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Tender

## **The Supply and Delivery Of Corporate Uniforms & PPE**

CalMac Ferries Limited

F02: Contract notice

Notice identifier: 2022/S 000-004173

Procurement identifier (OCID): ocids-h6vhtk-0316e9

Published 14 February 2022, 4:05pm

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

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

CalMac Ferries Limited

Calmac Ferries Ltd

Gourock

PA19 1QP

#### **Contact**

Mike Belton

#### **Email**

[mike.belton@calmac.co.uk](mailto:mike.belton@calmac.co.uk)

#### **Telephone**

+44 01475650138

#### **Country**

United Kingdom

**NUTS code**

UKM83 - Inverclyde, East Renfrewshire and Renfrewshire

**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

Transport - Ferry Operator

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## **Section II: Object**

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

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

The Supply and Delivery Of Corporate Uniforms & PPE

Reference number

CSOP21-486

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

- 18222000 - Corporate clothing

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

Supplies

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

The strategic objective is to enter into a new supply agreement with a suitably qualified supplier capable of supporting CalMac with the delivery of uniforms and PPE, which meet or exceed our current specifications.

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

Value excluding VAT: £1,800,000

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

This contract is divided into lots: No

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

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

- 18000000 - Clothing, footwear, luggage articles and accessories
- 18100000 - Occupational clothing, special workwear and accessories
- 18110000 - Occupational clothing
- 18113000 - Industrial clothing
- 18220000 - Weatherproof clothing
- 18221000 - Waterproof clothing
- 18222000 - Corporate clothing
- 18224000 - Clothing made of coated or impregnated textile fabrics
- 18400000 - Special clothing and accessories

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

NUTS codes

- UKM83 - Inverclyde, East Renfrewshire and Renfrewshire

Main site or place of performance

All CalMac operational locations on the west coast of Scotland

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

CalMac Ferries Limited (CFL) is one of the largest transport operators in Scotland, operating 33 ferries and 53 ports, harbours and slipways on behalf of the Scottish Government under the Clyde and Hebrides Ferry Services (CHFS) contract.

Although this Tender opportunity covers PPE, in the context of this exercise, disposable PPE is not covered and therefore deals specifically with reusable PPE retained by staff for use in their day to day activities. Examples of this type of PPE include steel and composite toe protection, wet weather gear, hard hats etc. Additionally, the contract covers uniform items such as trousers, skirts, shirts and blouses, etc. As a ferry operator there is a requirement for merchant navy dress uniform and merchant navy dress accessories.

Contract

The contract for this service will be let for an initial three-year duration with the option to extend for up to an additional 12 months at CFL's option. It is intended that the contract could be applied for the benefit of CFL's parent company, David MacBrayne Limited

(DML), DML subsidiaries or any other entities formed by DML.

**II.2.5) Award criteria**

Quality criterion - Name: Quality / Weighting: 40

Price - Weighting: 60

**II.2.6) Estimated value**

Value excluding VAT: £1,800,000

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

Duration in months

36

This contract is subject to renewal

Yes

Description of renewals

An option to extend for up to an additional 12 months

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

Envisaged number of candidates: 4

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 ESPD (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 Q6 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 ESPD (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 ESPD (Scotland)

Question 4C Technical and Professional Ability.

We will take the top four highest scoring bidders through to the next stage 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: Yes

Description of options

During the ITT stage, Bidders may suggest added value features for discussion during negotiation. Any additional features deemed to enhance the offer shall be subject to the evaluation criteria following the call for final offers.

#### **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. CFL reserves the right to award additional services in accordance with regulation 33(8) 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 ESPD.

#### **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:

NB. Ratios shall be based upon the latest available published accounts

1- Return on Capital Employed: must be at a ratio greater than "0"

2- Acid Test (Current Ratio): Current Ratio must be greater than "1"

3- Gearing: Gearing must be a figure of less than 100%

4- Interest Coverage: Interest Coverage must be a figure of 2 or above

Bidders must provide their ("general") yearly turnover for the last 3 financial years.

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:

- Employers liability - statutory minimum 5m GBP, each and every claim.
- Public liability insurance including cover for loss/damage to third party property and third party injury with a minimum 5m GBP per event with no annual aggregate. There must be no marine exclusions in the policy.

- Products liability with a minimum limit of 2m GBP with no annual aggregate. There must be no marine exclusions and a completed operations extension.

The bidder should purchase any other insurance cover as necessary, taking into account the terms and conditions of this contract.

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

List and brief description of selection criteria

Technical or Professional Ability Part 4C.

CFL requires that you 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.

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

The scored questions are as follows:

Q1 = 15% - Please describe, using as many customer examples as necessary, that your organisation has previously and successfully deployed uniform and PPE garments across a wide geographic area where distribution links have been challenging. Your response must include as a minimum the following information.

Q2 = 25% - Please describe where your organisation has provided garments for use in a marine environment. Your response must include as a minimum the following information.

Q3 = 20% - Please provide details of how you have worked with your customers to help transform the garment offering. Your response must include as a minimum the following information.

Q4 = 10% - Please provide details where you have traded with a customer electronically without the need to manually input purchase orders into your systems. Your response must include as a minimum the following information.

Q5 = 15%- Please provide details where you have operated a garment return scheme. Your response must include as a minimum the following information.

Q6 - Please describe any past innovations you have made to improve the end user experience. Your response must include as a minimum the following information.

NB. The questions above contain additional sub-criteria, full details can be found within

the SPD on Public Contracts Tenders.

Please note that for a good score to be provided to your organisation for these questions, CalMac will require your response to be in an essay format and include as a minimum a response to each of the minimum information requests (sub-criteria) as detailed under each question in the SPD. You are advised to read the scoring criteria as listed in the contract notice which explains how CalMac evaluators will undertake the scoring exercise. As each question contains minimal information requirements, respondents should consider these to be sub-criteria of equal weighting (e.g. the sub criteria for question 1 is equal too: a @ 25%; b @ 25%; c @ 25%; d @ 25%). All other questions sub-criteria will also attract equal weighting appropriate to the number of sub-criteria questions being asked.

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 Q6 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.

Statement for question 4C - Client References

The four highest scoring tenderers who are nominated to progress to the Invitation to Tender stage (ITT) may have their references taken up by CalMac Ferries limited. The object of this exercise is the validation of the information presented during the ESPD process. If your reference(s) do not reflect your responses to our questions, CalMac reserves the right to exclude the bidders organisation from the SPD & Tender process.

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## **Section IV. Procedure**

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

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

Competitive procedure with negotiation

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

Date

21 March 2022

Local time

12:00pm

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

8 April 2022

**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: Yes

Estimated timing for further notices to be published: January 2026

### **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 reserves the right to Down Select to two Bidders once the first submission within the ITT has been scored with only the two highest scoring Tenderers being invited to negotiate.

“CFL’s general conditions of the procurement will be published in the ITT. In the meantime, 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. Bidders 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.

Award criteria scoring will be the following:

0 Unacceptable; 25 Poor; 50 Acceptable; 75 Good; 100 Excellent. Full definitions of the scoring are provided in the ITT.

Bidders 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.

The buyer is using PCS-Tender to conduct this PQQ exercise. The Project code is 20728. For more information see:

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

(SC Ref:682770)

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

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

Greenock Sheriff Court

1 Nelson St

Greenock

PA15 1TR

Telephone

+44 1475787073

Country

United Kingdom

