

SALISBURY CITY COUNCIL

Report

Subject : Repairs, Maintenance and Waste Contracts – Procurement Approval
Committee : Full Council
Date : 15th September 2025
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1. Report Summary:

- 1.1. This report seeks Council approval to proceed with the procurement process for two separate key contracts:
 - 1.1.1. A repairs and Maintenance Contract estimated to be worth £3-£4.5 million over its potential duration, consisting of an initial 3-year term with the option to extend for an additional 2 years.
 - 1.1.2. A Waste Collection and Disposal Contract estimated to be worth £1-£1.5 million over a potential 5-year period, comprising an initial 3-year term with the option to extend for a further 2 years
- 1.2. These contracts will replace existing arrangements with D&N Maintenance (repairs and maintenance) and a number of separate contracts held with various waste service providers, including Hills, Grist, Boswells, and CB Skips.
- 1.3. The procurement process will be designed to enhance contract specifications, improve performance management, and achieve better value for the public purse.
- 1.4. The Council is being supported during a one-year trial by Hampshire County Council's Procurement Services. Wiltshire Council did not have the capacity to support this area of learning for our Council.

2. Background:

- 2.1. Salisbury City Council currently manages its property repairs and maintenance through a contract with D&N Maintenance, while waste services are delivered through a range of individual providers.
- 2.2. While these arrangements have served the Council to date, they present limitations in terms of coordination, contract oversight, and measurable performance outcomes. Regular re-tendering is not only a statutory duty and a requirement under the Council's procurement rules, but it also helps to secure better value for taxpayers. In addition, it ensures that new contracts and specifications are more closely aligned with the Council's evolving requirements and supports improved risk management.

3. Key Considerations:

3.1. Contract Scope and Duration

- 3.1.1. The proposed Repairs and Maintenance contract will cover responsive repairs, planned maintenance, and small works across the Council's property portfolio. The scope of the contract will be similar to the scope of the current extended contract which has been held by D&N and will continue until 31st December 2025. A new contract will be in place from 1st January 2026, having been awarded in November 2025.
- 3.1.2. The proposed Waste Contract will consolidate collection and disposal activities under a single contract (if possible), improving efficiency and service monitoring. By have a single contract, we should benefit from economies of scale pricing, it will be easier to manage the contract, check standards are met and apply enforcement of penalties if warranted.
- 3.1.3. The timeline for the Waste Contract should be in place by 1st May 2026, having been awarded in January 2026.

3.2. Financial Estimates

- 3.2.1. Repairs and Maintenance: between £3-£4.5 million over a period of up to 5 years.
- 3.2.2. Waste Services: £1-£1.5m million over a period of up to 5 years.

3.3. Strategic Goals

- 3.3.1. Improved contract specification and deliverables aligned to service needs.
- 3.3.2. Strengthened contract management through KPIs and clear performance frameworks.
- 3.3.3. A more strategic and value-driven approach to procurement.
- 3.3.4. Contracts which are professional, and that meet legislative and regulatory requirements.

3.4. Supplier Market Engagement

- 3.4.1. Competitive tender processes will be undertaken for both contracts, supported by key professionals from a public sector organisation, experienced in providing these services to other local authorities.
- 3.4.2. The market will be engaged to ensure it understands the council's requirements, including: appropriate capacity, capability, and social value outcomes as well as practical considerations relating to the submission of tenders. It may also be possible for the market to provide feedback into the

service design to ensure the model attracts bidders and represents best value for the council.

4. Recommendations:

It is recommended that the Council:

- 4.1. Approves the commencement of procurement for a Repairs and Maintenance Contract valued at an estimated £3-£4.5 million over 3 years, with an option to extend for up to 2 years.
 - 4.2. Approves the commencement of procurement for a new Waste Services Contract valued at an estimated £1m-£1.5 million over 3 years, with an option to extend for up to 2 years.
 - 4.3. Notes that these new arrangements will replace existing contracts with D&N Maintenance and waste providers including Hills, Grist, Boswells, and CB Skips.
 - 4.4. Endorses the approach of refining contract specifications and performance monitoring to improve service delivery and deliver better value for money.
6. **Wards Affected:** All wards within the Salisbury City Council area are affected by these procurements, as the services apply city-wide.

7. Implications:

7.1. Financial:

Costs are estimated and provisioned within relevant budgets. A competitive process aims to secure the best value.

7.2. Legal:

All procurement rules and statutory obligations will be complied with. Approval of the above recommendations and successful appointment of new contractors will create significant medium term contractual relationships for the Council.

7.3. Personnel:

Staff time will be required for procurement, contract implementation, and ongoing management.

7.4. Environmental Impact:

A revised waste contract will incorporate environmental performance standards and sustainability targets.

7.5. Equalities Impact:

Contractors will be required to adhere to the Council's equality and diversity policies.