TENDER RECOMMENDATION REPORT

TO: **CHIEF EXECUTIVE OFFICER**

CC: **ACTING MANAGER INFRASTRUCTURE CAPITAL WORKS**

FROM: **ACTING DIRECTOR ASSETS**

FILE REF: **25/337107**

DATE: **22 JANUARY 2026**

TENDER 25121 SUPPLY AND INSTALLATION OF FENCING FOR A PERIOD OF THREE (3) YEARS

Issue

To consider Tender No: 25121 for the Supply and Installation of Fencing within the City of Wanneroo for an initial period of three (3) years.

Background

The City's asset management of its infrastructure requires the ongoing supply and installation of fencing as part of its new capital project and operational maintenance service delivery activities. The objective of this contract is to engage a contractor to supply and install a variety of fencing types required for the City's construction and maintenance operations.

Detail

Tender 25121 for the Supply and Installation of Fencing was advertised on 9 August 2025 and closed on 2 September 2025 with no Addenda issued.

Essential details of the proposed contract are as follows:

Item	Detail
Contract Form	Minor Works
Contract Type	Schedule of Rates
Contract Duration	Three (3) Years
Commencement Date	5 January 2026
Expiry Date	4 January 2029
Extension Permitted	None

Tender submissions were received from the following companies:

Legal Name	Trading Name	Abbreviation
Blackstone Services Pty Ltd	Blackstone Services Pty Ltd	Blackstone Services
Coreleverage Investments Pty Ltd	DBS Fencing Australia	DBS Fencing
Natural Area Holdings Pty Ltd	Natural Area Management & Services	NAMS
Reliable Fencing WA Pty Ltd	Reliable Fencing WA Pty Ltd	Reliable Fencing

Probity Oversight

Oversight to the tender assessment process was undertaken by the City's Contracts Officer.

Tender submissions were evaluated in accordance with the Procurement and Evaluation Plan (**PEP**) which included the following selection criteria:

Item No	Description	Weighting
1	Sustainable (Corporate Social Responsibility) Procurement a) Environmental Considerations 5% b) Buy Local 20% c) Reconciliation Action Plan 5% d) Access and Inclusion 5%	35%
2	*Work Health & Safety (WHS)	20%
3	* Demonstrated relevant similar experience of tenderer and personnel performing the services and achievement of client expectations	25%
4	* Demonstrated capacity to provide sufficient available resources to provide services and Methodology	20%

All Tenderers must meet the City's minimum requirements (as determined by the City) for each of the qualitative criteria detailed above (*) in order to be considered for further evaluation.

Pricing is not included in the qualitative criteria and is considered as part of the overall value for money (VFM) assessment.

Three of the four tenders are conforming however the tender from Blackstone Services is non-compliant due to a failed WHS assessment score.

Evaluation Criteria 1 – Sustainable Procurement (35%)

Evidence of Sustainable (Corporate Social Responsibility) Procurement was assessed based on the Tenderer's responses provided to the Questionnaires within Schedules 3A, 3B, 3C and 3D which formed part of the tender documentation.

Sub Criteria a) Environmental Considerations (5%)

The City is committed to procuring goods and services that provide positive environmental, social and economic impacts over the entire life cycle of a product or service. Respondents are encouraged to provide credentials of any environmental claims of the goods and/or services submitted in this tender.

Tenderers provided details of their environmental considerations within Schedule 3A, with the following ranking:

Tenderer	Ranking
NAMS	1
DBS fencing	2
Reliable Fencing	2
Blackstone Services	4

Sub Criteria b) Buy Local (20%)

An assessment was made based on the response provided, detailing the following information:

- Location of tenderer's offices and workshops;
- Residential addresses of staff and company address of subcontractors;
- Purchasing arrangements through local businesses;
- Requirement for new employees arising from award of the contract.

Tenderers provided details of their "Buy Local" considerations within Schedule 3B, with the following ranking:

Tenderer	Ranking
DBS Fencing	1
Reliable Fencing	2
Blackstone Services	3
NAMS	3

Sub Criteria c) Reconciliation Action Plan (RAP) (5%)

An assessment was made to determine the ranking based on the responses provided that relate to:

- RELATIONSHIPS - building positive relationships between indigenous and non-indigenous people;
- RESPECT – recognising the contribution of Indigenous people to Australia and learning more about the history, culture and diversity in a two-way communication process;
- OPPORTUNITIES – attracting, developing and retaining organisational talent to build opportunities for aboriginal employment, training, and development and mentoring.

Tenderers provided information specifying differing levels of actions in relation to indigenous reconciliation action with assessment resulting in the following ranking:

Tenderer	Ranking
DBS fencing	1
Blackstone Services	2
NAMS	2
Reliable Fencing	4

Sub Criteria d) Access & Inclusion Plan (AIP) (5%)

An assessment was made to determine the ranking based on the responses provided that relate to:

- People with disabilities having the same buildings and facilities access opportunities as other people;
- People with disabilities receiving information in a format that will enable them to access information as readily as other people are able to access it;
- People with disabilities receiving the same level and quality of service from staff as other people receive;
- People with disabilities having the same opportunities as other people to make complaints;
- People with disabilities having the same opportunities as other people to participate in any employment opportunities.

Tenderers provided information specifying considerations for access and inclusion provisions with assessment resulting in the following ranking:

Tenderer	Ranking
NAMS	1
Reliable Fencing	2
DBS Fencing	3
Blackstone Services	4

Overall Sustainable Procurement Ranking Summary

The overall assessment of the Sustainable Procurement criteria has resulted in the following overall ranking:

Tenderer	Ranking
DBS Fencing	1
Reliable Fencing	2
NAMS	3
Blackstone Services	4

Evaluation Criteria 2 - Tenderer's Safety Management Systems (20%)

Evidence of WHS management policies and practices was assessed from the tender submissions. The assessment for safety management was based on the tenderer's responses to a specific questionnaire included within the tender documentation.

Tenderers provided details of their safety management systems with the following ranking:

Tenderer	Ranking
DBS Fencing	1
NAMS	1
Reliable Fencing	3
*Blackstone Services	4

* Did not meet the City's minimum requirement for this criterion.

Evaluation Criteria 3 - Demonstrated relevant experience of tenderer and personnel performing the services and achievement of client expectations (25%)

The tenderer's relevant experience in demonstrating the achievement of meeting client expectations as presented in their tender submission were assessed in order to evaluate their capability to meet the requirements of the contract. Assessment of this criterion considered the tendering entity's credentials to fulfil the requirements of the contract. The assessment of this criterion has resulted in the following ranking:

Tenderer	Ranking
DBS fencing	1
Reliable Fencing	1
NAMS	3
Blackstone Services	4

Evaluation Criteria 4 - Demonstrated capacity to provide sufficient available resources to provide services and Methodology (20%)

The tenderer's resources as presented in their tender submission were assessed in order to evaluate their capacity to meet the requirements of the contract. Assessment of this criterion considered the tenderer's staff resources, vehicles, plant/equipment and workshop support to manage the contract. The assessment of this criterion has resulted in the following ranking:

Tenderer	Ranking
DBS fencing	1
NAMS	1
Reliable Fencing	1
Blackstone Services	4

Overall Qualitative Weighted Assessment and Ranking

Tenderer's submissions were reviewed in accordance with the Procurement and Evaluation Plan. The overall assessment of qualitative weighted criteria resulted in the following ranking:

Tenderer	Ranking
DBS Fencing	1
NACMS	2
Reliable Fencing	3
*Blackstone Services	4

*Blackstone Services did not City's minimum requirement for one of the mandatory criterion, therefore were not considered for further evaluation.

Pricing for the Goods/Services/Works Offered

An assessment was made to determine the ranking based on the schedule of rates provided with the tender documentation.

Based on the information provided, tenderers are ranked as follows:

Tenderer	Ranking
Reliable Fencing	1
NAMS	2
DBS Fencing	3

Relative Value for Money Assessment

The combined assessment of Price vs Qualitative Scores resulted in the following tender ranking (highest to lowest):

Tenderer	Ranking
Reliable Fencing	1
NAMS	2
DBS Fencing	3

Overall Assessment and Comment

The tender submission from Reliable Fencing satisfied the overall VFM assessment in accordance with the assessment criteria and weightings as detailed in the PEP and is therefore recommended as the successful tenderer.

Consultation

Internal engagement and collaboration with affected stakeholders occurred prior to tenders being advertised to ensure the specification and other contract provisions met administration requirements.

Broader community engagement is undertaken as required pending the site-specific details and extent of work.

Statutory Compliance

Tenders were invited in accordance with the requirements of Section 3.57 of the *Local Government Act 1995.* The tendering procedures and evaluation complied with the requirements of Part 4 of the *Local Government (Functions and General) Regulations 1996.*

Strategic Implications

The proposal aligns with the following objective with the Strategic Council Plan 2025-2035:

Goal 1 ~ A Safe City

Priority 1.3 Build safer paths and better ways to get around

Risk Appetite Statement

In pursuit of strategic objective goal 1, we will accept a Medium level of risk. The recent pandemic has challenged our previous event delivery, place activation and community connection processes, and the City accepts that meeting community expectations in a more restrictive environment needs flexibility and innovation if community connection is to develop and grow in contrast to social and individual isolation.

Enterprise Risk Management Considerations

Risk Title	**Risk Rating**
CO-007 Purchasing	Moderate
Accountability	**Action Planning Option**
Director Corporate Strategy and Performance	Manage

Risk Title	**Risk Rating**
CO-O08 Contract Management	Moderate
Accountability	**Action Planning Option**
Director Corporate Strategy and Performance	Manage

Risk Title	**Risk Rating**
CO-O17 Financial Management	Moderate
Accountability	**Action Planning Option**
Director Corporate Strategy and Performance	Manage

Risk Title	**Risk Rating**
CO-O23 Safety of Community	Moderate
Accountability	**Action Planning Option**
Director Community & Place	Manage

Financial and Performance Risk

Financial Risk

A financial risk assessment was undertaken by Equifax Australasia Credit Ratings Pty Ltd as part of the tender evaluation process (please refer to the Confidential Report for more information).

Performance Risk

Reliable Fencing has been a contracted supply and install service provider on several projects previously for the City of Wanneroo.

Independent reference check on the recommended tenderer were not undertaken as City officers have presented strongly favourable annual contract performance reports throughout the expired contract term.

Operational risk and mitigation will be addressed through the risk assessment process of the project management framework. Prior to the commencement of works, the appointed contractor will be required to complete the online safety induction with supplementary safety inductions to project sites when applicable throughout the contract. Ongoing auditing of the contractor's work practices during the works will be undertaken to ensure compliance with WHS requirements.

Policy Implications

Tenders were invited in accordance with the requirements of the City's Purchasing Policy.

Financial (Budget) Implications

Based on the tenderer's schedule of rates, the historic quantity, types of construction works carried out and the capital projects program, a calculation was made to determine the total annual estimated value of the works for the contract period. The contract estimate is predicted to approximate $2M over the initial three (3) year contract period and was derived from project funding allocations within the annual capital works budget and the annual operational budgets.
Pricing estimates are elevated to 11.1% above previous expiring rates. Considering the previous rates were fixed over a three (3) year period, the increase allows for the inflation rate over that period. On that basis, the rates are deemed as acceptable.

Recommendation:

That the CHIEF EXECUTIVE OFFICER, in accordance with Delegation 1.1.13 (Tenders for Goods and Services) of the Delegated Authority Register for the awarding of tenders ACCEPTS the tender submitted by Reliable Fencing Pty Ltd for Tender 25121, for the Supply and Installation of Fencing, as per the schedule of rates in the tender submission, subject to appropriate funding availability, for each of the financial years within the 3 year contract term.