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Tender

## **The Provision of Vehicle Conversion Services**

Scottish Water

F05: Contract notice – utilities

Notice identifier: 2025/S 000-014379

Procurement identifier (OCID): ocds-h6vhtk-0500d0

Published 10 April 2025, 4:18pm

### **Section I: Contracting entity**

#### **I.1) Name and addresses**

Scottish Water

The Bridge, 6 Buchanan Gate, Stepps

Glasgow

G33 6FB

#### **Contact**

Andrew Mulvay

#### **Email**

[andrew.mulvay@scottishwater.co.uk](mailto:andrew.mulvay@scottishwater.co.uk)

#### **Country**

United Kingdom

#### **Region code**

UK - United Kingdom

**Internet address(es)**

Main address

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

Buyer's address

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

**I.3) Communication**

The procurement documents are available for unrestricted and full direct access, free of charge, at

[https://atamis-scottishwater.my.salesforce-sites.com/ProSpend\\_\\_CS\\_PublicLandingPage?SearchType=Projects](https://atamis-scottishwater.my.salesforce-sites.com/ProSpend__CS_PublicLandingPage?SearchType=Projects)

Additional information can be obtained from the above-mentioned address

Tenders or requests to participate must be submitted electronically via

[https://atamis-scottishwater.my.salesforce-sites.com/ProSpend\\_\\_CS\\_PublicLandingPage?SearchType=Projects](https://atamis-scottishwater.my.salesforce-sites.com/ProSpend__CS_PublicLandingPage?SearchType=Projects)

**I.6) Main activity**

Water

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## **Section II: Object**

### **II.1) Scope of the procurement**

#### **II.1.1) Title**

The Provision of Vehicle Conversion Services

Reference number

SW25/FLE/1496

#### **II.1.2) Main CPV code**

- 50117000 - Vehicle conversion and reconditioning services

#### **II.1.3) Type of contract**

Services

#### **II.1.4) Short description**

Scottish Water is seeking to engage with potential supplier(s) for the Provision of Vehicle Conversion Services.

The framework will be split into three (3) lots:

Lot 1 – Design and Vehicle Conversion Services

Lot 2 – Vehicle Livery Services

Lot 3 – Vehicle Delivery and Handover Services

Please see lot specific descriptions for further information on the requirements of each lot.

There is no limitation to the number of lots bidders can bid for under this tender exercise.

#### **II.1.5) Estimated total value**

Value excluding VAT: £33,000,000

#### **II.1.6) Information about lots**

This contract is divided into lots: Yes

Tenders may be submitted for all lots

### **II.2) Description**

### **II.2.1) Title**

Lot 1 – Design and Vehicle Conversion Services

Lot No

1

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

- 50117100 - Motor vehicle conversion services
- 34328200 - Vehicle conversion kits

### **II.2.3) Place of performance**

NUTS codes

- UKM - Scotland

Main site or place of performance

Scotland Wide

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

Lot 1 – Design and Vehicle Conversion Services

To provide, but not limited to, the following vehicle conversation services: -

- Design/Drawings
- Quotation
- Manufacturing
- Installation
- Re-Use/2nd life Opportunities

The typical vehicles that will be converted under these lots may include, but are not limited to:

- Large Van Conversion up to 5T (VW Crafter or equivalent)
- Large Van Conversions up to 3.5T (Ford Transit or equivalent)
- Medium Van Conversion (Ford Custom or equivalent)
- Small Van Conversion (Ford Connect or equivalent)
- 4x4 Vehicle Conversion

This will be a mixture of Internal combustion engines, and electric vehicles.

Bidders may offer to provide vehicle conversion services for one or more of the above mentioned vehicles types. There are no limits to the number of types of vehicles you can bid for.

Please complete the relevant questionnaire on the Atamis portal indicating the types of vehicles you are interested in bidding for.

The estimated net value range of expenditure under this lot is £11m - £17m. This range is based on historic service spend and envisaged investment under the next framework period. There is however no guarantee of any minimum volume of work under this framework agreement.

#### **II.2.5) Award criteria**

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

#### **II.2.6) Estimated value**

Value excluding VAT: £17,000,000

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

Duration in months

96

This contract is subject to renewal

Yes

Description of renewals

The initial Framework Agreement duration will be for 48 months. Thereafter, SW reserves the right to extend the Framework Agreement, at their sole discretion, for a further four (4) years worth of extension options, subject to satisfactory performance, value for money and continued requirements.

#### **II.2.9) Information about the limits on the number of candidates to be invited**

Envisaged number of candidates: 3

#### **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

#### **II.2.14) Additional information**

The PQQ documents and questionnaires can be accessed by logging in through the Scottish Water Atamis e-sourcing portal - [https://atamis-scottishwater.my.salesforce-sites.com/ProSpend\\_CS\\_PublicLandingPage?SearchType=Projects](https://atamis-scottishwater.my.salesforce-sites.com/ProSpend_CS_PublicLandingPage?SearchType=Projects) and 'Registering Interest' on the Provision of Vehicle Conversions advert.

### **II.2) Description**

#### **II.2.1) Title**

Lot 2 – Vehicle Livery Services

Lot No

2

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

- 34928470 - Signage

#### **II.2.3) Place of performance**

NUTS codes

- UKM - Scotland

Main site or place of performance

Scotland Wide

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

Lot 2 – Vehicle Livery Services

To provide, but not limited to, the following vehicle livery/signage services: -

- Design/Drawings
- Quotation
- Manufacturing
- Installation
- Recycle/Reduce emissions

Bidders will be expected to be capable of delivering livery services for all types of vehicles under this lot.

The estimated net value range of expenditure under this lot is £7m - £10m. This range is based on historic service spend and envisaged investment under the next framework period. There is however no guarantee of any minimum volume of work under this framework agreement.

#### **II.2.5) Award criteria**

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

#### **II.2.6) Estimated value**

Value excluding VAT: £10,000,000

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

Duration in months

96

This contract is subject to renewal

Yes

Description of renewals

The initial Framework Agreement duration will be for 48 months. Thereafter, SW reserves the right to extend the Framework Agreement, at their sole discretion, for a further four (4) years worth of extension options, subject to satisfactory performance, value for money and continued requirements.

#### **II.2.9) Information about the limits on the number of candidates to be invited**

Envisaged number of candidates: 3

### **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

### **II.2.14) Additional information**

The PQQ documents and questionnaires can be accessed by logging in through the Scottish Water Atamis e-sourcing portal - [https://atamis-scottishwater.my.salesforce-sites.com/ProSpend\\_CS\\_PublicLandingPage?SearchType=Projects](https://atamis-scottishwater.my.salesforce-sites.com/ProSpend_CS_PublicLandingPage?SearchType=Projects) and 'Registering Interest' on the Provision of Vehicle Conversions advert.

## **II.2) Description**

### **II.2.1) Title**

Lot 3 - Vehicle Delivery and Handover Services

Lot No

3

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

- 60100000 - Road transport services

### **II.2.3) Place of performance**

NUTS codes

- UKM - Scotland

Main site or place of performance

Scotland Wide

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



## Lot 3 – Vehicle Delivery and Handover Services

To provide, but not limited to, the following vehicle handover/collection services: -

- Vehicle Collection
- Vehicle Delivery
- Vehicle Handover- (vehicle walk round and sign-off)
- Safe, responsible and efficient vehicle movements to reduce emissions where possible

Bidders will be expected to be capable of being able to carry out vehicle delivery and handover services for all types of vehicles under this lot.

The estimated net value range of expenditure under this lot is £4m - £6m. This range is based on historic service spend and envisaged investment under the next investment period. There is however no guarantee of any minimum volume of work under this framework agreement.

### **II.2.5) Award criteria**

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

### **II.2.6) Estimated value**

Value excluding VAT: £6,000,000

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

Duration in months

96

This contract is subject to renewal

Yes

Description of renewals

The initial Framework Agreement duration will be for 48 months. Thereafter, SW reserves the right to extend the Framework Agreement, at their sole discretion, for a further four (4) years worth of extension options, subject to satisfactory performance, value for money and continued requirements.

### **II.2.9) Information about the limits on the number of candidates to be invited**

Envisaged number of candidates: 3

**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

**II.2.14) Additional information**

The PQQ documents and questionnaires can be accessed by logging in through the Scottish Water Atamis e-sourcing portal - [https://atamis-scottishwater.my.salesforce-sites.com/ProSpend\\_\\_CS\\_PublicLandingPage?SearchType=Projects](https://atamis-scottishwater.my.salesforce-sites.com/ProSpend__CS_PublicLandingPage?SearchType=Projects) and 'Registering Interest' on the Provision of Vehicle Conversions advert.

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## **Section III. Legal, economic, financial and technical information**

### **III.1) Conditions for participation**

#### **III.1.2) Economic and financial standing**

Selection criteria as stated in the procurement documents

#### **III.1.3) Technical and professional ability**

Selection criteria as stated in the procurement documents

#### **III.1.4) Objective rules and criteria for participation**

List and brief description of rules and criteria

Please see Procurement Documents for further information.

### **III.2) Conditions related to the contract**

#### **III.2.2) Contract performance conditions**

Please see Procurement Documents for further information.

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## **Section IV. Procedure**

### **IV.1) Description**

#### **IV.1.1) Type of procedure**

Negotiated procedure with prior call for competition

#### **IV.1.3) Information about a framework agreement or a dynamic purchasing system**

The procurement involves the establishment of a framework agreement

Framework agreement with several operators

#### **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

14 May 2025

Local time

12:00pm

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

English

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## **Section VI. Complementary information**

### **VI.1) Information about recurrence**

This is a recurrent procurement: No

### **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**

To access this opportunity, please register using the following link:

[https://atamis-scottishwater.my.salesforce-sites.com/ProSpend\\_CS\\_PublicLandingPage?SearchType=Projects](https://atamis-scottishwater.my.salesforce-sites.com/ProSpend_CS_PublicLandingPage?SearchType=Projects)

### **VI.4) Procedures for review**

#### **VI.4.1) Review body**

Glasgow Sheriff Court

1 Carlton Place

Glasgow

G5 9DA

Country

United Kingdom

#### **VI.4.2) Body responsible for mediation procedures**

Scottish Water

The Bridge, 6 Buchanan Gate, Stepps

Glasgow

G33 6FB

Email

[help@scottishwater.co.uk](mailto:help@scottishwater.co.uk)

Country

United Kingdom

Internet address

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