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Tender

Provision of Air Services between Glasgow Airport and Campbeltown, Tiree and Barra

Transport Scotland

F02: Contract notice

Notice identifier: 2023/S 000-011676

Procurement identifier (OCID): ocids-h6vhtk-03c39b

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Section I: Contracting authority

I.1) Name and addresses

Transport Scotland

George House, 2nd Floor 36 North Hanover Street

Glasgow

G1 2AD

Contact

Ruth MacDonald

Email

ruth.macdonald@transport.gov.scot

Telephone

+44 1412727100

Country

United Kingdom

NUTS code

UKM82 - Glasgow City

Internet address(es)

Main address

<http://www.transport.gov.scot>

Buyer's address

https://www.publiccontractsscotland.gov.uk/search/Search_AuthProfile.aspx?ID=AA00099

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.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.publiccontractsscotland.gov.uk/>

I.4) Type of the contracting authority

National or federal Agency/Office

I.5) Main activity

Other activity

Transport

Section II: Object

II.1) Scope of the procurement

II.1.1) Title

Provision of Air Services between Glasgow Airport and Campbeltown, Tiree and Barra

Reference number

TS/AMFC/SER/2023/01

II.1.2) Main CPV code

- 60400000 - Air transport services

II.1.3) Type of contract

Services

II.1.4) Short description

The provision of air services between Glasgow Airport and Campbeltown, Tiree and Barra supported by subsidy through Public Service Obligations.

II.1.5) Estimated total value

Value excluding VAT: £24,000,000

II.1.6) Information about lots

This contract is divided into lots: No

II.2) Description

II.2.2) Additional CPV code(s)

- 60410000 - Scheduled air transport services
- 60420000 - Non-scheduled air transport services

II.2.3) Place of performance

NUTS codes

- UKM - Scotland

II.2.4) Description of the procurement

Scottish Ministers objectives for transport are to promote sustainable economic growth through a safe, integrated and efficient transport network. The Employer has identified a continuing need for the provision of Air Services between Glasgow Airport and Campbeltown, Tiree and Barra supported by subsidy through Public Service Obligations.

II.2.5) Award criteria

Quality criterion - Name: Execution of services; comprehension of risks associated with services; management methodology; and programming of the works / Weighting: 70%

Price - Weighting: 30%

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

Duration in months

48

This contract is subject to renewal

No

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

UK registered airline

III.1.2) Economic and financial standing

List and brief description of selection criteria

Economic Operators shall be required to satisfy minimum standards of economic and financial standing. To determine these standards, Economic Operators shall:

(a) in response to SPD, Question Ref. 4B.1a provide the specified annual turnover for the last two years of trading, or for the period which is available if trading for less than two years;

(b) in response to SPD, Question Ref. 4B.6 provide the name, value and/or range of NINE financial criteria for the last two years of trading, or for the period which is available if trading for less than two years; and (c) in response to SPD, Question Ref. 4B.5 confirm they already have or can commit to obtain, prior to commencement of the contract the required levels of insurance.

In addition to the information requested under (a) and (b), economic operators are required to provide a link/copies of the associated annual accounts as filed at Companies House (or equivalent if not a UK registered company) for the last two years of trading, or for the period which is available if less than two years.

This information has been requested to enable Transport Scotland to perform their own assessment and confirm the financial ratios submitted. Ultimately, ensuring the correct score is allocated, and to ensure no misinterpretation. Where there exist differences in ratios, between those provided and those calculated by Transport Scotland, clarification will be sought.

An additional document can be found as a download associated with this contract notice which shows the Economic and Financial Standing: Evaluation Criteria Ratios and Scoring.

Minimum level(s) of standards possibly required

Economic operators shall be required to satisfy minimum standards of economic and financial standing. These are described below:

Evaluation Criteria Ratios (Question Ref. 4B.6)

The financial information received under SPD, Question Ref. 4B.6 shall be evaluated and scored out of 50 by allocating a score against nine individual economic and financial standing evaluation criteria, namely:

1. Acid Test Ratio
2. Cash Interest Cover Ratio
3. Return on Capital Employed
4. Operating Profit Ratio
5. Net Worth
6. Gearing
7. Annual Contract Value to Turnover
8. Filed Accounts
9. Audit Report

The individual scores shall be weighted, with the most recent ("Year 1") financial statements weighted at 67% and the previous ("Year 2") statements being weighted at 33%, to form an aggregated score for each of the nine criteria over the two years.

The maximum cumulative score resulting from the summation of the nine economic and financial standing aggregated scores shall be 50 marks. A submission shall be marked as a FAIL and will not be considered further if the score achieved by a Single Economic Operator or a Group of Economic Operators is less than 50 percent of the available marks.

The scoring mechanism can be downloaded via the Public Contracts Scotland portal www.publiccontractsscotland.gov.uk.

Where the submission has been submitted by a Group of Economic Operators, the information submitted by each Group Member will be evaluated in the proportion of the percentage shareholdings or percentage equity/interest of each Group Member and a score determined for such Group of Economic Operators on that basis.

Insurance (Question Ref. 4B.5)

In response to Question Ref. 4B.5 Economic Operators must confirm they already have or can commit to obtain, prior to the commencement the following levels of insurance:

Employer's Liability Insurance = 10 000 000 GBP.

Public Liability Insurance = 5 000 000 GBP.

In responding to Question Ref. 4B.5a and 4B.5b of the SPD, where the bidder ticks the box "No, and I cannot commit to obtain it" they shall be marked as FAIL.

III.1.3) Technical and professional ability

List and brief description of selection criteria

Under the SPD, Question Ref 4C1.1/ 4C1.2, 4C2 and 4C6. Economic Operators shall be required to insert suitable responses to those questions demonstrating that they have the required minimum standards of eligibility and technical and professional ability under those questions. Answers to those questions shall be assessed on the basis of PASS or FAIL.

Economic Operators who fail to satisfy these minimum standards (if they either answer 'No' or fail to provide an acceptable answer) shall be excluded from the procurement competition.

Minimum level(s) of standards possibly required

Holder of an operating licence granted by the UK Civil Aviation Authority.

Provide evidence that you are mandating the Fair Work Criteria of providing fair pay for workers by payment of the real Living Wage in Scotland.

III.2) Conditions related to the contract

III.2.1) Information about a particular profession

Execution of the service is reserved to a particular profession

Reference to the relevant law, regulation or administrative provision

In accordance with the relevant regulatory requirements and in order to perform the services the candidates must have relevant access to sufficient numbers of type rated Captains and First Officers to operate air services.

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

30 June 2023

Local time

5:00pm

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

Tender must be valid until: 27 November 2023

IV.2.7) Conditions for opening of tenders

Date

3 July 2023

Local time

9:00am

Section VI. Complementary information

VI.1) Information about recurrence

This is a recurrent procurement: No

VI.2) Information about electronic workflows

Electronic invoicing will be accepted

Electronic payment will be used

VI.3) Additional information

Transport Scotland will conduct the procurement process for the Grant Agreement on behalf of the Scottish Ministers. In the event of the conclusion of the procurement process, it is the intention that a Grant Agreement will be entered into between the Scottish Ministers and the most economically advantageous tenderer. The Services will operate in accordance with the Grant Agreement. Each economic operator shall be invited to submit a Tender on the same Grant Agreement terms.

To be considered for this procurement competition, economic operators should complete a SPD and Invitation to Tender Submission through Public Contract Scotland and submit the completed documents by no later than 17:00 BST on 30 June 2023.

Transport Scotland may undertake a cost comparison exercise to assess value as part of the evaluation process in the event that only one tender has been returned.

The Scottish Ministers shall not evaluate any tender submission received past the specified deadline, unless the delay is caused by a situation outwith the control of the economic operator, the determination of which shall be at the sole discretion of the Scottish Ministers. Compliance in achieving the specified deadline is the sole responsibility of the economic operator. Economic operator are advised to allow adequate time for uploading documents and to dispatch the electronic response well in advance of the closing time to avoid any last minute problems.

Economic operators who alter their composition after making a submission or whose position has materially changed will be the subject of re-evaluation. Transport Scotland reserves the right to request current and up-to-date information to enable re-evaluation of any economic operator.

Any request for clarification of any part of the documentation shall be made using the Question and Answer feature on Public Contracts Scotland before 17:00 24 May 2023.

For commercially sensitive queries email:

Ruth.MacDonald@transport.gov.scot

Refer to the Supplementary Additional Information Document for full additional information.

NOTE: To register your interest in this notice and obtain any additional information please visit the Public Contracts Scotland Web Site at

https://www.publiccontractsscotland.gov.uk/Search/Search_Switch.aspx?ID=722318.

The buyer has indicated that it will accept electronic responses to this notice via the Postbox facility. A user guide is available at

https://www.publiccontractsscotland.gov.uk/sitehelp/help_guides.aspx.

Suppliers are advised to allow adequate time for uploading documents and to dispatch the electronic response well in advance of the closing time to avoid any last minute problems.

The Contracting Authority does not intend to include a sub-contract clause as part of community benefits (as per Section 25 of the Procurement Reform (Scotland) Act 2014) in this contract for the following reason:

Not required for this contract.

Community benefits are included in this requirement. For more information see:

<https://www.gov.scot/policies/public-sector-procurement/community-benefits-in-procurement/>

A summary of the expected community benefits has been provided as follows:

Provision of employment opportunities, particularly for young people;

Provision of educational and training opportunities, including but not limited to, work experience provision, vocational training and

educational initiatives with schools, further and higher education establishments;

Provision and publication of subcontracting opportunities for small and medium sized enterprises, supported businesses and the third

sector; apart from any sub-contractors that have already been approved as part of the tender process.

Environmental opportunities including community enhancement and community

engagement and initiatives.

(SC Ref:722318)

Download the ESPD document here:

https://www.publiccontractsscotland.gov.uk/ESPD/ESPD_Download.aspx?id=722318

VI.4) Procedures for review

VI.4.1) Review body

Sherriff court

PO Box 23, 1 Carlton Place

Glasgow

Email

Glasgow@scotcourts.gov.uk

Country

United Kingdom