



Request for Information

Auto-Salting and Gritting Solution



1 Request for Information (RFI)

We would like to notify you of an upcoming requirement, and by doing so we are keen to understand where the market stands in terms of our future requirements.

The contact person for this RFI is Ryan Mark, Procurement Category Manager at Lancashire County Council. Contact details,

- Telephone Number: 01772 539963
- Email Address: digitalprocurement@lancashire.gov.uk

Please note the following general conditions:

- This RFI will help us to refine the requirements and make key decisions for the next stage of the procurement process, including whether the Council continues via the Competitive Flexible Procedure.
- Nothing shall constitute a commitment to ordering and our intention is to undertake an Invitation to Tender to ascertain the most advantageous tender.
- Any and all costs associated with the production of such a response to a RFI must be borne by the potential service provider. We will not contribute in any way to meeting production costs of any response.
- Information contained within this document is confidential and must not be revealed to any third party without prior written consent from us.
- No down-selection of potential managed service providers will take place as a consequence of any responses or interactions relating to this RFI.
- We expect that all responses to this RFI will be provided by potential managed service providers in good faith to the best of their ability in the light of information available at the time of their response.
- No information provided by a potential service provider in response to this RFI will be carried forward, used or acknowledged in any way for the purpose of evaluating the potential managed service provider, in any subsequent formal procurement process.

Timetable

The following is indicative timetable for this RFI process

Dates	Activity
18 th February 2026	Publication of RFI
13 th March 2026	Deadline for RFI submissions
March 2026	RFI analysis
April 2026	Confirm next steps to RFI interested bidders



Questions and clarifications

- Interested service providers may raise questions or seek clarification regarding any aspect of this RFI document at any time prior to the Response Deadline. Questions must be submitted via the general contact point above.
- To ensure that all potential managed service providers have equal access to information regarding this Procurement, responses to questions raised by any potential service providers may be published in a questions and answers document, which will be available via email.
- Responses to questions will not identify the originator of the question nor any confidential aspects of the question that may also identify the originator.



2 Background

Lancashire County Council (LCC) is responsible for delivering winter service operations across the county's highway network in order to maintain safe network availability during periods of ice, snow and other adverse weather conditions. Winter salting and gritting operations are safety-critical, time-sensitive activities which must be delivered reliably, often under challenging conditions and outside normal working hours.

To support these operations, LCC currently utilises an in-vehicle winter service solution across its gritting fleet. This solution supports operational planning, in-cab guidance, automated salt spreading, and the capture of treatment data used for operational assurance and evidential purposes. Winter service activity is typically managed across multiple depots, with vehicles and drivers required to operate flexibly depending on prevailing weather conditions, resource availability and road network constraints.

As part of its ongoing approach to service planning and continuous improvement, LCC is reviewing the market for winter salting and gritting technology solutions. The Council wishes to understand current and emerging supplier capabilities, delivery models and innovations that could support effective winter service delivery now and in the future. This includes understanding how solutions support operational resilience, data quality, reporting, evidential assurance, connectivity challenges and out-of-hours support arrangements.

Accordingly, LCC is undertaking early market engagement through the publication of this Request for Information (RFI). The RFI is intended solely to gather information from the market and to inform the Council's thinking ahead of any potential future procurement activity. It is not a call for competition, does not form part of a tender exercise, and does not commit the Council to any subsequent procurement or commercial engagement.

Information gathered through this RFI will be used to:

- Develop an understanding of available solutions and delivery approaches
- Inform the scope, structure and requirements of any future tender documentation
- Identify potential risks, constraints and opportunities associated with implementation and transition
- Support internal planning, governance and approval processes



- Any future procurement, should the Council decide to proceed, would be advertised separately and conducted in accordance with relevant procurement legislation and the Council's Contract Standing Orders

LCC currently uses Exactrak on Econ gritting vehicles. The existing baseline capability includes:

- Route creation/management using Map-a-Route / Map-a-Route Cloud, including remote route creation and updates and the ability to upload routes to vehicles without manual attendance.
- In-cab route guidance to support drivers on gritting routes, aligned with the "any driver, any route" concept.
- Autosalting / automated spreading control integrated into route delivery.
- Salt usage recording and treated-route plotting linked to identifiers such as vehicle/time/location, with reporting outputs to analyse salt use and performance.
- Optional/available ecosystem features such as temperature monitoring and dynamic salting (adjusting spread based on live road temperature) where implemented.
- Optional integration concepts such as API connectivity and public-facing progress visibility.

Key message for suppliers: any potential future solution should provide like-for-like capability as a minimum, plus a clear explanation of added value and an achievable migration/transition approach from a live operational baseline.



3 High-Level Overview of the Proposed Requirement

Lancashire County Council is seeking to understand the market for winter salting and gritting solutions that support the safe, reliable and resilient delivery of winter service operations across the county's highway network.

At a high level, any future solution is expected to provide an integrated capability that supports the planning, execution, monitoring and assurance of winter salting activities. The Council is interested in understanding how contemporary solutions combine in-vehicle technology, software platforms and data services to enable operational flexibility, accurate treatment control and robust evidential reporting.

The scope of interest (expanded upon later) includes solutions that can support the full end-to-end winter service workflow, including (but not limited to):

- Operational planning and route management, including the creation, amendment and distribution of salting routes
- In-cab driver support, enabling drivers to safely and consistently follow designated routes and treatment instructions
- Automated spreading (autosalting) control, supporting accurate salt application aligned to operational settings and conditions
- Data capture and traceability, recording when, where and how treatment has been delivered
- Reporting and assurance, enabling LCC to review operational performance and provide evidence of treatment where required
- Resilience and support, ensuring continuity of service during periods of high demand, connectivity limitations or system disruption

LCC operates a dedicated gritting fleet from multiple depots and requires solutions that can operate effectively across this environment, including during overnight, weekend and severe weather operations. The Council is particularly interested in understanding how solutions support flexible use of vehicles and drivers, recognising that winter service operations must adapt rapidly to changing conditions.

Through this RFI, LCC is seeking information on how suppliers' solutions:

- Deliver like-for-like capability against commonly deployed winter salting system functions
- Provide additional value, efficiency or resilience beyond established baselines
- Scale to support a multi-depot fleet operation



- Manage data quality, availability and retention for operational and evidential purposes
- Can be implemented, supported and maintained in a live winter service environment



3 Scope of Interest

The following sections describe what LCC wants to understand from the market. They are phrased as capability areas and demo topics (not contractual requirements at this stage).

1. Vehicle compatibility (critical)

- Compatibility with Econ gritters is essential; suppliers must clearly state whether their solution supports Econ vehicles and typical winter maintenance in-vehicle controls.

2. Real-time data, identification and traceability

We want to understand how suppliers capture and associate time-stamped operational data, including:

- Time-stamped GPS position and vehicle movement data
- Vehicle identification (e.g., registration/fleet number) and the ability to attribute activity to a specific vehicle and (where relevant) operator/driver

3. Route creation, editing and network management

We are interested in route tools that allow:

- Creating routes against a background map by joining road sections and managing route variants
- Rapid amendment to routes (e.g., closures/diversions) and practical distribution/upload to vehicles

4. In-cab driver guidance and safe execution

We are interested in solutions that:

- Provide robust in-cab guidance so any driver can follow any route
- Clearly distinguish free travel vs treatment sections
- Minimise driver interaction and support safe operation in winter conditions

5. Automated spreading (autosalting) control and treatment evidence

We want to understand capabilities for:

- Automated spreading control (autosalting): how rates/settings are applied, verified, and recorded



- Evidence capture that supports traceability (e.g., spread rate and salt usage linked to time/location/vehicle)
- Handling and reporting of key winter operational states/events, including (for LCC):
- Plough state (up/down/floating) and where/when it is used
- Beacon on/off
- Salt blast function usage

6. Reporting, analytics and “proof of treatment”

We are interested in reporting that supports:

- Operational review (what happened, where, when, by which vehicle)
- Evidence outputs suitable for governance and claims/incident support

Examples of reporting of interest (not exhaustive):

- Route taken (actual vs planned), visual overlays and textual summaries
- Spread rate and salt usage along the route
- Plough, beacon, salt blast state/event reporting
- Control state changes (e.g., spreading control on/off)
- Road closure / re-route detection and reporting
- Efficiency metrics such as mileage and idling (where available)
- Reporting grouped by depot/operational unit

7. Technical Architecture & Delivery Model

We would like to understand the technical architecture and delivery model of your solution. In particular, we are seeking solutions that offer.

:

- A Software as a Service (SaaS) model with full segregation of customer data.
- Cross-platform compatibility, supporting all major web browsers and operating systems, including Windows, iOS, and Android.
- Industry-standard APIs (e.g., REST, JSON, XML) to enable seamless integration with existing Lancashire County Council (LCC) systems.
- Proven scalability to accommodate future growth in operational activity, fleet numbers, and data volumes.



8. Service Performance

We would like further information regarding the expected service performance of your solution, including:

- A clearly defined uptime/service availability commitment, with particular emphasis on out-of-hours winter service operations. Suppliers should provide relevant SLAs and evidence of historic performance.
- Details of your service desk provision, including access channels (web portal, email, telephone), hours of availability, and escalation pathways.

9. Data Hosting, Retention & Security

We are seeking clarity on your approach to data hosting, retention and security. Specifically:

- All data must be hosted and processed within the UK or EEA, ensuring full compliance with UK GDPR requirements.
- Encryption at rest and in transit, meeting minimum standards of AES-128 for stored data and TLS 1.3 for data in transit.
- A clear and robust approach to data retention, archiving, and secure deletion, including how evidential data will be preserved for legal and operational purposes.

10. Identity & Access Management

We would like to understand your approach to identity and access management, including:

- Support for Single Sign-On (SSO) using Lancashire County Council's identity provider.
- Support for multi-factor authentication (MFA) and strong password policy enforcement.

11. Cyber Security & Compliance

We are seeking solutions with strong cyber security controls and require information on your approach to security and compliance. Suppliers must:

- Hold relevant cyber security certifications, including (as a minimum):
 - Cyber Essentials or Cyber Essentials Plus



- ISO 27001 Information Security Management certification
- Provide details of threat detection, incident response processes and business continuity arrangements.

