



# **ADVANCE BASELAYER**

Proposal Outline for Enduro Protect Advance  
Baselayer Fully Managed Service

**ENDURO<sup>®</sup>**  
**PROTECT**

## Introduction

We are pleased to present a new scheme for your Organisation. You can now rent the Enduro Protect Advance Baselayer via a fully Managed Service option. This is designed to ensure the essential protection is provided for your personnel, while also achieving a budget-friendly, cost-effective and sustainable solution.

## Proposal summary

- **Contract term:** 6 years with 3 year extension.
- **Product refresh:** Automatic refresh of every Baselayer every 3 years.
- **One Off Upfront deposit only:** The deposit would be only equivalent to a 12 month 'down payment' per set.
- **Monthly managed service:** This would be an ongoing monthly cost to be fully inclusive of washing, tagging, and standard repairs.
- **End-of-term repurposing:** Returned sets to be repurposed via Enduro Protect and used for services in developing countries.

## Service offering

### 1. Fully managed service

Over the course of the 6-year contract, we will provide a comprehensive management service that includes:

- **Washing:** Regular professional cleaning to maintain hygiene and material integrity.
- **Tagging:** Each baselayer will be tagged for easy tracking and management, removing concerns regarding ongoing compliance with safety standards for individual firefighters.

### 2. Enhanced safety and compliance

To maintain the highest standards of protection, comfort, and performance, we will automatically refresh each baselayer set every 3 years. This means that your personnel will always be equipped with the latest and most effective protective gear, maintaining compliance with evolving safety standards.

### 3. Sustainability and ethical responsibility

**Every 3 years**, the returned baselayers are repurposed for developing countries, promoting sustainability and supporting global humanitarian efforts. This ethical approach can also enhance the fire authority's public image and align with broader social responsibility goals.

## Benefit realisation – Fully Managed Service model versus Supply-only model

### Cost efficiency and budget management

- **Spread costs:** This model allows your Organisation to spread costs over a minimum of 6 years, avoiding a significant upfront financial burden whilst providing access to the latest development in protective clothing.
- **Predictable expenses:** The monthly managed service cost provides a predictable, manageable expense that can be easily incorporated into annual budgets, ensuring financial planning is straightforward and transparent.
- **Maintenance and repairs:** The service includes regular washing, tagging, and standard repairs, which ensures the integrity and effectiveness of the baselayers are maintained over time, reducing the risk of failure.

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# Proposal Outline for Enduro Protect Advance Baselayer Fully Managed Service

## Operational convenience

- **Comprehensive management:** The fully managed nature of the service means that your Organisation does not need to allocate internal resources for the upkeep, tracking, or maintenance of the baselayers. This allows them to focus on their core mission of protecting the community.
- **Support and training:** Initial training and ongoing support ensure that personnel are knowledgeable about the proper use and care of the baselayers, enhancing the overall effectiveness and lifespan of the equipment.

## Improved asset tracking and management

- **Tagging system:** The inclusion of a tagging system for each baselayer set allows for efficient tracking and management, reducing the risk of loss or misuse. This system enhances accountability and ensures that all equipment is accounted for and properly maintained.
- **Customisation options:** The service includes options for customisation to meet specific needs of your Organisation, ensuring that the protective gear is perfectly suited to any unique operational requirements.

## The complete Ensemble

The managed service proposal, can be extended to include the Advance Flash Hood, Gloves and Socks.

## Conclusion

This fully managed fire protective baselayer service is designed to provide your Organisation with a reliable, cost-effective, and sustainable solution. By ensuring regular refreshes, professional maintenance, and ethical repurposing, we aim to support your service in protecting your personnel and contributing to global safety standards. We look forward to the opportunity to work with you and support your team's safety and efficiency.

## Laundry only

Item	Laundry Cost Per Garment
Flame Retardant Upper Layer	£1.45
Flame Retardant Long Johns	£1.45
Flame Retardant Balaclava	£1.35
One-off charge of 60p per item for barcoding	

Below are the prices to rent the lockers and collectors. Depending on each sites storage capabilities, if you choose to rent the lockers, each wearer will have a locker to place their items in. The collectors are there for all the dirty items to be placed in. The fully managed service charge is for the driver to place the clean garments away in each wearer's locker.

**Lockers and on-premises distribution**

Item	Quantity	Price Per Item Per Week	Total Cost Per Week
10 Bank Locker – Rent Only	TBC	£2.95	TBC
Garment Collector – Rent Only	TBC	£2.50	TBC
Driver Managed Service Per Locker	TBC	£0.85	TBC
		<b>TOTAL</b>	<b>£TBC</b>



The minimum charge per site is £78.00 per week.