

# Halton Housing, Warrington, creates innovative procurement framework

Halton Housing, a Northwest housing association with over 7,000 homes across Widnes and Runcorn, has created its own fleet procurement framework to improve delivery of its range of housing services. The framework covers nine separate types of vehicles, ranging from small cars to 26 tonne refuse vehicles as well as vehicle telematics and electric charging posts.

Halton Housing [www.haltonhousing.org](http://www.haltonhousing.org) was established in 2005 and prides itself on an innovative approach to providing homes and delivering services which improve people's lives.

Vehicle spend takes up a considerable proportion of most public bodies' budgets. There are two distinct ways to approach vehicle procurement. One, the full tender, is time consuming and complex, while the other, using an already tendered framework, leads to a rebate paid by supplier to framework, which in many cases affects potential discounts the public body could benefit from. There are already several fleet procurement frameworks, so why have Halton Housing procured their own? Halton Housing is not afraid to be different, and by its own admission is 'no ordinary housing association'.

This new, innovative approach to fleet procurement sets the rebate paid at a transparent and affordable £1 per unit for assets up to £20,000; £10 per unit for assets up to £100,000 and £50 rebate per unit for assets up to £0.5 million.

The framework will last for 4 years and is open to other housing associations and contracting authorities around the UK.

**Scott Murray, Director of Homes at Halton Housing commented,** "Vehicle procurement is an expensive and time-consuming part of our budget allocation and we are delighted to have worked with Link Group to instigate our own framework and work with manufacturers that share our vision. It will give us significant budget and resource savings and we hope will do the same for other contracting authorities. At Halton Housing we have a reputation for embedding innovation in the way we deliver services to residents. In establishing a £1 rebate fleet framework that can be used throughout the entire country we hope we can help to genuinely free up resource and increase value for money to reinvest in services to improve people's lives."

Details of the 9 lots and the relevant suppliers are as follows: -

Cars: Renault, Vauxhall, Ford, Mitsubishi, Hyundai, Citroen, Peugeot, Toyota, LEVC and West Way Nissan

Light commercial vehicles: Renault, Vauxhall, Ford, Mitsubishi, Lookers, Citroen, Peugeot, Toyota, LEVC and West Way Nissan

Van conversions: Ford, TGS, Mackworth, Vauxhall, GM Coachworks, TBC Conversions, Sortimo, Stanford Coachworks, West Way Nissan, Lothian Vehicle Bodies

Sweepers: Hako, Scarab, Stock Sweepers, Aebi Schmidt

Medium and heavy commercials: TGS, Lothian Vehicle Bodies

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Medium and heavy commercial vehicle conversions: Dennis Eagle, Faun Zoeller, CP Davidson, Aebi Schmidt, Stock Sweepers and Mackworth,  
Coaches: Stanford Coachworks  
Telematics : Shell, Trakm8, Barcode Warehouse, Citroen, Peugeot  
Electric vehicle charging: Innogy eMobility

For further details on how to call-off the framework please contact [onepoundrebate@linkgroup.co.uk](mailto:onepoundrebate@linkgroup.co.uk)

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### **Note to editors**

#### **Methodology**

This report covers the companies in the AIM UK 50 Index and the 100 largest companies in the FTSE Small Cap Index as of 30th September 2019. The data was collected from the companies' latest annual reports and Companies House published up to and including 31st October 2019. Companies registered outside the UK were excluded.

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