

TENDER 011/20 LANDSCAPE AND IRRIGATION MAINTENANCE SERVICES – HARBOUR RISE
ESTATE, HILLARYS

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 - 3 AUGUST 2020 TO 2 AUGUST 2021

Item	Description	Qty	Unit
1	Mowing of turf areas 22,045m ²	37	per service
2	Removal of clippings 22,045m ²	37	per service
3	Garden bed maintenance - 25,917m ²	52	per service
4	Spreading 215m ³ mulch to existing garden beds		per m ³
5	Irrigation maintenance		

BREAKDOWN OF ANNUAL COST YEAR 2 – 3 AUGUST 2021 TO 2 AUGUST 2022

Item	Description	Qty	Unit
1	Mowing of turf areas 22,045m ²	37	per service
2	Removal of clippings 22,045m ²	37	per service
3	Garden bed maintenance - 25,917m ²	52	per service
4	Spreading 215m ³ mulch to existing garden beds		per m ³
5	Irrigation maintenance		

BREAKDOWN OF ANNUAL COST YEAR 3 – 3 AUGUST 2022 TO 2 AUGUST 2023

Item	Description	Qty	Unit
1	Mowing of turf areas 22,045m ²	37	per service
2	Removal of clippings 22,045m ²	37	per service
3	Garden bed maintenance - 25,917m ²	52	per service
4	Spreading 215m ³ mulch to existing garden beds		per m ³
5	Irrigation maintenance		

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BREAKDOWN OF ANNUAL COST YEAR 4 – 3 AUGUST 2023 TO 2 AUGUST 2024

Item	Description	Qty	Unit
1	Mowing of turf areas 22,045m ²	37	per service
2	Removal of clippings 22,045m ²	37	per service
3	Garden bed maintenance - 25,917m ²	52	per service
4	Spreading 215m ³ mulch to existing garden beds		per m ³
5	Irrigation maintenance		

BREAKDOWN OF ANNUAL COST YEAR 5 – 3 AUGUST 2024 TO 2 AUGUST 2025

Item	Description	Qty	Unit
1	Mowing of turf areas 22,045m ²	37	per service
2	Removal of clippings 22,045m ²	37	per service
3	Garden bed maintenance - 25,917m ²	52	per service
4	Spreading 215m ³ mulch to existing garden beds		per m ³
5	Irrigation maintenance		

ADDITION OR DELETION OF LANDSCAPED MAINTENANCE WORKS

Item	Description	Qty	Unit
YEAR # 01 – 3 AUGUST 2020 TO 2 AUGUST 2021			
1A	Breakdown of Annual Cost “Mowing”	1	per m ² / per year
1B	Breakdown of Annual Cost “Removal of Clippings”	1	per m ² / per year
1C	Breakdown of Annual Cost “Landscape Maintenance”	1	per m ² / per year
1D	Breakdown of Annual Cost “Irrigation”	1	per m ² / per year
YEAR # 02 – 3 AUGUST 2021 TO 2 AUGUST 2022			
2A	Breakdown of Annual Cost “Mowing”	1	per m ² / per year
2B	Breakdown of Annual Cost “Removal of Clippings”	1	per m ² / per year
2C	Breakdown of Annual Cost “Landscape Maintenance”	1	per m ² / per year
2D	Breakdown of Annual Cost “Irrigation”	1	per m ² / per year
YEAR # 03 – 3 AUGUST 2022 TO 2 AUGUST 2023			
3A	Breakdown of Annual Cost “Mowing”	1	per m ² / per year
3B	Breakdown of Annual Cost “Removal of Clippings”	1	per m ² / per year
3C	Breakdown of Annual Cost “Landscape Maintenance”	1	per m ² / per year
3D	Breakdown of Annual Cost “Irrigation”	1	per m ² / per year
YEAR # 04 – 3 AUGUST 2023 TO 2 AUGUST 2024			
4A	Breakdown of Annual Cost “Mowing”	1	per m ² / per year
4B	Breakdown of Annual Cost “Removal of Clippings”	1	per m ² / per year
4C	Breakdown of Annual Cost “Landscape Maintenance”	1	per m ² / per year

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Item	Description	Qty	Unit
4D	Breakdown of Annual Cost “Irrigation”	1	per m ² / per year
YEAR # 05 – 3 AUGUST 2024 TO 2 AUGUST 2025			
5A	Breakdown of Annual Cost “Mowing”	1	per m ² / per year
5B	Breakdown of Annual Cost “Removal of Clippings”	1	per m ² / per year
5C	Breakdown of Annual Cost “Landscape Maintenance”	1	per m ² / per year
5D	Breakdown of Annual Cost “Irrigation”	1	per m ² / per year

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) – 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	6 Wheel Truck	Hour
9	Labourer	Hour
10	Tube stock - supply and plant 1-200	Each
11	Tube stock - supply and plant 201-1000	Each
12	Tube stock - supply and plant 1000+	Each
13	140mm - supply and plant	Each
14	200mm - supply and plant	Each
15	5 Litre - supply and plant	Each
16	35 Litre Tree (supply and plant including application of Terracottem or approved equivalent)	Each
17	100 Litre Tree (supply and plant including application of Terracottem or approved equivalent)	Each
18	Green waste disposal	m ³
19	Spreading of pine bark mulch	m ³
20	Miscellaneous items - percentage mark up on cost charge for arranging or supplying associated services or materials not detailed, including but not limited to: <ul style="list-style-type: none"> • dry hire of machinery • cartage of waste and materials • waste bin hire 	%

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Item	Description	UOM
	<ul style="list-style-type: none">• tipping fees• additional materials cost• chemicals• irrigation fittings and parts	

SUMMARY OF TENDER SUBMISSIONS

Tenderer & Description of Response	Is it Compliant? Yes or No	Comment Against Criteria				Evaluation Score	Fixed Lump Sum Price	Rank
		Demonstrated understanding of the required tasks	Demonstrated experience in providing similar services	Capacity	Social and economic effects on the local community			
Greenworx Commercial Maintenance trading as Greenworx	Yes	The company demonstrated a thorough understanding and appreciation of the required tasks. It submitted a comprehensive response to how it would manage the estate and allocated 1694 hours per year to the contract. Its proposed approach to carry out the work was clear and concise with hours allocated for turf, garden bed and irrigation maintenance services deemed acceptable. A sample monthly and inspection report and schedule of chemicals were both submitted. In depth information was provided to illustrate how the company will undertake traffic management.	The company demonstrated extensive experience in providing similar services to various organisations including state and local governments. Several examples were noted which included landscape maintenance services at Burns Beach Estate (since 2017) and Woodvale Waters (since 2013) for the City, landscape maintenance of campus and surrounds for South Metro TAFE and Challenger TAFE (2007 to 2019) and landscape maintenance of buildings and surrounds for Department of Premier and Cabinet Office (since 2016).	It has been trading since 1997 and employs 32 full time staff. An organisation chart and details of key personnel including their qualifications and industry experience were provided. Its submission included a list of plant and equipment that will be used for the contract however irrigation equipment was not noted. The company has certifications in ISO 9001, 14001 and AS/NZS 4801 for quality, environment and health and safety management systems respectively and has a 24 hour service for emergencies. It has capacity to move staff and machinery throughout the organisation if deemed necessary. References and licences to apply chemicals were sighted.	The business is located in Bentley has eight staff who live within the City of Joondalup and will source petrol locally.	76.6%	\$340,419	1
All requirements have been met.								

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Tenderer & Description of Response	Is it Compliant? Yes or No	Comment Against Criteria				Evaluation Score	Fixed Lump Sum Price	Rank
		Demonstrated understanding of the required tasks	Demonstrated experience in providing similar services	Capacity	Social and economic effects on the local community			
Environmental Industries Pty Ltd All requirements have been met.	Yes	The company demonstrated a thorough understanding of the City's requirements. It fully articulated the details of each service and provided a schedule of works which correlates to the periodicity of services required. It has allocated 1996 hours per year to the City's contract and submitted its proposed approach to the carrying out of turf, garden and irrigation maintenance. A sample report and schedule of chemicals was included in the submission.	It demonstrated substantial experience in carrying out landscape maintenance for large scale projects. It cited three major contracts which are equivalent to the City's scope of works being various streetscape and park maintenance services for Butler West and Butler East for City of Wanneroo (since 2014), Ellenbrook Estate for LWP (between 2004 and 2021) and landscaping maintenance services in Iluka for the City (between 2013 and 2019). Areas of land serviced ranged from 12ha to 159ha. References were provided however no scope of works was included for Southern Cross Care, so it is uncertain whether the contract can be compared to the City's scope of works.	The company has been trading since 1985 and employs 67 staff of which 48 are full time. It provided an organisation chart and details for key personnel including their qualifications. Specific information such as the previous role, involvement and outcomes of projects undertaken was lacking for some employees. It did not specifically address the scope of works or resources allocated to demonstrate its current workload, but it did include a list of its current work commitments comprising 36 contracts, 12 of which finish this year. It has obtained certificates in ISO 9001, 45001 and 14001 for quality, health and safety and environmental management systems respectively and provided evidence to support its qualifications in chemical applications. It stated that it is well resourced and can transfer staff from its existing employee pool. OSH questionnaire was completed.	It is located in Canning Vale but has further bases in the Pilbara. It stated that it will engage local business suppliers relevant to the works including fuel, PPE, machine parts. It employs 8.82% of staff who reside within the City of Joondalup.	76%	\$415,878	2

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		Demonstrated understanding of the required tasks	Demonstrated experience in providing similar services	Capacity	Social and economic effects on the local community			
Sanpoint Pty Ltd trading as LD Total All requirements have been met.	Yes	It demonstrated a reasonable understanding of the required tasks. It provided a methodology and high level detail showing its approach to turf and garden maintenance, traffic management and waste disposal. It did not include samples of monthly reports and chemical forms despite being a prerequisite of the tender documentation. It allocated 1962 hours for the City's contract which the Evaluation Panel considered an acceptable number of hours to execute the contract and achieve the City's desired outcomes.	It demonstrated significant experience in providing similar services citing eight comparable contracts for private and public organisations including local governments. Various examples of work included mowing and horticulture services for the City of Rockingham (since 2015), landscape maintenance for Perth Airport Corporation (since 2018), Madeley and Darch Infrastructure for the City of Wanneroo (since 1992), streetscapes for the City of Stirling (since 2013) and landscape maintenance for the City of Kwinana (since 2006). Not all contract information included areas of land serviced. References were provided for companies where scopes of works were known.	The company has over 20 years of experience and employs 350 staff. An organisation structure and details of key personnel were provided which comprised staff with appropriate skills, qualifications, length of service and experience to undertake the works. It operates under an integrated management system certified to AS/NZS 9001, AS/NZS 4801 and ISO AS/NZS 14001 for quality, health and safety and environmental management systems respectively. A specialised list of plant and equipment was submitted but did not include irrigation equipment. The company stated that it has a pool of back up vehicles and can source additional personnel from other sites if required. Emergency contact information was included. A list showing current commitments, their start and end dates and scope of works was sighted, but had no resources assigned.	It is located in Burswood and has other sites in Anketell and Carabooda. It stated that although the services would be undertaken in house, preferential treatment would be given to local service providers and those located within the City of Joondalup for parts and materials required to undertake the works. A high percentage of its staff resides within the boundaries of the City.	65.1%	\$401,198	3

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		Demonstrated understanding of the required tasks	Demonstrated experience in providing similar services	Capacity	Social and economic effects on the local community			
Landscape Elements Pty Ltd	Yes	The company demonstrated a good understanding of the required tasks. It provided its allocation of hours to the various components of the works and provided its methodology commencing with preliminary works to ensure familiarity with the site. Some specifications such as hours of operation and mechanical cutting adjacent to the base of trees were contrary to the tendered scope. It allocated 1610 hours per year. Despite stating that it conducts monthly reports using Basecamp, a sample report was not included in the submission. A schedule of chemicals was provided and requirements for compliance and chemical reporting were acknowledged.	The company demonstrated considerable experience in providing similar services and provided examples of contracts it has performed including landscape and irrigation services for City of Cockburn (2017-2020), horticulture services for Town of Cambridge (2019-2021), Bentley 360 Parklands landscape maintenance for Department of Communities and Yanchep Golf Estate landscape maintenance for PEET (2018-2020). Not all contracts included irrigation maintenance. It is also on the WALGA panel for mowing services, turf maintenance and landscape maintenance.	The company has been operating since 2004 and employs 40 full time employees. An organisational structure and resumes for key personnel were provided for most employees with the exception of the irrigation technician. Qualifications relevant to the scope of works were noted however the requirements to provide additional personnel if required was not fully addressed. A commitment schedule was included in the response which showed a list of 12 contracts. The longevity of all contracts was not stipulated however a statement was made that the business is currently running at 70% capacity. A list of specialised equipment allocated to the City's contract was included, however irrigation equipment was omitted. The company has achieved accreditation for quality, environment and health and safety standards (ISO 9001, 14001 and 45001).	The company is located in Osborne Park. It utilises local businesses for irrigation, soil and landscape equipment. 16% of its workforce currently lives within the City.	64.2%	\$340,856	4
All requirements have been met.								

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		Demonstrated understanding of the required tasks	Demonstrated experience in providing similar services	Capacity	Social and economic effects on the local community			
Horizon West Landscape and Irrigation Pty Ltd	Yes	The company demonstrated a reasonable understanding of the requirements. Its submission included an outline of major factors and preliminary items it will consider when planning and implementing the scope of works. It provided a methodology for the turf and mowing operations and included timings which accord to the City's requirements. Its submission included the allocation of 1501 hours per year to address the frequency of turf, garden beds and irrigation maintenance. Sample monthly reports and the schedules of chemicals to be used for the contract were omitted from the response despite being a prerequisite of the tender documentation.	The company demonstrated experience providing similar services to private and public sector organisations including local governments. It has been contracted to PEET at the Village at Wellard since 2012 conducting garden maintenance across 12,269m ² of streetscapes and public open spaces. It has also provided landscape maintenance works across 91,780m ² at Capricorn Estate for Acumen since 2012 and has conducted garden maintenance across three individual maintenance contracts for City of Armadale since 2017. A number of references were provided to attest the company's capabilities.	The company was founded in 2012 and employs 40 full time staff. An organisation structure was submitted depicting the management team. Resumes were provided for key supervisory personnel showing their proposed role and project experience. The scope of the projects and outcomes of projects previously worked on were not evident. A training matrix was submitted illustrating training and qualifications obtained however it was unclear whether any of these staff members would be allocated to the City's project. A list of current work commitments was supplied comprising 14 contracts. The exact scope of the works and resources allocated to were missing. Details for plant and equipment were noted, after hours emergency contact information was provided and the ability to provide extra resources was met with the company stating it has cross trained staff as a contingency.	The company operates out of a depot in Casuarina with office facilities in Wanneroo. It stated that a large percentage of its workforce is based in the City and that it will engage local businesses where possible in the purchasing of materials, tools and consumables for the duration of the project.	50.9%	\$416,525	5
All requirements have been met.								

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		Demonstrated understanding of the required tasks	Demonstrated experience in providing similar services	Capacity	Social and economic effects on the local community			
<p>Skyline Landscape Services Group Pty Ltd (Skyline Landscape Services (WA))</p> <p>All requirements have been met.</p>	Yes	The company provided basic information to demonstrate its understanding of the City's requirements. It indicated that it will implement a strict schedule for teams to follow but did not provide any suggested timelines or program for the City's review. Despite stating that it will put a system in place to mirror the reporting format expectations of the City, it did not include any sample report for the City's consideration. A schedule of chemicals was provided. The Evaluation Panel noted that herbicide will be used in preference to brush cutting near busy roads for turf edging and trimming for safety reasons. A total of 1713 hours per year was allocated to the works.	The company demonstrated good experience in providing similar services and provided examples of various contracts two of which were comparable to the City's scope of works. These examples were landscape and irrigation maintenance for the City of Belmont since 2017 and landscape maintenance for the City of Subiaco since 2018. References were provided however it is not known what scope of works was provided for the City of Canning to ascertain whether the services are similar to those required by the City.	The company was established in 1991 and employs over 450 staff across the country. It is uncertain how many staff are employed at its location in Canning Vale. Proposed personnel for the City's contract was noted. Resumes were provided for the leadership team which included qualifications and industry experience however details for employees allocated to gardening, mowing and irrigation were omitted. After hours contacts were included with back up staffing and recruitment to be sourced from within the City of Joondalup boundaries. A list of current work commitments detailing the scope of works, length of contract and resources allocated was not specifically addressed. Plant and equipment including irrigation to be used was noted. The company is certified to quality, safety and environmental systems ISO 9001, AS/NZS 4801 and ISO 14001.	The company is located in Canning Vale. It stated it will purchase from local suppliers and back up staffing will be recruited from the Joondalup area.	50.7%	\$339,537	6

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		Demonstrated understanding of the required tasks	Demonstrated experience in providing similar services	Capacity	Social and economic effects on the local community			
LLS Aust Pty Ltd as trustee for the Lochness Unit Trust (Loch Ness Landscape Services)	Yes	The company demonstrated a reasonable understanding of the required tasks. Its methodology was generic with no suggested schedule or timetable provided for the landscaping activities. Some statements relating to maintaining weed-free surfaces and spraying in certain conditions were contrary to the tender documentation. Whilst details of the monthly reporting requirements were addressed, a sample report was not sighted within the response. A chemical form was submitted detailing the chemicals that would be used and it confirmed that it will adhere to the City's reporting requirements. A sample traffic management plan was provided. A total of 1825 hours per year was allocated to the contract.	The company demonstrated reasonable experience and provided examples of contracts it had undertaken for government agencies and commercial entities the majority of which had expired. The most recent contracts were for lawn mowing services for the Town of Victoria Park since 2010, commercial lawn mowing for the Department of Education since 2007 and horticultural services for Perth Airport (2016 to 2019). Some works were noted to include a reticulation and / or irrigation inspection component. Detail for the scope of works for each contract was limited with a comparison unable to be conducted due to size of area / volume of services provided not stated.	The company was established in 1984 and included its organisational structure. The number of full time employees was omitted. Details of key personnel including their length of service and a brief summary of industry experience were provided. Key personnel allocated to the irrigation component of the services was not included. A list of nine contracts was sighted as evidence of current work commitments however length of contract and resources allocated were not addressed. Details of specialised equipment that will be used to carry out the works and afterhours contacts were provided. The ability to provide additional sources was not specifically addressed.	The company is located in Rockingham. Other social and economic effects were not addressed.	48.1%	\$391,125	7
All requirements have been met.								

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		Demonstrated understanding of the required tasks	Demonstrated experience in providing similar services	Capacity	Social and economic effects on the local community			
Tim Davies Landscaping Pty Ltd	Yes	The company submitted a high level response for managing the estate. Its methodology identified how it would manage aspects such as risk, communication, equipment, and materials storage, but did not acknowledge the City's specifications for each component of the works. It allocated 2881 hours per year to turf, garden bed and irrigation maintenance which the Evaluation Panel considered excessive. There was no inclusion of a program or schedule to illustrate how frequently each activity will be conducted. A sample maintenance site report and schedule of chemicals were provided. It stated it will allocate a supervisor, leading hand, mower operations, gardeners and an irrigation technician to the contract.	The company submitted a brief response to demonstrate experience providing similar services. It provided only two examples of works which were landscape maintenance for BGIS at Optus Stadium and Elizabeth Quay. Both contracts are for services in high profile areas but have only been awarded in the last 1-2 years. References were provided however the exact nature of the works completed for ECU under BGIS was not stated.	The company commenced in 1983 and employs 88 full time staff, ten part time and five casuals. It listed its transition team which were noted as having appropriate qualifications, however the scope of works they have worked on previously and the outcomes of these contracts were not included. Details for employees allocated to positions of mower operator and gardener were not sighted despite being specified within the methodology as being proposed for the contract. A list of current commitments was provided comprising eight contracts. The percentage of total capacity and scope of these works was included however the resources allocated was not addressed. The company has its own quality assurance in place and provided a list of procedures that would be applicable to the contract.	The company is located in Osborne Park. It stated it has several employees that are residents within the City and currently uses suppliers within the City's boundaries for equipment and installation.	47.1%	\$405,631	8
All requirements have been met.								

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		Demonstrated understanding of the required tasks	Demonstrated experience in providing similar services	Capacity	Social and economic effects on the local community			
<p>Bailey's Landscaping Group Pty Ltd (Renoscape WA)</p> <p>All requirements have been met.</p>	Yes	The company submitted limited information to demonstrate its understanding of the required tasks. The response included a generic methodology which did not fully address the City's specifications. It detailed its high level approach to turf, garden maintenance, irrigation inspection and maintenance and provided a sample spreadsheet planner it uses for Shorehaven Estate, Alkimos which would be adopted for the City's contract. It included its schedule of chemicals and stated that it currently maintains a schedule of fertilising and pruning works for strata management companies. It allocated a total 1876 hours per year for the services with sub-contractors engaged for lawn mowing.	The company demonstrated some experience in undertaking landscaping, horticultural and irrigation works and provided three examples of contracts it had undertaken for PEET at Shorehaven Estate, Alkimos, Caversham Primary School and North Shore Grammar School. The exact scope of works, areas managed, and length of contracts were not included for all contracts. References were provided however it is uncertain what works have been undertaken for two of the companies listed.	The company was founded in 2007 and has eight full time employees, two casuals and a small number of sub-contractors. Details of the team were included with years of experience and qualifications noted for some employees. There was no specific information provided to indicate the companies each employee had worked for previously, or the outcomes of projects they had taken part in. The team is relatively small therefore extra resources will be sourced from increasing overtime or by recruiting. Its current work commitments were noted which included its contract with PEET for garden irrigation maintenance, and garden maintenance for 14 strata companies which is 60% of its business. The company has no quality assurance in place. It provided a list of its assets and equipment which is serviced from its mechanical shop in the northern suburbs.	The company is based in Landsdale. It has current suppliers based in the City of Joondalup and employs five City of Joondalup residents.	39%	\$419,810	9

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		Demonstrated understanding of the required tasks	Demonstrated experience in providing similar services	Capacity	Social and economic effects on the local community			
Green Options Pty Ltd trading as Green Options	Yes	The company did not fully demonstrate its understanding of the City's requirements. Details of weed control strategies and mulching activities were contrary to the tender documentation with the company stating that fertilising, pesticide, herbicide applications and mulching activities will be additional to the contract in the critical assumptions. No sample monthly management report was sighted, and a schedule of chemicals was omitted from the response. Hours allocated to achieve the desired outcomes for the City were considered excessive with 4943 hours per year included in the submission.	The company provided an extensive list of high profile contracts it has been awarded across Australia to demonstrate its experience which included 41 acres of turf maintenance for Perth Zoo, lawn mowing of sports fields for City of Wanneroo, turf maintenance for the City of Rockingham, horticultural management services across 6ha for Murdoch University and management of the WACA ground. Information provided for each of these contracts was brief and the Evaluation Panel was unable to ascertain a direct comparison to the City's scope of works.	The company was formed in 1990 and has in excess of 330 staff. It provided an organisation chart showing specific positions but did not allocate names to the positions. There was no position allocated to irrigation. It is uncertain what qualifications and experience these positions will therefore bring to the City's contract. A list of plant and equipment was noted, but it is uncertain whether this plant has been assigned to the City's scope of works. Its current work comments were submitted, but the length of contract and resources allocated were not specified. It has attained triple certification in ISO 45001, 9001 and 14001 for health and safety, quality and environmental management.	The company has offices in East Perth and nationwide offices in Sydney, Melbourne, Brisbane, Canberra, Adelaide and Darwin. It stated it will use hardware suppliers within the Joondalup area and will favour residents from the City as part of its recruitment drive.	38.6%	\$975,285	10
All requirements have been met.								