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Planning

Dynamic Purchasing System - Commercial Partnerships

VisitBritain/VisitEngland

F01: Prior information notice

Prior information only

Notice identifier: 2023/S 000-009990

Procurement identifier (OCID): ocds-h6vhtk-03bcde

Published 5 April 2023, 2:55pm

Section I: Contracting authority

I.1) Name and addresses

VisitBritain/VisitEngland

3 Grosvenor Gardens, Victoria

London

SW1W 0BD

Contact

Procurement Team

Email

procurement@visitbritain.org

Country

United Kingdom

Region code

UKI3 - Inner London – West

Internet address(es)

Main address

www.visitbritain.org

Buyer's address

www.visitbritain.org

I.3) Communication

Additional information can be obtained from the above-mentioned address

Electronic communication requires the use of tools and devices that are not generally available. Unrestricted and full direct access to these tools and devices is possible, free of charge, at

<https://visitbritain.force.com/s/Welcome>

I.4) Type of the contracting authority

Body governed by public law

I.5) Main activity

Other activity

Tourism

Section II: Object

II.1) Scope of the procurement

II.1.1) Title

Dynamic Purchasing System - Commercial Partnerships

Reference number

BTA1650

II.1.2) Main CPV code

- 75125000 - Administrative services related to tourism affairs

II.1.3) Type of contract

Services

II.1.4) Short description

VisitBritain's (VB) Commercial Partnerships Team has the responsibility for creating commercial partnerships between VB and third party suppliers (or partners) for mutual benefit. In these commercial partnerships, the association of both brands generates a specific financial, or other advantage, which is applied for the benefit of both parties.

In some cases, VB will match the funding provided by the third party supplier (partner) to enhance the scope of the commercial arrangement, which results in added value benefits for all. The Commercial Partnerships Team has used Dynamic Partner Register (DPR) to manage and award agreements to third party suppliers (partners).

VB are now seeking to replace the DPR established in 2015 with a new Dynamic Purchasing System (DPS) for Commercial Partnerships, and is interested in receiving expressions of interest from the market through this PIN process.

II.1.5) Estimated total value

Value excluding VAT: £16,000,000

II.1.6) Information about lots

This contract is divided into lots: Yes

II.2) Description

II.2.1) Title

Intermediaries - (OTA's, DMCs, Metasearch, Tour Op' & Wholesalers

Lot No

2

II.2.2) Additional CPV code(s)

- 75125000 - Administrative services related to tourism affairs

II.2.3) Place of performance

NUTS codes

- UK - United Kingdom

Main site or place of performance

UK

II.2.4) Description of the procurement

Intermediaries including Online Travel Agencies (OTA's), Destination Management Companies (DMCs), Metasearch, Tour Operators and Wholesalers. These providers allow the end user to be able to search / book tickets, packaged holidays & tours for Britain. This can be direct to consumer (B2C) or via business channels (B2B).

II.2) Description

II.2.1) Title

Product (attractions, experiences, airports)

Lot No

4

II.2.2) Additional CPV code(s)

- 75125000 - Administrative services related to tourism affairs

II.2.3) Place of performance

NUTS codes

- UK - United Kingdom

Main site or place of performance

UK

II.2.4) Description of the procurement

Facilities or services; natural, cultural or manmade attractions, facilities, activity's or services that support British holidays.

II.2) Description

II.2.1) Title

Accommodation

Lot No

3

II.2.2) Additional CPV code(s)

- 75125000 - Administrative services related to tourism affairs

II.2.3) Place of performance

NUTS codes

- UK - United Kingdom

Main site or place of performance

UK

II.2.4) Description of the procurement

Offers overnight accommodation for holidays in Britain, e.g. hotels, holiday homes, B&B's,

campsites & hostels.

II.2) Description

II.2.1) Title

Brands

Lot No

5

II.2.2) Additional CPV code(s)

- 75125000 - Administrative services related to tourism affairs

II.2.3) Place of performance

NUTS codes

- UK - United Kingdom

Main site or place of performance

UK

II.2.4) Description of the procurement

Any brand (outside of tourism) where it might be mutually beneficial to partner. For example, the brand has a strong link to Britain, and audiences strongly align.

II.2) Description

II.2.1) Title

Carriers (Airlines, Ferries, Trains, Roads)

Lot No

Lot 1

II.2.2) Additional CPV code(s)

- 75125000 - Administrative services related to tourism affairs

II.2.3) Place of performance

NUTS codes

- UK - United Kingdom

Main site or place of performance

UK

II.2.4) Description of the procurement

Providing transport options to facilitate travel to and throughout Britain.

II.3) Estimated date of publication of contract notice

30 May 2023

Section IV. Procedure

IV.1) Description

IV.1.8) Information about the Government Procurement Agreement (GPA)

The procurement is covered by the Government Procurement Agreement: No

Section VI. Complementary information

VI.3) Additional information

VB is proposing to establish a Dynamic Purchasing System (DPS) for a period of 48 months. This DPS will be procured under the Light Touch Regime (LTR), and will subject to limited regulations, in accordance with Regulations 74-76 PCR2015.

It is proposed that supplier registration for the DPS through the publication of Contract Notice will commence in May 2023 / June 2023, with the DPS operating for a two (2) year term.

The purpose of this PIN is to provide information to potential partners regarding the proposed Lot structure for the Commercial Partnerships DPS. Accordingly, VB proposes the following five (5) Lots:

- Lot 1 – Carriers (Airlines, Ferries, Trains, Roads)
- Lot 2 – Intermediaries (OTAs, DMCs, Metsearch, Tour Op', wholesalers
- Lot 3 – Accommodation
- Lot 4 – Product (attractions, experiences, airports)
- Lot 5 – Brands

VB proposes that across 5 Lots, a maximum of up to £4m is available annually from VB to be matched in this way by suppliers on the DPS i.e. the annual total contribution from all suppliers across all Lots will be up to £4m.

Interested suppliers should note that the amount of VB's contribution is dependent on annual internal and any applicable governmental spend control approvals.

If you have recently registered on the Atamis eProcurement portal for another VisitBritain requirement, you can use the same account. If not, you will first need to register your organisation on the portal.

To register, you will need to:

1. Go to the URL: <https://visitbritain.force.com/s/Welcome>
2. Select 'Click here to register!'
3. Read and agree to the portal user agreement
4. Complete the registration form, providing information including:
 - The full legal name of your organisation,
 - Your company registration number,
 - Your DUNS number-a unique nine-digit number provided to organisations free of charge by Dun & Bradstreet.
 - Whether your organisation is a Small –Medium Sized Enterprise (SME)
 - User and contact details.

Once you have registered on the Atamis eProcurement system, you will be able to express your interest in this process.

To participate in this PIN process, suppliers should complete and return the PIN Market Testing Questionnaire no later than: 12noon on Tuesday 25 April 2023.