The purpose of this Framework Agreement is to provide members with a fully EU compliant route to market. The Framework Agreement was advertised in the OJEU (ref: 2016/S 162-292865)

*Please note that Healthcare Environmental have been removed from the agreement. HES have subsequently been placed into liquidation.

In December 2017 Rentokil Initial entered into an agreement to acquire Cannon Hygiene Ltd. The CMA referred the acquisition for investigation because of the potential impact on competition that the merger would have within the market. The CMA concluded that the merger could result in a substantial lessening of competition on national and multi-regional contracts - which includes the NWUPC framework agreement.

The remedy chosen to mitigate this was a requirement for Rentokil Initial to divest these national and regional customer contracts (and any of Cannon UK's infrastructure required to enable the buyer to be able to replicate the competitive role of Cannon in the marketplace prior to the merger) to a third party buyer.

Citron Hygiene have been approved by the CMA as the buyer of the relevant contracts and the NWUPC agreement has been novated.

Citron Hygiene were given the account information for relevant customers on 1st
October and are in the process of contacting customers and managing the transition.

Much of the physical infrastructure and many of the Cannon personnel have moved over to Citron to ensure a smooth transition.

1st Class Hygiene have been acquired by Citron Hygiene

SCOPE

The agreement covers the following areas:

Disposal Services Feminine Hygiene
Air Freshening Products
Hand Care Services
Vending Machines
Water Management
Clinical/Hazardous Waste Disposal
Matting
First Aid Boxes

Further detail can be found in the Briefing Sheet.

AGREEMENT BENEFITS

1. Delivering an overall saving on a range of products
2. More advantageous pricing based on economies of scale from aggregated spend.
3. Savings can be base lined by comparing prices with the prices you previously paid.
4. A single exercise to establish the overarching agreement and establish the Terms and Conditions of the Framework.
5. Reduced administrative effort and associated cost savings.
6. The development of a longer term relationship with suppliers which is mutually beneficial.
7. You have the ability to call off from the agreement as and when required rather than needing to undertake a full tender process.
8. The Framework allows for the flexibility to determine specific requirements at the call off stage.
9. Framework Agreements support longer term business planning as they span a period of typically four years and allow some stability from market fluctuations.

USING THE FRAMEWORK

Users should in the first instance read through the buyer’s guide to confirm this agreement is suitable for their use. Users are perfectly able to use a direct award (additional details are in the Call-Off Procedure), however, users are advised to use a mini-competition and provide the suppliers with accurate forecasts or previous usage figures to ensure the best value for their specific requirements.

SUPPLIERS

AM Services Group Ltd. T/A Pristine Washrooms, Citron Hygiene, PHS Group Ltd, Rentokil Initial UK t/a Initial Washroom Hygiene,
SUSTAINABILITY

NEXT STEPS

Users should refer to the documents on the HEC website prior to using this framework.