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Tender

Starlink Data Pooling

CalMac Ferries Limited

F02: Contract notice

Notice identifier: 2025/S 000-007504

Procurement identifier (OCID): ocds-h6vhtk-04e895

Published 28 February 2025, 11:45am

Section I: Contracting authority

I.1) Name and addresses

CalMac Ferries Limited

Ferry Terminal

Gourock

PA19 1QP

Contact

Wojciech Smagiel

Email

wojciech.smagiel@calmac.co.uk

Telephone

+44 7872814843

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

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

Section II: Object

II.1) Scope of the procurement

II.1.1) Title

Starlink Data Pooling

Reference number

ITHW24-104

II.1.2) Main CPV code

- 72411000 - Internet service providers ISP

II.1.3) Type of contract

Services

II.1.4) Short description

CFL aims to collaborate with a Starlink provider capable of scaling and installing additional Starlink services across the network, both maritime and shore-side, at times convenient for CFL. Additionally, we seek a flexible shared data pool across the CFL estate, with control managed by CFL through a user-friendly

management portal. The portal should integrate seamlessly with our systems and be configurable to deploy Starlink as needed, such as ferry routes in areas with 4G and 5G blackspots.

II.1.5) Estimated total value

Value excluding VAT: £432,000

II.1.6) Information about lots

This contract is divided into lots: No

II.2) Description

II.2.2) Additional CPV code(s)

- 64210000 - Telephone and data transmission services
- 72300000 - Data services
- 72318000 - Data transmission services
- 72319000 - Data supply services

II.2.3) Place of performance

NUTS codes

- UKM - Scotland
- UK - United Kingdom

II.2.4) Description of the procurement

CFL aims to collaborate with a Starlink provider capable of scaling and installing additional Starlink services

across the network, both maritime and shore-side, at times convenient for CFL. Additionally, we seek a

flexible shared data pool across the CFL estate, with control managed by CFL through a user-friendly

management portal. The portal should integrate seamlessly with our systems and be configurable to deploy

Starlink as needed, such as ferry routes in areas with 4G and 5G blackspots.

II.2.5) Award criteria

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

Cost criterion - Name: Price / Weighting: 60

II.2.6) Estimated value

Value excluding VAT: £432,000

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

Duration in months

12

This contract is subject to renewal

Yes

Description of renewals

2 X 12 MONTHS EXTENSION OPTION

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

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

n/a

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.

Bidders must must provide appropriate financial ratio information as set out within this Contract Notice.

Bidders must confirm they have the required levels of insurance as set out within this Contract Notice.

Minimum level(s) of standards possibly required

Please note that minimum required turnover per year should be 864,000 GBP.

The following ratios must be confirmed based on the Bidder's latest set of 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.

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

1. System Architecture and Design (30%)

-Overall Architecture (40%) – Evaluation of the design, components, and data flow within the Shared Data Pool and Management Portal.

-Scalability & High Availability (30%) – Ability to handle growth (starting at 100TB) and ensure uninterrupted service.

-Data Integrity & Fault Tolerance (30%) – Mechanisms to prevent data loss and maintain service continuity during system failures.

2. Security and Compliance (15%)

-Data Protection & Security Measures (50%) – Encryption, firewalls, access controls, and measures to prevent unauthorized access.

-Regulatory Compliance (25%) – Compliance with GDPR and other relevant data protection laws.

-Authentication & Access Control (25%) – Use of multi-factor authentication (MFA), role-based access control (RBAC), and secure login methods.

3. Performance and Scalability (20%)

-Handling Increased Loads (50%) – Ability to scale in 20TB increments and maintain performance.

-Latency Optimization (25%) – Methods to reduce delays in data retrieval and processing.

-Concurrent Usage Support (25%) – System capability to handle multiple users and simultaneous data requests.

4. Integration and Interoperability (15%)

-Compatibility with IT Infrastructure (100%) – How well the system integrates with existing enterprise networks, cloud services, and third-party tools.

5. Monitoring and Alerting (10%)

-Integrated Monitoring Features (35%) – Tools for tracking system health and performance.

-Alert Configuration & Management (35%) – How alerts are set up, triggered, and escalated for critical events.

-Real-Time Tracking (30%) – Capabilities for proactive issue detection and service optimization.

6. Support and Maintenance (10%)

-Support & Maintenance Services (60%) – Coverage, response times, and ongoing system maintenance commitments.

-24/7 UK-Based NOC Support (40%) – Availability of network operations centre (NOC) support, knowledge base, FAQs, and customer resources.

Minimum level(s) of standards possibly required

CFL requires that Bidders 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.

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

Minimum level(s) of standards required:

Qualification Envelope: Part 3, Section A, B, C, D will be scored on a pass/fail basis will be scored in line with the weighting shown above for all questions. 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.

Scored questions will be evaluated using the below 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.

Section IV. Procedure

IV.1) Description

IV.1.1) Type of procedure

Open 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

31 March 2025

Local time

12:00pm

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)

IV.2.7) Conditions for opening of tenders

Date

31 March 2025

Local time

12:00pm

Section VI. Complementary information

VI.1) Information about recurrence

This is a recurrent procurement: Yes

Estimated timing for further notices to be published: March 2028

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

The buyer is using PCS-Tender to conduct this ITT exercise. The project code is 28654. For more information see:

<https://www.publictendersscotland.publiccontractsscotland.gov.uk/go/00799465019543CFA9A1>

The buyer is using PCS-Tender to conduct this ITT exercise. The Project code is 28654. For more information see:

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

(SC Ref:791716)

VI.4) Procedures for review

VI.4.1) Review body

Scottish Courts and Tribunals Services

Sherriff Court House

Greenock

PA15 1TR

Country

United Kingdom