**RM6096 Vehicle Lease and Fleet Management framework Industry Day**

**24th July 2018**

**Q&A**

1. Will CCS be sharing the slides from the Industry Day?

Yes, they will be available on the Procurement Pipeline website page which can be found [here](https://ccs-agreements.cabinetoffice.gov.uk/node/7347).

1. What will the timescales for the procurement be?

We are currently aiming to issue the OJEU in October 2018 and award in February 2019. We would advise suppliers to ensure that the relevant stakeholders within their organisations check the Procurement Pipeline website page which can be found [here](https://ccs-agreements.cabinetoffice.gov.uk/node/7347). We would also encourage suppliers to sign up to the Bravo eSourcing portal which can be found at <https://crowncommercialservice.bravosolution.co.uk/web/login.html>. It is essential that suppliers register for the event once the tender is issued in order to have full access to the clarification process and any updates.

1. Are CCS considering altering the Lotting Structure?

There are a number of proposals that we would like feedback from suppliers on. Further consultation documentation will be issued from the RM6096 mailbox and uploaded onto the Procurement Pipeline website page.

1. Can CCS support Customers to better understand how to apply the Commercial Terms?

CCS acknowledges that improved customer guidance would be beneficial and are currently working on developing this.

1. Lot 1 and Lot 3 have very different requirements and customers seem to be unsure about the differences between leasing and fleet management. Have CCS thought about making this clearer for customers?

We will be consulting on this with suppliers over the coming period in order to clarify the differences between the two Lots and provide the necessary guidance for customers.

1. Will it be mandatory for Lot 1 suppliers to offer fleet management too?

No, not everyone would have to offer this.

1. Will there be guidance for Customers on what a further competition should look like? Often tenders that are issued are asking for the same as the Framework and are onerous for low volumes.

We are developing customer guidance which will signpost customers towards the best buying behaviour in relation to their requirement. However, CCS cannot mandate this and some customers may be bound by their own internal governance requirements.

1. Will there be a decision tree for a logical follow through for customers?

We think this would be useful and will look at developing this as part of the customer guidance documentation.

1. Will CCS review how the management fee is applied and move to a “fee on purchase price” approach? This would enable suppliers to account for the management fee as a one off payment at the start of the lease.

CCS will review this as part of the pre-tender process.

1. What does the Management Charge apply to?

The Management Charge applies to the lease rental charges and fleet management fees. Third party charges and pass through costs need to be detailed in the MI returns so that we have full transparency of the spend, but the charge will not be applied to these elements.

1. We see a lot of customers undertaking further competitions. Do CCS monitor tenders that go out under the Framework?

CCS may be aware of a further competition if the customer is utilising the CCS eSourcing tool. However, if the competition takes place on another platform then this would not be visible to us. Customers are free to undertake further competitions in whatever format they wish. However, the customer guidance that is being developed is aimed at helping customers make the best choices in their procurement activity and it is hoped that this will benefit suppliers in responding to calls for competition.

1. Will CCS change the payment terms to 90 days?

The current payment terms reflect government standards. If particular issues are being experienced with regards to payments, please send further details to [rm6096@crowncommercial.gov.uk](mailto:rm6096@crowncommercial.gov.uk)

1. Can CCS review the Call Off documentation and make it more simplified?

We would welcome suggestions and ask suppliers to submit examples of what they would consider to be good practice to [rm6096@crowncommercial.gov.uk](mailto:rm6096@crowncommercial.gov.uk) for us to review.

1. How will the new Public Sector Core Terms work with the Master Hire Agreement?

We will be undertaking consultation on the Core Terms with suppliers in order to ensure that any amendments are reviewed and actioned prior to OJEU. We are also currently reviewing how the Master Hire Agreement will fit together with the Core Terms.

1. How would more flexible options work within the framework?

We need to understand more about the customer journey and how the commercially available products align with CCS frameworks. We will be consulting with suppliers fully during the upcoming period.

1. Will overseas provision be part of the new framework?

Following consultation with suppliers at the Industry Day, CCS have determined that overseas provision will not be incorporated into the new framework.

1. Are lease providers prevented from providing customers with vehicles from a manufacturer that is not on the RM1070 Vehicle Purchase framework and therefore not on the Fleet Portal?

No. Lease providers can quote for manufacturers who are not on RM1070.

1. Will CCS be reviewing excess mileage charges at Framework level?

Yes. All standard charges will be reviewed, including Early Termination, Excess Mileage rates for petrol and diesel and the potential to introduce rates for electric and hybrid vehicles as part of the pre-tender process.

1. Will the proposed procurement timescales be affected if a General Election is called in October?

It is not anticipated that a General Election or purdah will impact on the procurement. We will advise suppliers if there are any changes to this.

1. Is the sub-letting of vehicles permissible by customers under the Framework?

CCS are aware that some customers do sub-let vehicles. We will review this practice in order to ensure that the framework and supporting documentation is clear on what practices are allowed under the terms.

1. Will Car Share continue to sit under the Vehicle Hire framework?

The Fleet and Travel category teams are working closely together to ensure that the provision for Car Share aligns with the framework best suited to the customer journey. We will continue to engage with customers and suppliers on both frameworks during the upcoming period in order to inform our decision making.