

This is a published notice on the Find a Tender service: <https://www.find-tender.service.gov.uk/Notice/016093-2025>

Contract

## **Concession Contract for Kelpies Experience**

Scottish Canals

F25: Concession award notice

Notice identifier: 2025/S 000-016093

Procurement identifier (OCID): ocds-h6vhtk-042d81

Published 21 April 2025, 9:14am

### **Section I: Contracting authority/entity**

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

Scottish Canals

Canal House, 1 Applecross Street

Glasgow

G4 9SP

#### **Email**

[procurement@scottishcanals.co.uk](mailto:procurement@scottishcanals.co.uk)

#### **Telephone**

+44 1413326936

#### **Fax**

+44 1413311688

#### **Country**

United Kingdom

**NUTS code**

UKM - Scotland

**Internet address(es)**

Main address

<http://www.scottishcanals.co.uk>

Buyer's address

[https://www.publiccontractsscotland.gov.uk/search/Search\\_AuthProfile.aspx?ID=AA13122](https://www.publiccontractsscotland.gov.uk/search/Search_AuthProfile.aspx?ID=AA13122)

**I.4) Type of the contracting authority**

Other type

Non Departmental Public Body

**I.5) Main activity**

General public services

---

## **Section II: Object**

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

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

Concession Contract for Kelpies Experience

Reference number

SC0050

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

- 63500000 - Travel agency, tour operator and tourist assistance services

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

Services

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

SC is looking to explore the development of the Kelpies based in Falkirk, Scotland into an activity attraction.

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

Value excluding VAT: £75,000

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

This concession is divided into lots: No

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

Value excluding VAT: £101,000

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

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

- 63500000 - Travel agency, tour operator and tourist assistance services

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

NUTS codes

- UKM76 - Falkirk

Main site or place of performance

Kelpies, Falkirk, Scotland

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

SC is exploring the option of entering into a concession contract with a partner to develop the Kelpies as an activity based attraction. The internal structure to be developed to include a walk way, ladders and viewing platform, with the potential to develop further.

We are looking to work with a partner for the design of the activity, the build, the ongoing servicing and operation of the activity.

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

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

- Criterion: 70% quality
- Criterion: 30% value

#### **II.2.7) Duration of the concession**

Duration in months

120

#### **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) Form of procedure**

Award procedure with prior publication of a concession notice

#### **IV.1.11) Main features of the award procedure**

Concession contract, supplier provide the optimum return in the investment

### **IV.2) Administrative information**

#### **IV.2.1) Previous publication concerning this procedure**

Notice number: [2024/S 000-001418](#)

---

## **Section V. Award of concession**

A concession/lot is awarded: Yes

### **V.2) Award of concession**

#### **V.2.1) Date of concession award decision**

30 May 2024

#### **V.2.2) Information about tenders**

Number of tenders received: 1

Number of tenders received from SMEs: 1

Number of tenders received from tenderers from other EU Member States: 0

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

Number of tenders received by electronic means: 1

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

#### **V.2.3) Name and address of the concessionaire**

Zone Events Limited

98 woodhall road

Edinburgh

EH13 0HU

Telephone

+44 7867416209

Country

United Kingdom

NUTS code

- UK - United Kingdom

The concessionaire is an SME

Yes

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

Total value of the concession/lot: £650,000

Any other details relevant to the value of the concession

Expected income from the attraction: 101000

---

## **Section VI. Complementary information**

### **VI.3) Additional information**

(SC Ref:768331)

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

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

Glasgow Sheriff Court

Glasgow

Country

United Kingdom