

Innovative procurement - opportunity for new solutions

HM Prison Service has published a notification in the EU Official Journal of a market consultation exercise relating to an 'unmet need' for a **zero waste mattress system** and is seeking innovative solutions and information to inform its procurement strategy.

Future procurement opportunity

HMPS currently buy in the order of 60,000 highly flame retardant, polyurethane foam mattresses and pillows per year and dispose of around 40,000. The combined cost of supply and disposal is estimated to be in excess of £3 million per year.

In short, the current solution is costly and environmentally unsustainable.

Supply arrangements for mattress and pillows are being reviewed with a view to re-tendering in 2007/8.

Finding a sustainable solution

HMPS aspires to a **zero waste prison mattress** and pillow that meets or exceeds current operational requirements in terms of health and safety.

By 2012, HMPS wants all its mattresses and pillows not classified as hazardous waste to be recycled or reused instead of going to landfill; and to reduce to 2 % pa the number of mattresses disposed of as hazardous or clinical waste.

Innovative solutions are needed

Innovative ideas and information to support HMPS in moving towards this goal are requested from a wide range of market sectors and on **any aspect** of the mattress and pillow supply, consumption and disposal life cycle.

Why we are issuing this call

The aim of the market sounding exercise is to allow potential suppliers to put forward innovative solutions for the reduction of waste arising from the mattress life cycle and secure cost efficiencies, while delivering demanding operational requirements.

In order to deliver the best possible solutions in the short, medium and longer term we wish to:

- **present our needs** to potential suppliers and collaborators;
- explore both innovative **technical and commercial solutions**;
- **gain information** that will inform our specification and help us to future-proof our procurement strategy.

Why change the current specification?

Although the current specification (for a solid foam mattresses covered in calico designed to rigorous safety and fire retardant requirements) is considered a success, the mattress has a short life span (due to soiling and misuse), and disposal is unsustainable (landfill or clinical waste).

In moving towards a new solution, demanding operational requirements related to the nature of the prison environment will need to be met. These include:

- High flame retardancy
- Designed to prevent concealment of goods / weapons
- Must not facilitate self harm / suicide
- Be resilient to vandalism, mis-use and soiling
- Designed to last a minimum of 4 years
- Present no health or safety risks to prisoners
- Not add to the workload of Prison Officers

Potential for innovation

Some examples of the areas where innovation and information are sought include:

- New and alternative materials for the mattress and coverings
- Whole life cycle management arrangements
- Innovative commercial arrangements,

- Incorporation of social benefits
- Fire proofing that is safe and facilitates sustainable disposal / recycling
- Sustainable waste disposal / recycling or reuse solutions
- Alternate mattress design

In moving towards its goals HMPS would plan for incremental progress, which may involve:

- Managing disposal of current mattresses
- Extension of the mattress life span
- Improving the current product and system
- Transition to a new business model
- Introducing new products

Forward commitment for innovation

In planning its procurement strategy, HMPS would consider facilitating the take up of **innovative and pre-commercial technologies** and approaches through a forward commitment to purchase products and services that are near market and not yet in commercial production or commercially available, subject to agreed performance targets being met.

A forward commitment procurement is defined as:

A commitment to purchase, at a point in the future, a product or service that does not yet exist commercially, against a specification that current products do not meet, at a sufficient scale to enable the investment needed to tool up and manufacture products that meet the cost and performance targets in a specification.

How to make a submission

You can download a **Prospectus**, giving further information, terms of agreement etc. and a **Response Form** at: <http://procurement.hmprisonservice.gov.uk> ; click through - About the Unit / Procurement Initiatives / Mattress Marketing Sounding Prospectus and Mattress Marketing Sounding Response Form.

Submissions are requested by the

15th December 2006

Contributions from SMEs and third sector organisations are welcomed and **innovative solutions are encouraged.**

What happens next?

A **Directory** listing those who have responded (optional) will be published shortly after the closing date.

The submissions will be reviewed and options assessed. Further **market consultation** may take place in 2007 leading to a call for competition in 2007 / 2008.

If you have any problems accessing the prospectus and response form, or if you require this information in an alternative format, you can contact procurement.cpu@hmps.gsi.gov.uk quoting Market Sounding Enquiry in the subject bar of the email.