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Contract

CHRISTMAS LIGHTING EVENT CONCESSION AT ROYAL BOTANIC GARDEN EDINBURGH

Royal Botanic Garden Edinburgh

F25: Concession award notice

Notice identifier: 2023/S 000-009930

Procurement identifier (OCID): ocids-h6vhtk-0364dd

Published 5 April 2023, 11:45am

Section I: Contracting authority/entity

I.1) Name and addresses

Royal Botanic Garden Edinburgh

20a Inverleith Row

Edinburgh

EH3 5LR

Contact

supplychain@rbge.org.uk

Email

supplychain@rbge.org.uk

Telephone

+44 1312482909

Country

United Kingdom

NUTS code

UKM - Scotland

Internet address(es)

Main address

<http://www.rbge.org.uk>

Buyer's address

https://www.publiccontractsscotland.gov.uk/search/Search_AuthProfile.aspx?ID=AA11182

I.4) Type of the contracting authority

Body governed by public law

I.5) Main activity

Education

Section II: Object

II.1) Scope of the procurement

II.1.1) Title

CHRISTMAS LIGHTING EVENT CONCESSION AT ROYAL BOTANIC GARDEN
EDINBURGH

Reference number

RBGE 2022 301

II.1.2) Main CPV code

- 79952000 - Event services

II.1.3) Type of contract

Services

II.1.4) Short description

RBGE wishes to appoint an event production and management company to design, manage and deliver a festive light trail under the terms of a concession agreement.

II.1.5) Estimated total value

Value excluding VAT: £7,000,000

II.1.6) Information about lots

This concession is divided into lots: No

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

Lowest offer: £7,800,000 / Highest offer: £10,700,000 taken into consideration

II.2) Description

II.2.3) Place of performance

NUTS codes

- UKM75 - Edinburgh, City of

Main site or place of performance

RBGE Garden Edinburgh

II.2.4) Description of the procurement

The event production, promotion and management company will deliver all aspects of the creative design, installation and management of the event including ticketing and marketing under a concessionaire contract.

The management company, its artist(s) and installation team will be required to work collaboratively with RBGE and it will be the responsibility of the successful Concessionaire to deliver a high profile, professional, safe, quality event experience for RBGE visitors

They will be responsible, in agreement with RBGE, for delivering all aspects of the event including:

Working in close partnership with RBGE to develop and agree any event theme and related concepts that highlight and raise awareness of some of RBGE's key messages. This collaboration and agreement will extend to the work of the creative and installation teams.

Collaborating with RBGE and its Representatives to agree on the trail route in the Garden and to develop and agree on a site plan, installation locations, route and full events schedule.

Working in partnership with RBGE to agree event planning, programming, production and marketing. Ensuring any aspects of the event that impact on the Garden, our visitors, neighbours, stakeholders and RBGE's reputation are suitably and timeously addressed.

Provision and management of all ticketing arrangements including sales, refunds and on site arrangements and pricing in agreement with RBGE.

All marketing and promotion of the event including press relations and securing sponsorship opportunities.

Procurement and management of all necessary contractors, including, for example, the creative and production teams, suppliers, security staff and any other sub-contractors and materials. Staff are expected to sign up to the RBGE subcontractor safe guarding policy

Organising all logistical and operational matters for the event, including the management and application of health and safety measures and ensuring compliance with RBGE's standards of environmental protection and any relevant policies.

II.2.5) Award criteria

Concession is awarded on the basis of the criteria described below:

- Criterion: Implementation and Exit Plans
- Criterion: Service Delivery
- Criterion: Key Personnel
- Criterion: Performance Management
- Criterion: Sustainable Procurement
- Criterion: Data Management and Processing
- Criterion: Price

II.2.7) Duration of the concession

Duration in months

84

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

Contract Length is for 7 Years in Total (84 Months). Broken into Initial 4 Year (48 Months) period. An Initial 2 Year (24 Months) Extension and Final 1 Year (12 Months) Extension

Section IV. Procedure

IV.1) Description

IV.1.1) Form of procedure

Award procedure with prior publication of a concession notice

IV.2) Administrative information

IV.2.1) Previous publication concerning this procedure

Notice number: [2022/S 000-024477](#)

Section V. Award of concession

A concession/lot is awarded: Yes

V.2) Award of concession

V.2.1) Date of concession award decision

3 April 2023

V.2.2) Information about tenders

Number of tenders received: 3

Number of tenders received from SMEs: 2

Number of tenders received from tenderers from other EU Member States: 3

Number of tenders received from tenderers from non-EU Member States: 0

Number of tenders received by electronic means: 3

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

V.2.3) Name and address of the concessionaire

Raymond Gubbay Ltd T/A Sony Music

6th Floor, 2 Canal Street

London

N1C 4DB

Telephone

+44 7585448951

Country

United Kingdom

NUTS code

- UKI - London

The concessionaire is an SME

No

V.2.4) Information on value of concession and main financing terms (excluding VAT)

Initial estimated total value of the contract/lot/concession: £7,000,000

Total value of the concession/lot: £10,700,000

Section VI. Complementary information

VI.3) Additional information

(SC Ref:728366)

VI.4) Procedures for review

VI.4.1) Review body

Edinburgh Sheriff Court

27 Chambers Street

Edinburgh

EH1 1LB

Country

United Kingdom