APPENDIX A

VALUE FOR MONEY ASSESSMENT
FOR PROPOSED DRAINAGE WORKS AT WOLSTANTON MARSH

The purpose of this report is to demonstrate that the Turfdry system using Hydraway Sports drain meets the following requirements:

- **Performance**
  Outperforms other available systems

- **Availability**
  Can't be provided by other suppliers.

Performance
A description of the Hydraway Sportsdrain System, which is provided and installed by Turfdry Ltd is provided on pages 8-15 of the brochure (Appendix 1).

(a) Advantages of the Turfdry system include:

(i) Our own proven track record: In the 8 years since Newcastle Borough Councils first pitch was installed, none of our 7 sites have required any additional maintenance over and above regular mowing. We rely on this proven solution to perform with very low future input as there are presently no allocated funds for additional maintenance.

(ii) A proven track record for other installations: Independently produced telephone survey undertaken in 2003 by STRI (Sports Turf Research Institute) covering one in five of all Turfdry Drainage Schemes installed over an 11 year period reported that 100% of the clients found the system to be effective.

A Testimonial statement from the Head at Freeston High School, Normanton who has also received a successful solution over the past seven years (Appendix 2).

(iii) Efficiency: Our seven pitches have remained dry and playable despite some particularly wet periods particularly over the last few winters.

(iv) Efficiency: The Turfdry system is a unique innovative system, designed to reduce clogging. Clogging of traditional plastic pipe land drainage systems can be a disruptive and expensive problem to solve. Should this occur on one of Newcastle's pitches there could be a risk of a lack of available funds for rectifying, negative publicity and reputational damage.

(v) Disruption: The turfdry system causes a lower level of disruption during installation when compared with other drainage types, as a significantly narrower trench is used, meaning that the construction is much less visually disruptive. This is particularly important on a sensitive and visually prominent site such as Wolstanton Marsh

(vi) Disruption: The low level of disruption caused in the installation can mean that existing pitches can be quickly returned to use following the installation.

(b) Market Research

Following market research your officers are able to supply the following information:

(i) Wakefield Council Case Study: Wakefield Council recently completed a procurement exercise which commenced with a market engagement exercise following a 'PIN' notice on OJEU (August 2010) 20 Organisations expressed any interest at the onset, offering a range of solutions to deliver 'Sustainable Drainage Solutions for Playing Pitches'. This market

APPENDIX A

sounding was undertaken between August and September 2010 and was followed by a procurement process which ran between Nov 2010 and March 2011.

(ii) Wakefieds weighted tender was based upon:

20% Price
80% Quality (sub divided as follows)
40% Delivery of outcomes
25% Innovation
15% Environmental sustainability.

(iii) The scores achieved out of 100 by each of the 8 tenderers in the process were:

91.69
90.82
79.13
73.95
72.16
64.22
59.97
53.04

The successful provider 'Turfdry' achieved a score of 91.69 (out of 100) and commenced work in May 2011.

Availability
The Hydraway sports drains system cannot be supplied and installed by any other supplier as Turfdry is the sole UK approved and certified installer.

Costs
Costs for the drainage of Pitch B were calculated using the Wakefield 'Schedule of Rates', which works out at £30,174 + vat.

These costs are demonstrated on the attached spreadsheet (appendix 3)

Our quotation for the work obtained in November 2010 was £30,109 + vat, (based on previous completed projects for Newcastle Borough Council, updated for inflation). Our updated quotation is slightly lower when compared with the Wakefield rates. This demonstrates that the prices that we have received are comparable with those that were offered to Wakefield.

Conclusion

Should an alternative standard pitch drainage scheme be used there may be some risk of clogging which could lead to expensive and disruptive repairs with pitches being inaccessible throughout the duration of repairs.

By making a comparison with the Wakefield competitive tender of 2011, it can be demonstrated that our quotation represents value for money in comparison with other drainage options and is value for money in terms of price and quality.