

7.4.4 2024118 PAVEMENT AND LINEMARKING SERVICES

(2024118)

Responsible Manager:	Andrew Andonopoulos, Manager Capital Works
Responsible Director:	Jarrod Doake, Director City Services

RECOMMENDATION

That Council

- 1. Awards the tenders from Image Linemarking Pty Ltd, Mainliner Pty Ltd and Rapid Linemarking Pty Ltd for Pavement and Line Marking Services, Contract No. 2024118 for a schedule of rates based contract with an estimated contract value of \$1,200,000 for the initial term and an estimated total contract value of \$6,600,000 inclusive of all available extension options.**
- 2. Authorises the Chief Executive Officer or their delegate to execute the contract agreement.**
- 3. Notes that the contract will commence on 1 April 2025, with an initial term of one (1) year and the contract has Two (2) extension options of Two (2) years each and authorises the Chief Executive Officer to approve extension options subject to satisfactory performance and**
- 4. Notes that the estimated schedule of rates contract values stated above are based on anticipated spend, inflation and volume growth (please refer to Financial section for more information).**

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

INTRODUCTION

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

As part of its planning process for this tender, Council Officers considered its procurement options, including whether to go to market itself, participate in regional or sector collaboration or to access established contracts via other compliant Procurement agreements.

Council has previously utilised a standalone and more recently a collaborative procurement option for this service. Officers have compared both options and assessed that the standalone procurement and panel contract is best placed to deliver pavement and line marking services.

This methodology focuses and incentivises the Monash appointed contractors to prioritise and deliver a higher level of service that meets Council's required response times and quality, without compromising and competing with works issued by other Councils participating in the collaborative tender. This ensures council's maintenance

BACKGROUND

Council is seeking to appoint a panel of contractors to undertake activities associated with the supply of pavement marking and associated services. It includes the removal and replacement of

pavement marking and installation of new pavement marking, together with miscellaneous ancillary works on various roads, car parks and other locations within the City of Monash.

Council previously engaged Roadside Services and Solutions Pty Ltd to deliver pavement and linemarking services for Monash. These services were procured through a collaborative tender process with 7 other municipal Councils which resulted in a sole contractor being appointed across all participating Councils.

NOTIFICATION

A public notice was placed in The Age newspaper on 30 November 2024 and the tender closed on 29 January 2025.

TENDERS RECEIVED

Tender submissions were received from the following six suppliers by the appointed closing time.

No.	Tenderer
1	Image Linemarking Pty Ltd
2	Mainliner Pty Ltd
3	Rapid Linemarking Pty Ltd
4	MMP Projects
5	Prestige Paving Pty Ltd
6	Roadlinez Pty Ltd

TENDER CONFORMANCE

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

Three (3) submission was deemed non-conforming, and this submission was not evaluated further.

PRE-TENDER PROCESS

Two separate pre-tender supplier briefings were undertaken to provide Tenderers an opportunity for clarification on 17 and 19 December 2024 with prospective tenderers able to attend either session. These briefing were mandatory as they included:

- Clarity and understanding: Ensuring tenderers have a comprehensive understanding of contract scope, constraints including standard work hours, reporting requirements, responsiveness & customer service.

- Risk Management and OH&S: Ensuring that contractors are aware of compliance obligations under the current traffic management code of practice and Council’s expectations for traffic and pedestrian management.
- Legal requirements: Highlighted Council’s Legal obligations and timeframes for completion of work subject to Council’s Road Management Plan.

The pre-tender briefings provided an opportunity for tenderers to seek any clarifications, ensuring that tender submission are well-informed about Council’s expectations and requirements.

TENDER EVALUATION

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

The shortlisted tenders were assessed in accordance with the following criteria as per the tender documentation.

Pass/Fail Assessment Criteria	Score
Quality Systems	Pass/Fail
Certified OHS System	Pass/Fail
Mandatory Insurances	Pass/Fail
Attendance at Mandatory Pre-Tender Meeting	Pass/Fail

Table 2	Key Selection Criteria	Criteria Weightings
Qualitative Criteria	Capacity and Capability	30%
	Sustainability (Mandatory)	20%
Quantitative Criteria	Price (Mandatory)	50%

DISCUSSION

All conforming tender submissions were assessed by the Tender Evaluation Panel (TEP) against the tender evaluation criteria (price and non-price evaluation criteria) including relevant capacity & capabilities, sustainability and price.

The TEP evaluated the pricing component for the conforming tenderers based on a typical annual program & volume of works delivered under the contract. Council Officers also estimated likely future workloads for these services based upon the Long-Term Capital Works Program and Council’s Long Term Financial Plan and determined that a panel of three contractors would be required for this service.

The three conforming tenders were evaluated against the selection criteria and all three were shortlisted to proceed to interviews and reference checks. Interviews were conducted to confirm the TEP's assessment of tenderer's capacity to deliver the work safely, to the specified quality and service level.

The interview questions related to the following areas:

- Experience
- Comply with specified delivery timeframes
- Resourcing, capability and capacity to deliver
- OH&S and reporting compliance
- Any further clarifications

Site inspections were conducted by Council officers on the tenderer's completed work to confirm quality of work. All three tenderer's work was assessed to be of a good to high standard. Reference checks further confirmed that all three tenderers demonstrated a collaborative and responsive working relationship with Council Officers and timeliness in completing work. Tenderers demonstrated experience working in high pedestrian areas, local and collector roads and were capable of implementing traffic and pedestrian management on all work sites that comply with the traffic management code of practice and in accordance with the Department of Transport and Planning accreditation scheme.

An independent financial assessment was conducted on the preferred tenderers by Corporate Scorecard as follows:

Image Linemarking Pty Ltd with an overall rating of strong.

Mainliner Pty Ltd with an overall rating of sound.

Rapid Linemarking Pty Ltd with an overall rating of sound.

Based on the review of information supplied by Corporate Scorecard and recommendation received from Council's Financial Business Partner, all three shortlisted contractors were deemed satisfactory for this contract.

As such, the evaluation panel recommends that Image Linemarking Pty Ltd, Mainliner Pty Ltd & Rapid Linemarking Pty Ltd represent the best value outcome for Council and that they are awarded this tender.

FINANCIAL IMPLICATIONS

The pavement marking renewal/maintenance component of the contract comprises 70% of the contract value with the remaining 30% of the program funded through capital works projects. These services are funded from projects within Council's adopted Capital Works program and through Operational budgets.

Contract Term	Year/s	Estimated Contract Value (incl GST)*
Initial Term	1 Year	\$1,200,000

<i>Initial Term Sub Total</i>		<i>\$1,200,000</i>
First Extension Option	2 Years	\$2,600,000
Second Extension Option	2 Years	\$2,800,000
<i>Total Estimated Contract Value</i>		<i>\$6,600,000</i>

*Please note that the estimated values above are based on anticipated spend, inflation and volume growth.

SUSTAINABILITY OUTCOMES

As part of Council’s commitment to sustainability, all contractors recommended for this panel have been evaluated and demonstrated evidence of business commitments to environmental, local, and social sustainability practices.

All contractors have committed to sourcing local materials and resources where feasible and are also commitment to providing opportunities to support young and disadvantaged communities as part of this contract.

CONCLUSION

That Council approves the recommendations contained within this report.

ATTACHMENT LIST

Nil