**RM6244: PSSV Industry Day Questions**

1. **Will a copy of the presentation be shared after the event?**
Yes, a copy of the presentation will be sent to all attendees w/c 27/09/21 and published on the CCS Vehicle Purchase Pipeline page <https://www.crowncommercial.gov.uk/agreements/RM6244>
2. **Can you qualify, are you suggesting that the terms from OEM's are offered to all Lease Co's irrespective of the Lease Co being an approved CCS supplier?**The current and future position under the CCS vehicle purchase agreements is that support terms are offered to only lease providers on the CCS vehicle lease agreement.
3. **Can direct awards be placed for all lots? Or will certain lots be required to always run further competitions?**While the nature of some requirements may make a further competition process more suitable CCS intends to make direct award an option for customers of all lots and support this with customer guidance.
4. **We are an Electric motorbike company that is wanting to become a supplier. I have set our business up on the E Sourcing tool but would welcome some assistance in moving forward to launch our business with CCS.**CCS welcomes your interest in this procurement. Please continue to monitor the websites for notifications regarding the procurement exercise for RM6244. <https://www.find-tender.service.gov.uk/Search> <https://www.contractsfinder.service.gov.uk/Search>
<https://www.crowncommercial.gov.uk/agreements/RM6244>

As a new supplier it may be useful to look at the following site which also includes a link to guidance on becoming a supplier to CCS: <https://www.crowncommercial.gov.uk/buy-and-supply/why-sell-through-ccs/>
5. **As a convertor we were able to pass on our OEM terms to customers via RM3814. Will we be able to do this through the new lots? There will be a substantial increase in costs for customers if not.**CCS is aware that the support terms offered by OEM’s under the current vehicle purchase framework agreement (RM6060) were not always passed on to converters and that mandating and monitoring such an approach is problematic. Our current intention is to encourage OEM’s to make the support terms available to converters appointed to the RM6244 framework, where there is a public sector beneficiary but not to make it a legally enforceable term of the agreement. We welcome feedback from OEM’s and vehicle converters on this issue.
6. **Can we request that any amendments to that which is already agreed within RM6060 are clearly defined in a document as part of the consultation, so that we can more easily highlight differences from the current RM6060 we are already signed up to to our Legal Departments please?**CCS will endeavour to highlight any differences between the documentation used for the current vehicle purchase agreement and that proposed for RM6244.
7. **Do CCS envisage significant contractual clause changes from the current legal agreement? If so can these be tracked against the current contract as part of the PIN to speed up supplier responses?**CCS do not envisage any significant contractual changes from the documentation used for RM6060. Changes are more likely to result from terms being updated to reflect changes since the current agreement was awarded e.g. removal of references to the EU due to Brexit.
8. **Apologies, (completely new to all this!)  to confirm the next steps are: consultation now till end of 2021 & bid closing in March 2022 awards end of 2022**
CCS intends to issue the draft contract terms and the specification during Nov/Dec 2021 for consultation.

CCS will publish a further contract notice to notify the market when the procurement process commences and the procurement documentation becomes available in Feb/Mar 2022 via the following sites
<https://www.find-tender.service.gov.uk/Search> <https://www.contractsfinder.service.gov.uk/Search>
updates will be published on the CCS website <https://www.crowncommercial.gov.uk/agreements/RM6244>

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9. **PPN 6/21 published in June stated the need for a Carbon reduction Plan to be in place as a pre-requisite for bidding for govt contracts in excess of £5million per year. Our understanding is that this requirement is effective from the start of any new framework - which is December 2022. Is this correct - therefore Dec 2022 being the deadline for submission of the Carbon Reduction Plan?**PPN 6/21 states “In-Scope Organisations must apply the provisions of this PPN to relevant procurements advertised on or after 30 September 2021.” and so CCS will incorporate this new policy into the procurement exercise for RM6244.
10. **I'm also a new supplier looking for assistance. Are we automatically on a distribution list now we have attended this session and will receive email updates or do we need to keep checking the website.**While CCS will retain details on which organisations attended the Industry Day, it is the supplier’s responsibility to monitor websites for further information on the procurement exercise for RM6244. As previously stated CCS will publish a further contract notice to notify the market when the procurement process commences and the procurement documentation becomes available in Feb/Mar 2022:

<https://www.find-tender.service.gov.uk/Search> <https://www.contractsfinder.service.gov.uk/Search>
updates will be published on the CCS website <https://www.crowncommercial.gov.uk/agreements/RM6244>
11. **Who do we contact directly for more info?**

Please send correspondence to rm6244@crowncommercial.gov.uk and access our Vehicle Purchase Pipeline page which will be maintained with the latest info <https://www.crowncommercial.gov.uk/agreements/RM6244>
12. **Is CCS looking to cover the legal and liability issues of converters looking to purchase vehicles from manufacturers within this new agreement.**The precise nature of the legal relationship between OEMs and vehicle converters will be outside the scope of the new framework agreement. Obligations defined in the new agreement will apply equally to both OEMs and converters when supplying vehicles including offering vehicle warranties.

With regard to supplying vehicles to Convertors on RM6244, our current intention is to encourage OEM’s to make the support terms available, where there is a public sector beneficiary but not to make it a legally enforceable term of the agreement. We welcome feedback from OEM’s and vehicle converters on this issue.
13. **Will the filter system be more accessible**?

Filtering systems are only relevant to dynamic purchasing systems. The new framework agreement will incorporate a lotting structure which dispenses with the need for a filtering system.
14. **A more user-friendly CCS Portal would also be welcome please for discount input etc as part of this review**CCS keeps the functionality of the Fleet Portal under constant review and welcomes user feedback on its use, particularly where improvements can be made.
15. **If the frameworks are to be combined - is there to be a requirement on the OEM to provide a turnkey service?**The current vehicle purchase framework agreement already includes the availability of turnkey solutions within the specification. CCS intends to include turnkey solutions within the scope of RM6244.
16. **How do the leasing companies ensure that the CCS discounts are restricted to Public Sector customers? Do they obtain quotes via the portal?**The leasing companies' quotation systems are directly linked into the CCS Fleet Portal enabling customers to obtain live leasing quotations directly from the portal and all the customers on the portal have to be approved by CCS in order for them to have access. The leasing companies are subject to the terms and conditions under the agreement and so are legally obliged to pass on pricing to public sector organisations. They have access to the CCS URN list which details those customers eligible to use CCS frameworks and they also provide monthly MI detailing the customers and the vehicles that they have leased through the framework. CCS are able to cross reference these vehicles against those reported by the OEM’s enabling us to know which vehicles the Lease company has purchased using CCS terms.

OEM’s remain free to seek confirmation from leasing companies about which public sector organisations are seeking to source vehicles prior to order acceptance.
17. **It feels like this could cause confusion if as OEM we offer a base vehicle who would marry up the conversion? or will all bids now request full conversion? It feels like turnkey is what is being asked for now?**

The current vehicle purchase framework agreement already includes the availability of turnkey solutions within the specification. Customers will decide whether they want to place their vehicle order with an OEM and ask them to manage any conversion work or to appoint a converter directly. If an OEM is not capable of providing a full turnkey solution, then they will simply decline to bid for an opportunity.
18. **If turnkey is not mandatory then will OEM's be mandated to sell cars to converters directly?**

No. CCS is not in a position to mandate that OEM’s sell cars to converters. If an OEM is not capable of providing a full turnkey solution, then they will simply decline to bid for an opportunity.
19. **You want OEM’s to share discounts with Lease companies, can we request that Leasing tenders be shared with OEM’s upon release so we can start to work on them immediately rather than with minimal notice when/if we get them shared by the lease company. This will give the best response for the end user and the best value**
CCS is not generally involved in leasing tenders with the process mainly being managed by the individual customer organisation. If this is a problem for OEMs then CCS can highlight this issue with the leasing companies appointed to the CCS vehicle lease agreement.
20. **Please could CCS look to deliver more MI information to OEM's as previously requested for the current framework.**

CCS will issue an up-to-date report on activity under RM6060 to all current suppliers. We will also work with suppliers to develop reports and agree on the frequency these reports will be sent.