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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

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

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

I.6) Main activity

Water

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 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 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 and 'Registering Interest' on the Provision of Vehicle Conversions advert.

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.

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

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

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

Country

United Kingdom

Internet address

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