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Tender

Provision of Railway Estates Management Services: Retail, Commercial and Occupations

First Trenitalia West Coast Rail Limited
First MTR South Western Trains Limited
First Greater Western Railway Limited
First TransPennine Express Limited

F05: Contract notice – utilities

Notice identifier: 2022/S 000-004285

Procurement identifier (OCID): ocids-h6vhtk-031759

Published 15 February 2022, 2:12pm

Section I: Contracting entity

I.1) Name and addresses

First Trenitalia West Coast Rail Limited

8th Floor The Point, 37 North Wharf Road

London

W2 1AF

Contact

Sabrina Hollingum

Email

sabrina.hollingum@firstrail.com

Country

United Kingdom

NUTS code

UKI32 - Westminster

Internet address(es)

Main address

<https://www.avantiwestcoast.co.uk/>

I.1) Name and addresses

First MTR South Western Trains Limited

8th Floor The Point, 37 North Wharf Road

London

W2 1AF

Contact

Sabrina Hollingum

Email

sabrina.hollingum@firstrail.com

Country

United Kingdom

NUTS code

UKI - London

Internet address(es)

Main address

<https://www.southwesternrailway.com/>

I.1) Name and addresses

First Greater Western Railway Limited

Milford House, 1 Milford St

Swindon

SN1 1HL

Contact

Sabrina Hollingum

Email

sabrina.hollingum@firstrail.com

Country

United Kingdom

NUTS code

UKK - South West (England)

Internet address(es)

Main address

<https://www.gwr.com/>

I.1) Name and addresses

First TransPennine Express Limited

8th Floor The Point, 37 North Wharf Road

London

W2 1AF

Contact

Sabrina Hollingum

Email

sabrina.hollingum@firstrail.com

Country

United Kingdom

NUTS code

UKI - London

Internet address(es)

Main address

<https://www.tpexpress.co.uk/>

I.2) Information about joint procurement

The contract involves 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

<http://redirect.transaxions.com/events/JGka4>

Additional information can be obtained from the above-mentioned address

Tenders or requests to participate must be submitted electronically via

<http://redirect.transaxions.com/events/JGka4>

I.6) Main activity

Railway services

Section II: Object

II.1) Scope of the procurement

II.1.1) Title

Provision of Railway Estates Management Services: Retail, Commercial and Occupations

Reference number

FG001460

II.1.2) Main CPV code

- 70000000 - Real estate services

II.1.3) Type of contract

Services

II.1.4) Short description

FirstRail Holdings (FRH) is looking to appoint an experienced RICS rail estate management consultancy to drive and deliver both higher rental income returns by increasing the rent roll and substantial customer service improvements through capital and tenant investment. Our built stations estate (which encompasses all property within our Leases including station buildings, car parks and other land and property.)

The scope of this requirement covers the provision of an estate management services provider for Great Western Railway, South Western Railway and Avanti West Coast and TransPennine Express Train Operating Contracts (TOCs). Please note that First Transpennine Express (TPE) is included within this tender as an optional "add on", however there is no guarantee that this TOC will be included in the final contract award. FRH reserve the right to include TPE and the associated service offering from the successful bidder at any point or not at all over the duration of the contract term utilising this tendering process.

II.1.5) Estimated total value

Value excluding VAT: £3,100,000

II.1.6) Information about lots

This contract is divided into lots: No

II.2) Description

II.2.3) Place of performance

NUTS codes

- UK - United Kingdom

II.2.4) Description of the procurement

FirstRail Holdings (FRH) is looking to appoint an experienced RICS rail estate management consultancy to drive and deliver both higher rental income returns by increasing the rent roll and substantial customer service improvements through capital and tenant investment. Our built stations estate (which encompasses all property within our Leases including station buildings, car parks and other land and property.)

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The estate comprises of over 700 properties providing a broad mix of retail, office, residential and other commercial tenancies held on a mixture of leases and licences. For the avoidance of doubt this excludes the management of station car parking and commercial advertising.

The estate has generated a rental income to these FirstGroup TOCs of approximately £13.7m per annum pre-Covid pandemic, and budgeted income of £10.8m per annum year ending March 2023.

The proposed contract would be for an initial 3-year period up to 24th July 2025 with an option to extend for a further year up to July 2026.

The estimated value of the contract is expected to be approximately in the range of £2,456,764 and £4,176,500 excluding VAT for the full 4 years of the contract (this includes the optional one-year extension for all four TOCs). The anticipated range excluding TPE is anticipated to be in the range of £2,292,547 - £3,897,330.92.

II.2.5) Award criteria

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

documents

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

There is an optional 12 month extension on this contract.

II.2.10) Information about variants

Variants will be accepted: No

II.2.11) Information about options

Options: Yes

Description of options

3 year initial term contract, with the option to extend by an additional 12 months, subject to approvals.

Section IV. Procedure

IV.1) Description

IV.1.1) Type of procedure

Negotiated procedure with prior call for competition

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

The procurement is covered by the Government Procurement Agreement: No

IV.2) Administrative information

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

Date

18 March 2022

Local time

12:00pm

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

English

Section VI. Complementary information

VI.1) Information about recurrence

This is a recurrent procurement: No

VI.4) Procedures for review

VI.4.1) Review body

FirstRail Holdings Ltd

London

Country

United Kingdom