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Tender

## **Provision and Supply of Fresh Meat Fruit and Vegetables**

CalMac Ferries Limited

F02: Contract notice

Notice identifier: 2023/S 000-002828

Procurement identifier (OCID): ocds-h6vhtk-03a135

Published 30 January 2023, 4:18pm

### **Section I: Contracting authority**

#### **I.1) Name and addresses**

CalMac Ferries Limited

Ferry Terminal

Gourock

PA19 1QP

#### **Contact**

Stuart McMaster

#### **Email**

[stuart.mcmaster@calmac.co.uk](mailto:stuart.mcmaster@calmac.co.uk)

#### **Telephone**

+44 01475650387

#### **Country**

United Kingdom

**NUTS code**

UKM - Scotland

**Internet address(es)**

Main address

<http://www.calmac.co.uk>

Buyer's address

[https://www.publiccontractsscotland.gov.uk/search/Search\\_AuthProfile.aspx?ID=AA10923](https://www.publiccontractsscotland.gov.uk/search/Search_AuthProfile.aspx?ID=AA10923)

**I.2) Information about joint procurement**

The contract is awarded by a central purchasing body

**I.3) Communication**

The procurement documents are available for unrestricted and full direct access, free of charge, at

<https://www.publictendersscotland.publiccontractsscotland.gov.uk>

Additional information can be obtained from the above-mentioned address

Tenders or requests to participate must be submitted electronically via

<https://www.publictendersscotland.publiccontractsscotland.gov.uk>

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://www.publictendersscotland.publiccontractsscotland.gov.uk>

**I.4) Type of the contracting authority**

Body governed by public law

## **I.5) Main activity**

Other activity

Ferry Operator

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## **Section II: Object**

### **II.1) Scope of the procurement**

#### **II.1.1) Title**

Provision and Supply of Fresh Meat Fruit and Vegetables

Reference number

CSCO22-531

#### **II.1.2) Main CPV code**

- 15000000 - Food, beverages, tobacco and related products

#### **II.1.3) Type of contract**

Supplies

#### **II.1.4) Short description**

CalMac Ferries Ltd has a requirement for a single supplier of all fresh meat, fruit, and vegetable products for the major vessels throughout the network to support provision of a strong retail offering for passengers and also to cover crew feeding and welfare needs. The successful Tenderer would be required to deliver ordered products to various port locations several times per week in line with vessel schedules to allow catering staff to fulfil all onboard needs.

#### **II.1.5) Estimated total value**

Value excluding VAT: £3,290,412

#### **II.1.6) Information about lots**

This contract is divided into lots: No

## **II.2) Description**

### **II.2.2) Additional CPV code(s)**

- 15100000 - Animal products, meat and meat products
- 03220000 - Vegetables, fruits and nuts
- 03200000 - Cereals, potatoes, vegetables, fruits and nuts

### **II.2.3) Place of performance**

NUTS codes

- UKM - Scotland
- UKD7 - Merseyside
- UKM6 - Highlands and Islands
- UKM63 - Lochaber, Skye & Lochalsh, Arran & Cumbrae and Argyll & Bute
- UKM64 - Na h-Eileanan Siar (Western Isles)
- UKM83 - Inverclyde, East Renfrewshire and Renfrewshire

### **II.2.4) Description of the procurement**

CalMac Ferries Ltd has a requirement for a single supplier of all fresh meat, fruit, and vegetable products for the major vessels throughout the network to support provision of a strong retail offering for passengers and also to cover crew feeding and welfare needs. The successful Tenderer would be required to deliver ordered products to various port locations several times per week in line with vessel schedules to allow catering staff to fulfil all onboard needs.

### **II.2.5) Award criteria**

Quality criterion - Name: Quality/Technical / Weighting: 40

Price - Weighting: 60

### **II.2.7) Duration of the contract, framework agreement or dynamic purchasing system**

Duration in months

24

This contract is subject to renewal

Yes

Description of renewals

Two 12 month extension options.

**II.2.9) Information about the limits on the number of candidates to be invited**

Envisaged number of candidates: 3

Objective criteria for choosing the limited number of candidates:

This Procurement will be conducted through the use of the Competitive Procedure with Negotiation(CPN). All queries about this procurement must be made via the PCS-Tender messaging system.

The process to be applied will be:

- Statements including the specific requirements can be found within Section III.1.2 and III.1.3 of the Contract Notice.
- Economic Operator must pass the minimum standards sections of the SPD (Scotland).

Qualification Envelope: Part 3, Section A, B, C, D will be scored on a pass/fail basis and Part 4 Section C shall be weighted questions (Q1 to Q3 inclusive). If any question subject to 'pass/fail' scoring be scored 'fail' the entire submission may be set aside and take no further

part in the competition.

Technical Envelope: Part 4 Section C of the SPD (Scotland) will be scored in the following way:

0 - Unacceptable. Nil or inadequate response. Fails to demonstrate previous experience/capacity/capability relevant to this criterion.

25 - Poor. Response is partially relevant but generally poor. The response shows some elements of relevance to the criterion but contains insufficient/limited detail or explanation to demonstrate previous relevant experience/ capacity/capability.

50 - Acceptable. Response is relevant and acceptable. The response demonstrates broad previous experience, knowledge and skills/capacity/capability but may lack in some aspects of similarity e.g. previous experience, knowledge or skills may not be of a similar nature.

75 - Good. Response is relevant and good. The response is sufficiently detailed to demonstrate a good amount of experience, knowledge or skills/capacity/capability relevant to providing similar services to similar clients.

100 - Excellent. Response is completely relevant and excellent overall. The response is comprehensive, unambiguous and demonstrates thorough experience, knowledge or skills/capacity/capability relevant to providing similar services to similar clients.

The responses to the questions of Section III.1.3 of the Contract Notice will be weighted the following way: Please see SPD (Scotland)

Question 4C Technical and Professional Ability.

CFL will take a minimum of three highest scoring bidders through and they will be invited to submit a tender.

**II.2.10) Information about variants**

Variants will be accepted: No

**II.2.11) Information about options**

Options: No

**II.2.13) Information about European Union Funds**

The procurement is related to a project and/or programme financed by European Union funds: No

**II.2.14) Additional information**

Economic operators may be excluded from this competition if they are in any of the situations referred to in regulation 58 of the Public Contracts (Scotland) Regulations 2015.

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## **Section III. Legal, economic, financial and technical information**

### **III.1) Conditions for participation**

#### **III.1.1) Suitability to pursue the professional activity, including requirements relating to enrolment on professional or trade registers**

List and brief description of conditions

Economic Operators will be evaluated in accordance with the Public Contracts (Scotland) Regulations 2015 on the basis of information provided within the SPD (Scotland).

#### **III.1.2) Economic and financial standing**

List and brief description of selection criteria

Please refer to these statements when completing section 4B of the SPD (Scotland)

Statement for 4B - Economic operators shall be required to satisfy minimum standards of economic and financial standing. These are described below:

Bidders must provide their ("general") yearly turnover for the last three financial years.

Bidders must provide their ("specific") yearly turnover for the last three financial years.

Please note that minimum required turnover per year should be 1.64 Million GBP.

Minimum level(s) of standards possibly required

Economic Operators must confirm they already have or can commit to obtain, prior to the commencement the following levels of insurance:

Professional Risk Indemnity: 5 Million GBP

Employer's (Compulsory) Liability: 5 Million GBP

Public Liability: 5 Million GBP

Product Liability: 5 Million GBP

#### **III.1.3) Technical and professional ability**

List and brief description of selection criteria

Technical or Professional Ability Part 4C.

CFL requires that Tenderers are able to demonstrate via previous examples that a range of goods and services have been provided in the past to other organisations with similar requirements.

Tenderers should note that evidence of meeting these criteria is expected in the response to each question.

The scored questions are as follows:

Q1 (30%) - Tenderers should demonstrate experience of using an online/EDI/web-based product ordering system including quick catalogue and pricing amendment features and paperless delivery note / invoice creation?

Q2 (30%) - Tenderers should demonstrate examples of servicing multiple locations throughout the West Coast of Scotland and being able to provide a next working day delivery service for chilled, short shelf life products?

Q3 (40%) - Tenderers should demonstrate examples of using locally sourced/Scottish produce where possible and show reactivity to innovation/NPD briefs?

Minimum level(s) of standards possibly required

Qualification Envelope: Part 3, Section A, B, C, D will be scored on a pass/fail basis and Part 4 Section C will be scored in line with the weighting shown above for Q1 to Q3 inclusive. If any question subject to 'pass/fail' scoring be scored 'fail' the entire submission may be set aside and take no further part in the competition.

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## **Section IV. Procedure**

### **IV.1) Description**

#### **IV.1.1) Type of procedure**

Competitive procedure with negotiation

#### **IV.1.3) Information about a framework agreement or a dynamic purchasing system**

The procurement involves the establishment of a framework agreement

Framework agreement with a single operator

#### **IV.1.4) Information about reduction of the number of solutions or tenders during negotiation or dialogue**

Recourse to staged procedure to gradually reduce the number of solutions to be discussed or tenders to be negotiated

**IV.1.5) Information about negotiation**

The contracting authority reserves the right to award the contract on the basis of the initial tenders without conducting negotiations

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

The procurement is covered by the Government Procurement Agreement: Yes

**IV.2) Administrative information**

**IV.2.1) Previous publication concerning this procedure**

Notice number: [2019/S 172-419478](#)

**IV.2.2) Time limit for receipt of tenders or requests to participate**

Date

1 March 2023

Local time

12:00pm

**IV.2.3) Estimated date of dispatch of invitations to tender or to participate to selected candidates**

13 March 2023

**IV.2.4) Languages in which tenders or requests to participate may be submitted**

English

**IV.2.6) Minimum time frame during which the tenderer must maintain the tender**

Duration in months: 4 (from the date stated for receipt of tender)

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## **Section VI. Complementary information**

### **VI.1) Information about recurrence**

This is a recurrent procurement: Yes

Estimated timing for further notices to be published: January 2027

### **VI.2) Information about electronic workflows**

Electronic ordering will be used

Electronic invoicing will be accepted

Electronic payment will be used

### **VI.3) Additional information**

CFL's Conditions of Contract will be published with the ITT document.

Economic Operators should note that the conditions of the procurement include (but are not limited to) the following:

-The eligibility requirements in this Contract Notice will apply to the procurement at all times. Economic Operators may be excluded from

this competition if the Economic Operator no longer meets the selection criteria set out in the Contract Notice at any stage during the competition and/or there is a change in identity, control, financial standing or other factor impacting on the selection process affecting the Economic Operator;

-CFL is subject to the requirements of the Freedom of Information (Scotland) Act 2002 and the Environmental Information (Scotland)

Regulations 2004. Accordingly, all information submitted to CFL may need to be disclosed and/or published by it in response to a request

under FOISA or the EIRs; and

-Economic Operators will remain responsible for all costs and expenses incurred by them in connection. CFL will not be liable to

reimburse or compensate any costs incurred in connection with an Economic Operator's

participation in this competition, including any costs or other liability in respect of the cancellation of the process.

The award criteria questions and weightings will be published in the ITT. Tenderers will be expected to demonstrate capability.

CFL reserves the right not to award a contract pursuant to this procurement and to cancel the procurement at any point without liability.

Tenderers should note that CFL intends to ask questions at the ITT stage, these questions form a small part within a broader question base.

These ITT questions shall be grouped as either belonging to mandatory Pass/Fail type questions or questions which shall be scored and weighted.

Where a supplier has been assessed to have failed a Pass/Fail question their tender submission shall be deemed non-compliant and excluded from that point forward within the ITT process.

Questions in the ITT will be scored using the following methodology:

100- Excellent. Response is completely relevant and excellent overall. The response is comprehensive, unambiguous and demonstrates thorough experience, knowledge or skills/capacity/capability relevant to providing similar services to similar clients.

75 - Good. Response is relevant and good. The response is sufficiently detailed to demonstrate a good amount of experience, knowledge or skills/capacity/capability relevant to providing similar services to similar clients.

50 - Acceptable. Response is relevant and acceptable. The response demonstrates broad previous experience, knowledge and skills/capacity/capability but may lack in some aspects of similarity e.g. previous experience, knowledge or skills may not be of a similar nature.

25 - Poor. Response is partially relevant but generally poor. The response shows some elements of relevance to the criterion but contains insufficient/limited detail or explanation

to demonstrate previous relevant experience/ capacity/capability.

0 - Unacceptable. Nil or inadequate response. Fails to demonstrate previous experience/capacity/capability relevant to this criterion.

Award Criteria questions can be found in the ITT together with the weightings.

COMPETITIVE PROCEDURE WITH NEGOTIATION EXPLANATION -Competitive Procedure with Negotiation (CPN) this is a two-stage procedure run in a similar way to a Restricted procedure. This requires interested parties to complete a pre-qualification stage by submitting a Single Procurement Document (SPD) before being invited to submit a tender. This down selection process allows CFL to limit the number of parties receiving the full tender and moving forward to the negotiation phase(s).

The buyer is using PCS-Tender to conduct this PQQ exercise. The Project code is 23382. For more information see:

<http://www.publiccontractsscotland.gov.uk/info/InfoCentre.aspx?ID=2343>

(SC Ref:720364)

## **VI.4) Procedures for review**

### **VI.4.1) Review body**

Greenock Sheriff Court

1 Nelson Street

Greenock

PA15 1TR

Telephone

+44 1475787073

Country

United Kingdom