This is a published notice on the Find a Tender service: <a href="https://www.find-tender.service.gov.uk/Notice/008868-2025">https://www.find-tender.service.gov.uk/Notice/008868-2025</a>

#### Contract

# Tender for the Operation of the Utilita Arena, Sheffield

Sheffield City Council

F03: Contract award notice

Notice identifier: 2025/S 000-008868

Procurement identifier (OCID): ocds-h6vhtk-03dd3d

Published 12 March 2025, 8:10am

# **Section I: Contracting authority**

# I.1) Name and addresses

Sheffield City Council

Town Hall, Pinstone Street,

Sheffield

S1 2HH

#### Contact

Paula Martin

#### **Email**

paula.martin@sheffield.gov.uk

#### **Telephone**

+44 01142734567

# Country

**United Kingdom** 

# Region code

UK - United Kingdom

## National registration number

(GB) 173 5488 38

# Internet address(es)

Main address

https://www.sheffield.gov.uk

Buyer's address

https://uk.eu-supply.com/ctm/Company/CompanyInformation/Index/104130

# I.4) Type of the contracting authority

Regional or local authority

# I.5) Main activity

General public services

# **Section II: Object**

# II.1) Scope of the procurement

## II.1.1) Title

Tender for the Operation of the Utilita Arena, Sheffield

Reference number

75879

#### II.1.2) Main CPV code

• 79993100 - Facilities management services

#### II.1.3) Type of contract

Services

#### II.1.4) Short description

The Council is seeking to procure an experienced and qualified operator to manage the Utilita Arena in Sheffield. This is an exciting opportunity for an organisation to partner with the Council to manage a key venue in the UK entertainment landscape. Since the c13,600 capacity Arena opened in 1991 it has hosted over 2,700 events that have been watched by over 14.5 million customers averaging 122 event days & 650,000 customers every year. The Council is seeking to secure a long-term operating partner: to run a commercially successful venue for up to 15 - 25 years in order to maximise the commercial return to the Council; on a lease basis if possible, but the Council will consider alternative structures; and to provide a commercially successful programme that will enhance the profile of Sheffield as an events city, attracting the maximum number of events and attendees. The Council has provisionally secured c£5.7m of capital funding to invest into the Arena.

#### II.1.6) Information about lots

This contract is divided into lots: No

#### II.1.7) Total value of the procurement (excluding VAT)

Value excluding VAT: £310,000,000

# II.2) Description

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

- 39222000 Catering supplies
- 50000000 Repair and maintenance services
- 55120000 Hotel meeting and conference services
- 55410000 Bar management services
- 55520000 Catering services
- 70332000 Non-residential property services
- 70332200 Commercial property management services
- 79951000 Seminar organisation services

- 79952000 Event services
- 79952100 Cultural event organisation services
- 79953000 Festival organisation services
- 79956000 Fair and exhibition organisation services
- 79993000 Building and facilities management services
- 92000000 Recreational, cultural and sporting services
- 92300000 Entertainment services
- 92312000 Artistic services
- 92312100 Theatrical producers', singer groups', bands' and orchestras' entertainment services
- 92312110 Theatrical producer entertainment services
- 92312120 Singer group entertainment services
- 92312130 Band entertainment services
- 92312140 Orchestral entertainment services
- 92312240 Services provided by entertainers
- 92312250 Services provided by individual artists
- 92320000 Arts-facility operation services
- 92340000 Dance and performance entertainment services
- 92622000 Sports-event organisation services

#### II.2.3) Place of performance

**NUTS** codes

• UK - United Kingdom

Main site or place of performance

Sheffield, UK

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

The Council is seeking to procure an experienced and qualified operator to manage the Utilita Arena in Sheffield.

The Council's preferred deal structure is a long-term lease arrangement. This is an exciting opportunity for an organisation to partner with the Council to manage a key venue in the UK entertainment landscape, and the home of world class entertainment.

Since the c13,600 capacity Arena opened in 1991 it has hosted over 2,700 events that have been watched by over 14.5 million customers averaging 122 event days & 650,000 customers every year.

The Council is seeking to secure a long-term operating partner: to run a commercially successful venue for up to 15 - 25 years in order to maximise the commercial return to the Council; on a lease basis if possible, but the Council will consider alternative structures; and to provide a commercially successful programme that will enhance the profile of Sheffield as an events city, attracting the maximum number of events and attendees.

The Council has provisionally secured c£5.7m of capital funding to invest into the Arena. This provisionally funding has been earmarked to invest in the facilities to enhance the customer experience, operational profitability, and maximise the Council's operating objectives.

Please note that the estimated contract value is based on the estimated venue turnover (excluding VAT) across the maximum contract term.

#### II.2.5) Award criteria

Quality criterion - Name: Quality / Weighting: 30

Quality criterion - Name: Social Value / Weighting: 5

Price - Weighting: 65

#### 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 IV. Procedure

# **IV.1) Description**

#### IV.1.1) Type of procedure

Competitive procedure with negotiation

## 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: <u>2023/S 000-018423</u>

# IV.2.9) Information about termination of call for competition in the form of a prior information notice

The contracting authority will not award any further contracts based on the above prior information notice

# Section V. Award of contract

#### **Contract No**

1

#### **Title**

Utilita Arena Sheffield, Operator Procurement

A contract/lot is awarded: Yes

#### V.2) Award of contract

#### V.2.1) Date of conclusion of the contract

2 January 2025

#### V.2.2) Information about tenders

Number of tenders received: 3

Number of tenders received by electronic means: 3

The contract has been awarded to a group of economic operators: No

#### V.2.3) Name and address of the contractor

SMG UK Limited, trading as ASM Global

Manchester Arena

Manchester

**M3 1AR** 

Email

## Maria.Bertelli@eu.asmglobal.com

Telephone

+44 07877546497

Country

**United Kingdom** 

**NUTS** code

• UK - United Kingdom

National registration number

844280722

The contractor is an SME

No

## V.2.4) Information on value of contract/lot (excluding VAT)

Initial estimated total value of the contract/lot: £310,000,000

Total value of the contract/lot: £257,000,000

# **Section VI. Complementary information**

# VI.4) Procedures for review

	<b>VI.4.1</b>	) Review	body
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The Royal Courts of Justice

The Strand

London

WC2A 2LL

Country

**United Kingdom** 

Internet address

https://www.find-court-tribunal.service.gov.uk/courts/royal-courts-of-justice

## VI.4.2) Body responsible for mediation procedures

Sheffield City Council

Sheffield Town Hall, Pinstone Street,

Sheffield

Country

**United Kingdom** 

Internet address

https://www.sheffield.gov.uk

# VI.4.4) Service from which information about the review procedure may be obtained

Sheffield City Council

Sheffield Town Hall, Pinstone Street,

Sheffield

Country

United Kingdom

Internet address

https://www.sheffield.gov.uk