

## TENDER 026/19 LANDSCAPE AND IRRIGATION MAINTENANCE SERVICES – ILUKA

**SCHEDULE OF ITEMS****PRICE OFFERED**

Item	Description
1	Year One - Provision of Landscape and Irrigation Services
2	Year Two - Provision of Landscape and Irrigation Services
3	Year Three - Provision of Landscape and Irrigation Services
4	Year Four (optional extension) - Provision of Landscape and Irrigation Services
5	Year Five (optional extension) - Provision of Landscape and Irrigation Services

**BREAKDOWN OF ANNUAL COST YEAR 1 - 1 NOVEMBER 2019 TO 31 OCTOBER 2020**

Item	Description	Qty	Unit
1	Mowing of turf areas 73,502m <sup>2</sup>	37	per service
2	Removal of clippings 73,502m <sup>2</sup>	37	per service
3	Garden bed maintenance - 66,504m <sup>2</sup>	52	per service
4	Spreading 400m <sup>3</sup> mulch to existing garden beds		per m <sup>3</sup>
5	Irrigation maintenance		

**BREAKDOWN OF ANNUAL COST YEAR 2 - 1 NOVEMBER 2020 TO 31 OCTOBER 2021**

Item	Description	Qty	Unit
1	Mowing of turf areas 73,502m <sup>2</sup>	37	per service
2	Removal of clippings 73,502m <sup>2</sup>	37	per service
3	Garden bed maintenance - 66,504m <sup>2</sup>	52	per service
4	Spreading 400m <sup>3</sup> mulch to existing garden beds		per m <sup>3</sup>
5	Irrigation maintenance		

**BREAKDOWN OF ANNUAL COST YEAR 3 - 1 NOVEMBER 2021 TO 31 OCTOBER 2022**

Item	Description	Qty	Unit
1	Mowing of turf areas 73,502m <sup>2</sup>	37	per service
2	Removal of clippings 73,502m <sup>2</sup>	37	per service
3	Garden bed maintenance - 66,504m <sup>2</sup>	52	per service
4	Spreading 400m <sup>3</sup> mulch to existing garden beds		per m <sup>3</sup>
5	Irrigation maintenance		

**BREAKDOWN OF ANNUAL COST YEAR 4 - 1 NOVEMBER 2022 TO 31 OCTOBER 2023**

Item	Description	Qty	Unit
1	Mowing of turf areas 73,502m <sup>2</sup>	37	per service
2	Removal of clippings 73,502m <sup>2</sup>	37	per service
3	Garden bed maintenance - 66,504m <sup>2</sup>	52	per service
4	Spreading 400m <sup>3</sup> mulch to existing garden beds		per m <sup>3</sup>
5	Irrigation maintenance		

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**BREAKDOWN OF ANNUAL COST YEAR 5 – 1 NOVEMBER 2023 TO 31 OCTOBER 2024**

Item	Description	Qty	Unit
1	Mowing of turf areas 73,502m <sup>2</sup>	37	per service
2	Removal of clippings 73,502m <sup>2</sup>	37	per service
3	Garden bed maintenance - 66,504m <sup>2</sup>	52	per service
4	Spreading 400m <sup>3</sup> mulch to existing garden beds		per m <sup>3</sup>
5	Irrigation maintenance		

**SCHEDULE OF ADDITIONAL RATES**

Item	Description	UOM
1	Supervisor / Leading Hand (Minimum Certificate III Horticulture or equivalent)	Hour
2	Gardener / Horticulturist (Minimum Certificate III Horticulture)	Hour
3	Plant Operator (Excluding machinery hire)	Hour
4	Plant Operator including Mower and Mechanical Devices (wet hire) – including such as brush cutter or edging machine as deemed appropriate.	Hour
5	Irrigation Technician	Hour
6	Irrigation Technician After Hours – (Weekends, Public Holidays, Emergency Call Outs)	Hour
7	Posi Track / Skid steer	Hour
8	Labourer	Hour
9	Tube stock - supply and plant 1-200	Each
10	Tube stock - supply and plant 201-1000	Each
11	Tube stock - supply and plant 1000+	Each
12	140mm - supply and plant	Each
13	200mm - supply and plant	Each
14	5 Litre - supply and plant	Each
15	35 Litre Tree (supply and plant including application of Terracottem or approved equivalent)	Each
16	100 Litre Tree (supply and plant including application of Terracottem or approved equivalent)	Each
17	Green waste disposal	m <sup>3</sup>
18	Spreading of Pine bark mulch	m <sup>3</sup>
19	Miscellaneous items - percentage mark up or on cost charge for arranging or supplying associated services or materials not detailed, including but not limited to: <ul style="list-style-type: none"> <li>• dry hire of machinery</li> <li>• cartage of waste and materials</li> <li>• tipping fees</li> <li>• additional materials cost</li> <li>• chemicals</li> <li>• irrigation fittings and parts</li> </ul>	%

## TENDER 026/19 LANDSCAPE AND IRRIGATION MAINTENANCE SERVICES – ILUKA

## SUMMARY OF TENDER SUBMISSIONS

Tenderer & Description of Response	Is it Compliant? Yes or No	Comment Against Criteria				Evaluation Score	Fixed Lump Sum	Rank
		Capacity	Demonstrated experience in providing similar services	Demonstrated understanding of the required tasks	Social and economic effects on the local community			
Environmental Industries Pty Ltd All requirements have been met.	Yes	It has been trading since 1979, originally as Marshalls Landscaping then registered as Environmental Industries Pty Ltd in 1985. It currently employs approx.. 70 full time and 11 part time staff. An organisation chart and details of key personnel including their qualifications and industry experience were provided. Its Submission included a comprehensive list of current work commitments and these included ongoing smaller projects and medium size projects with most due for completion in 2021, indicating it has resources available to complete the services for the City. Details of specialised equipment that will be used and afterhours contacts were supplied. It can access other resources to assist in the delivery of the services to the level as proposed. It has a quality management system accredited to ISO9001 and a safety management system to AS4801. Copies of its safety policy and statistics were provided.	It has extensive experience providing streetscape and landscape maintenance for various organisations including local governments. Examples of works included Ellenbrook Estate parks and streetscapes maintenance for LWP Property Group (2004 - ongoing), Southern Cross Care aged care facilities - grounds maintenance (2017 - ongoing) and streetscapes, Butler East and Butler West for the City of Wanneroo (since 2012). It is also the City's incumbent service provider.	It demonstrated a thorough understanding and appreciation of the City's requirements. It submitted a comprehensive response and proposed approach to carry out the work, from turf maintenance (including edging, trimming and weed control) to garden bed maintenance (pruning, removal of plants and leaf litter, mulch and minor tree works) and irrigation maintenance. It allocated 2,292 hours (1.4 FTEs) per year to carry out turf maintenance services.	Its head office and main depot is located in Canning Vale. It has depots in Mariginiup, Wedgefield, Newman and Binningup.  It stated 25% of the company's workforce live within the City.	76.8%	\$802,802	1

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Landscape Elements Pty Ltd All requirements have been met.	Yes	It has been operating since 2004. It currently employs 40 fulltime staff. It has 15 employees in its maintenance department. Its Submission included an organisational chart and details of key personnel including their qualifications and experience. It listed current work commitments and that its maintenance department is currently running at 70% capacity for contractual projects. A list of equipment was supplied though it did not include equipment to carry out irrigation works. It indicated the company has a contingency plan in place for plant and equipment, however, afterhours contacts for emergency requirements and the ability to provide additional personnel were not addressed. It operates with its own quality management system and a safety management system accredited to AS4801. Copies of its safety statement and statistics were provided.	It demonstrated experience providing landscape maintenance services to various organisations including local governments. Examples of works included turf, garden and irrigation maintenance at Atwell for the City of Cockburn (2017 to 2020), horticulture services for the Town of Cambridge (April 2019 to 2021) and CSIRO Floreat, Kensington and Waterford (2013 to 2019).	It demonstrated a sound understanding of the required tasks. A methodology statement was submitted and the company will provide the City with a 12 month maintenance program prior to the commencement date. It proposed two to three person crews to carry out approximately 35 cuts (allocation of 1,776 hours) per year for mowing of turf.	It is located in Osborne Park.  It utilises a number of local suppliers located within the City for goods and services and 12% of its workforce currently live in the City. It sponsors local community initiatives such as the Coastal Dune Rehabilitation.	64.9%	\$911,385	2

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		Capacity	Demonstrated experience in providing similar services	Demonstrated understanding of the required tasks	Social and economic effects on the local community			
Sanpoint Pty Ltd trading as LD Total All requirements have been met.	Yes	It has been operating for over 25 years. It currently has 350 staff. Its management structure (maintenance) and details of key personnel including their qualifications, skills and experience were provided. It submitted a list of 12 current work commitments, of which all were comprehensive landscape maintenance contracts with a number of projects due for completion in 2021, 2022 and 2023. Its Submission included a list of plant and equipment available for use for this contract. It indicated the company has extensive resources to draw from for personnel replacement temporarily. Afterhours contacts were supplied. It operates with its own quality management system and has a safety management system accredited to AS4801. However, it did not provide copies of the company's safety procedures or statistics.	It has extensive experience providing landscape maintenance services to various organisations including local governments. Various examples of works were provided. These included ongoing maintenance of all areas onsite at the Banksia Grove Estate for LWP Property/City of Wanneroo (duration from 2008), landscape maintenance for three contracts totalling 300 hectares for the City of Rockingham (from 2015 to 2023) and ongoing landscape maintenance services to various estates for the City of Kwinana (from 2006).	It did not fully demonstrate its understanding of the required tasks. It addressed the proposed scope of works from turf to garden bed maintenance, however, only allocated 832 hours (three man crew) per year to carry out turf maintenance services. The panel noted the company makes minimal reference to specified weed free requirements or 400m <sup>3</sup> of mulch to be installed annually and the number of hours allocated for a component of the work is deemed insufficient, in particular, to execute turf maintenance to the level required by the City.	Its head office is located in Burswood. It has offices in Wangara, Carabooda, Anketell, Bunbury and Melbourne.  It indicated the company gives preference to local service providers and those located within the City of Joondalup for parts and material required to undertake the works. A high percentage of its staff resides within the boundaries of the City.	62.9%	\$742,588	3

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Landscape and Maintenance Solutions Pty Ltd All requirements have been met.	Yes	It commenced trading in 2012. It currently has 18 fulltime employees. Its management structure and details of key personnel including their roles and experience were provided. A list of current work commitments was supplied, indicating nine existing contracts, of which three are ongoing requirements, five due for completion in 2020 and one in 2021. However, it did not detail the scope of works. Details of equipment that will be utilised to deliver landscape maintenance services were supplied, though equipment or tools to carry out irrigation maintenance were not listed. It indicated the company has the ability to provide additional personnel as it has a contingency in place with experienced staff operating across a range of sites. It has its own quality management system and a safety policy in place. Its Submission included copies of the company's safety operating procedures and statistics.	It has been providing landscape maintenance for private and public sector. Examples included LWP Property Group (maintaining all public open space areas, including large areas of turf and sports ovals, streetscapes, median islands and office and community building surrounds at Trinity Estate, from 2014 to current), Metropolitan Redevelopment Authority (turf, garden, reticulation and hard and soft landscaped areas at various high profile facilities at Elizabeth Quay and others, from 2017 to current) and the City of Swan (various mowing services, from 2014 to current). The latter two contracts represent smaller scale works to the City's requirements.	It demonstrated its understanding of the required tasks. A draft annual maintenance plan was submitted and included an outline of tasks to be carried out to complete turf and garden bed maintenance. It allocated 1,785 hours per year for turf maintenance services. However, it did not specify the crew or propose the number of staff to complete these services.	It is located in Bibra Lake.  It currently uses several local suppliers located within the City. It indicated the company has staff that live within the City boundaries, though the specific number of staff was not stated.	52.8%	\$797,331	4

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<p>Horizon West Landscape &amp; Irrigation Pty Ltd</p> <p>All requirements have been met.</p>	Yes	<p>It commenced operation in 2012. It currently has approximately 60 fulltime and 10 casual staff. An organisational structure and details of six key personnel including their roles and experience were provided. It listed 14 ongoing maintenance projects as current work commitments, though the scale or volume of works carried out for its clients was not supplied. A small list of equipment (six items in total) was submitted, indicating many will be subcontracted. It indicated the company has facilities both north and south of the river and can expediently mobilise to most areas. Afterhours contacts were provided. It operates with its own quality management system and has a safety policy in place. It stated the company has had zero lost time injuries in the last two years. A copy of its safety management plan was supplied.</p>	<p>It demonstrated experience providing landscaping works for major land developers, commercial clients and state/local governments. Examples included general garden maintenance on behalf of Peet Limited / EPCAD Pty Ltd (The Village at Wellard - from 2012 ongoing), landscape maintenance on behalf of Acumen Development Solutions (Capricorn Estate – 2012 ongoing) and the City of Armadale’s Skeet, Warton and Ranford Road maintenance contracts (2017 ongoing). However, the scale or volume of these works was not stated. Also, these works did not involve specified area rating landscape services similar to the City’s requirements.</p>	<p>It demonstrated its understanding of the required tasks. It listed preliminary items that the company takes into consideration in the planning and implementation of the project which included traffic management and site safety requirements. However, it merely stated irrigation maintenance and/or testing will be carried out as per the specification and on the frequency as described in the tender document.</p>	<p>It is located in Wanneroo.</p> <p>It indicated the company would engage local businesses where possible in the purchase of materials, tools and consumables for the duration of the project. It stated a large percentage of its works and workers are based in the Cities of Wanneroo and Joondalup regions.</p>	51.9%	\$1,401,963	5

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<p>The Trustee for the Lochness Unit Trust (Loch Ness Landscape Services)</p> <p>All requirements have been met.</p>	Yes	<p>It was established in 1984. It is currently has over 25 fulltime staff. Its company structure and details of key personnel including their qualifications and years of industry experience were provided. It proposed to utilise Intelife Group as a subcontractor to carry out some of the required works. It did not submit a list of current work commitments. A list of equipment was provided, though it included numerous mowers, it has limited irrigation equipment. It indicated it has access to over 40 part-time employees that it is able to draw upon to meet the City's requirements. Afterhours contacts were supplied. It has its own quality management system and a safety policy in place. Copies of its safety procedures and statistics were provided.</p>	<p>It submitted limited information demonstrating experience providing similar services. Examples of works included commercial lawn mowing and/or garden maintenance for the Town of Cambridge (2015 to April 2019), City of Rockingham (2015 to 2018) and Perth Airport – T1 Forecourt and Horrie Miller Drive (2016 ongoing). Though some areas of these works were similar, the irrigation component was not comprehensive and the scale or volume of works was not stated.</p>	<p>It did not fully demonstrate its understanding of the required tasks. Though a detailed methodology was provided, covering all areas of services, the proposed percentage of weed free and mulch depths were not in line with the City's specified requirements.</p>	<p>It is located in Rockingham.</p> <p>One of its subcontractors, Intelife Group, has staff that are residents within the City.</p>	46.2%	\$782,179	6

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Total Eden Pty Limited All requirements have been met.	Yes	It has been operating in the irrigation and water management industry for almost 40 years. Its Submission included an organisational structure, though details of only four key personnel (managers) including their role and responsibilities were provided. The specific number of staff was not stated. A small list of specialised equipment including mowers and irrigation tools was supplied. It did not address current work commitments or the ability to provide additional personnel or afterhours contacts. It has a quality management system accredited to ISO9001 and a safety management system to AS4801. Copies of its safety management plan and statistics were supplied.	It submitted a brief response demonstrating experience providing similar services. The company provided only three examples of works and these were for landscape, irrigation and turf maintenance including estate presentation management for Emerge Associates (Alkimos Estate - duration of contract from 2016 ongoing) and Satterley Property Group (Austin Lake Estate - from 2009 ongoing). The other example was turf maintenance for Curtin University, Bentley (from 2018 ongoing).	It did not fully demonstrate its understanding of the City's requirement. It submitted a general response with basic extract from the tender scope of requirements and limited information on its approach to carry out garden bed maintenance and mulching.	Its main office in WA is located in Bibra Lake.  It has a retail store located in Joondalup. It indicated the company will endeavour to procure materials and services locally where possible. It currently has nine fulltime staff members reside within the City.	44%	\$1,379,403	7