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Tender

## **Christmas Illuminated Forest Trail Event 2021**

Forestry Commission

F02: Contract notice

Notice identifier: 2021/S 000-003042

Procurement identifier (OCID): ocids-h6vhtk-029349

Published 15 February 2021, 4:24pm

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

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

Forestry Commission

620 Coldharbour Lane

Bristol

BS16 1EJ

#### **Email**

[arran.price@forestryengland.uk](mailto:arran.price@forestryengland.uk)

#### **Telephone**

+44 3000674000

#### **Country**

United Kingdom

#### **NUTS code**

UKD6 - Cheshire

**Internet address(es)**

Main address

<https://www.forestryengland.uk/>

**I.3) Communication**

Access to the procurement documents is restricted. Further information can be obtained at

<https://www.delta-esourcing.com>

Additional information can be obtained from the above-mentioned address

Tenders or requests to participate must be submitted electronically via

<https://www.delta-esourcing.com>

Tenders or requests to participate must be submitted to 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://www.delta-esourcing.com>

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

Ministry or any other national or federal authority

**I.5) Main activity**

Other activity

Forestry

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## **Section II: Object**

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

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

Christmas Illuminated Forest Trail Event 2021

Reference number

FEE/0783

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

- 92000000 - Recreational, cultural and sporting services

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

Services

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

Forestry England are looking to award a long term contract to appoint a Principal Event Contractor who will work with us to form a joint collaborative partnership to successfully deliver our Delamere Winter Illuminated Light Trail in November / December 2021. With further opportunity for expansion to other Forestry England sites in future years.

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

Value excluding VAT: £15,300,000

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

This contract is divided into lots: No

### **II.2) Description**

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

NUTS codes

- UKD6 - Cheshire

Main site or place of performance

Cheshire

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

The requirement is to deliver an illuminated light experience where ticket holders complete an approximate 1-mile trail around our forest, after dark. The visitor experience will be brought to life by inspirational lighting and production installations that stimulate a memorable sensory experience with appropriate festive touches.

The event must be designed to appeal to a wide audience demographic, provide value for money, be family friendly and supply the necessary elements of a high-quality event experience in regard to entertainment, and facilities provided.

The event programme is set to run in November / December 2021 for an estimated 20 – 25 night performance run. This provisional event schedule is our current estimation and will be subject to change based on recommendations by the Principal Contractor upon contract award, as well as subject to customer ticket demand.

The Principal Event Contractor will act as the Co-promoter for this event. We require the contractor to have a proven track record of delivering a high standard of production and creativity values, and a history of successfully marketing and selling tickets to an event of this nature and scale.

This partnership will be formed sharing both the risk and financial reward on an equal 50%/50% basis.

We are looking to secure this contract over a 7 year duration to allow for expansion ambitions that includes more than one site across our wider estate, subject to a successful year 1 pilot. The expansion plan may be activated as early as year 2 (2022), pending the success of Delamere in the maiden year of this contract (2021).

Expansion opportunities would be at other Forestry England locations, that are mutually agreeable between both partners, within the life span of the contract duration. We envisage a potential 3 x site expansion plan over the duration of the contract in years 2, 4 and 7.

The Minimum required outcomes we expect from this contract are as follows:

- 1) A minimum expectation of running the event at a neutral cost in the first year
- 2) Maximise Wow factor for our customer
- 3) Deliver a successful event that has obvious potential to grow and scale
- 4) Deliver a socially, financially and environmentally sustainable event model

5) Show case our Forestry England estate

6) Increase our CRM database

A fully detailed Specification will be published as part of the full ITT documents.

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

Price is not the only award criterion and all criteria are stated only in the procurement documents

#### **II.2.6) Estimated value**

Value excluding VAT: £15,300,000

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

Duration in months

84

This contract is subject to renewal

No

#### **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**

To respond to this opportunity please click here: <https://www.delta-esourcing.com/respond/FV7TM3GX87>

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

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

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

Selection criteria as stated in the procurement documents

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

Selection criteria as stated in the procurement documents

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## **Section IV. Procedure**

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

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

Restricted procedure

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

Date

17 March 2021

Local time

5:00pm

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

23 March 2021

#### **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: 3 (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: No

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

The contracting authority considers that this contract may be suitable for economic operators that are small or medium enterprises (SMEs). However, any selection of tenderers will be based solely on the criteria set out for the procurement.

For more information about this opportunity, please visit the Delta eSourcing portal at:

<https://www.delta-esourcing.com/tenders/UK-UK-Bristol:-Recreational%2C-cultural-and-sporting-services./FV7TM3GX87>

To respond to this opportunity, please click here:

<https://www.delta-esourcing.com/respond/FV7TM3GX87>

GO Reference: GO-2021215-PRO-17793758

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

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

Forestry Commission

620 Coldharbour Lane, Winterbourne

Bristol

BS16 1EJ

Telephone

+44 3000676400

Country

United Kingdom