislation and regulations ☒

1.1.12 There is a confidential Part 2 form is for internal use and is not for publication into the public domain due to the sensitive/commercial nature of the information.

1.1.13 The known risk(s) have been clearly identified and mitigated against before contract award. ☒

The known risk identified was that a formal tender process had not been undertaken for what is a significant amount of expenditure. This exercise goes to address concerns raised in the recent Audit report and can now demonstrate transparency and value for money.

1.1.14 Briefly indicate the process undertaken to mitigate against the known risk(s).
This risk has been mitigated by running a formal competitive process.



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1.1.15 Attachments

To be amended for PART 2

Please include the following attachments as additional supporting information:

Details of specific Lot Structure:

Lot Number	Price Scenario	Requirement	Estimated Annual Qty	Estimated Annual Qty	Estimated Annual Qty	TOTAL
			Year 1	Year 2	Year 3	
Lot 1a	Price Scenario 1a	Standard Response Marked Vehicle	6	6	6	18
Lot 1a	Price Scenario 2a	Standard Response Unmarked Vehicle	12	12	12	36
Lot 1b*	Price Scenario 1b	Standard Response Marked Vehicle	59	59	59	177
Lot 1b*	Price Scenario 2b	Standard Response Unmarked Vehicle	6	6	6	18
Lot 2	Price Scenario 3	Advanced Marked Vehicle	12	12	12	36
Lot 2	Price Scenario 4	Advanced Unmarked Vehicle	6	6	6	18
Lot 3	Price Scenario 5	Armed Response Marked Vehicle	8	8	8	24
Lot 3	Price Scenario 6	Armed Response Unmarked Vehicle	3	3	3	9
Lot 4	Price Scenario 7	Dog Response Marked Vehicle	11	11	11	33
Lot 4	Price Scenario 8	Dog Response Unmarked Vehicle	3	3	3	9
Lot 5	Price Scenario 9	Public Order Vehicle	3	3	3	9
Lot 6	Price Scenario 10	Speed Camera Vehicle	3	3	3	9
Lot 7*	Price Scenario 11	Cell Van	53	53	53	159

1.1.16 FINANCIAL IMPLICATIONS - Finance



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The purpose of this tender was to ensure contracted providers were secured to provide services against a clear specification and deliver this within prescribed lead times. There are some questions regarding the conversion costs for some of the more complicated vehicles for explained Armed Response in comparison to General Purpose Vehicles. Budgets have been based on higher values for the more complicated vehicles so should be little risk for 26/27 and 27/28.

Is the value of the contract within budget YES (if No can it be covered in another department budget)? YES/NO*

Comment

ICT IMPLICATIONS

To be completed by the ICT lead this is to include comments about the recommended contract award ICT implications and any risks associated that may lead to additional spend requirements.

There are no ICT requirements for this project.

1.2 RECOMMENDATION

1.2.1 The Police and Crime Commissioner / Chief Constable of Thames Valley Police (Chief Finance Officer and Director of Finance) are invited to agree the award of contract in respect of the above to:

Lot Number and Description * Turnkey Lots	Supplier 1 (60% allocated)	Supplier 2 (40% allocated)
LOT 1a Standard Response Marked and Unmarked Vehicle	Safeguard	Pressfab Evo
LOT 1b* Standard Response Marked and Unmarked Vehicle	Safeguard	Pressfab Evo
LOT 2 Advance Marked and Unmarked Vehicle	Safeguard	Intomove
LOT 3 Armed Response Marked and Unmarked Vehicle	Safeguard	Pressfab Evo
LOT 4 Dog Response Marked and Unmarked Vehicle	Safeguard	Wilker
LOT 5 Public Order Vehicle	Safeguard	Wilker
LOT 6 Speed Camera Vehicle	Safeguard	Richell VC
LOT 7* Cell Van	Safeguard	Pressfab Evo

*Turnkey Lots will be further interrogated to ascertain whether they offer better value for money than the current Turnkey arrangements with vehicle manufacturers. This will be addressed in Part 2 of this paper.

The above contract is for an initial term of 24 months duration, with 1 extension option of 12 months.

Based on tender submissions received the total value of this contract is estimated at £6,662,277.52 over the full project period (including extension options) whilst the advertised range was published at £7,000,000.00 to allow flexibility. The total tendered value is made up of £4,441,518.34 for the initial term and £2,220,759.17 for the extension period.

Process and COR approval

Role	Name/Job Title/or Shoulder No.	Signature and Sign-Off Date
Project Sponsor (Stakeholder)	Thomas Williams, Head of CTC Fleet	C2081 25/08/26



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Approving the proposal as meeting the requirements		
Procurement Business Partner Approving the award as meeting the commercial and regulatory requirements of the force	Allyson Hughes, Procurement Business Partner	
Procurement Lead Confirming the process as meeting the objectives and regulatory requirements set	Anne Canning, - Procurement Manager Lorraine Wastie - Assistant Procurement Manager	C0268 24/08/26 C5455 25/08/26
TVP Finance Confirming that they have approved the budgetary and financial implications of this proposal	Claire Hackett, Finance Business Partner	C3528 27/08/2026
Legal (If applicable) Confirming their review of any legal implications of this proposal	Not Applicable	

Approval Role	Name or Shoulder Number	Job Title	Signature and Sign-Off Date
Approver / Supporter approving contract award up to a value of £200,000 and supporting values above £200,000	Richard Fowles	Head of Procurement	24/08/26
Approver / Supporter: approving contract award up to a value of £1,000,000 and supporting values above £1,000,000	Linda Waters	Director of Finance	
Consulted / Approver: Consulted on contract award values of £200,000 up to £1,000,000 Approval on contract award values above £1,000,000	Martin Thornley	OPCC - Chief Finance Officer	2/9/26
Approver: Approval on contract award values above £1,000,000	Martin Thornley	OPCC – Deputy Chief Executive covering for absence of Gillian Ormston	2/9/26
Final Approver: Approval on contract award values above £1,000,000	Matthew Barber	Police & Crime Commissioner	4/9/26
Contract Summary and Information for BLPD			
Proposed Supplier (s)	Safeguard Pressfab Evo Intomove Wilker Richell VC		
Planned Contract Start Date	1 ST September 2026		
Contract Duration – Initial Term (<i>months</i>)	24 months		
Contract Extensions Available (<i>months</i>)	1 extension option of 12 months		
Contract Value <i>Initial Period (months)</i>	£4,441,518.34		



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Contract Value Extension per extensions periods	£2,220,759.17
Total Contract Value including all extensions	£6,662,277.52
Collaborative Purchase Information (who are we buying with and what is there proportion of spend).	The contract is issued by TVP for use by all members of the Chiltern Transport Consortium.