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Tender

## **Leisure Development Partner for the UK Leisure Framework 2022-2026**

Denbighshire Leisure Ltd

F02: Contract notice

Notice identifier: 2021/S 000-016294

Procurement identifier (OCID): ocds-h6vhtk-02b360

Published 13 July 2021, 9:05am

### **Section I: Contracting authority**

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

Denbighshire Leisure Ltd

8-11 Trem-y-Dyffryn, Colomendy Industrial Estate

Denbigh

LL165TX

#### **Contact**

Andy Moreland

#### **Email**

[andy.moreland@denbighshireleisure.co.uk](mailto:andy.moreland@denbighshireleisure.co.uk)

#### **Telephone**

+44 1824706724

## **Country**

United Kingdom

## **NUTS code**

UK - United Kingdom

## **Internet address(es)**

Main address

[www.denbighshireleisure.co.uk](http://www.denbighshireleisure.co.uk)

Buyer's address

[https://www.sell2wales.gov.wales/search/Search\\_AuthProfile.aspx?ID=AA79520](https://www.sell2wales.gov.wales/search/Search_AuthProfile.aspx?ID=AA79520)

## **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

[www.sell2wales.gov.wales](http://www.sell2wales.gov.wales)

Additional information can be obtained from the above-mentioned address

Tenders or requests to participate must be submitted electronically via

[www.sell2wales.gov.wales](http://www.sell2wales.gov.wales)

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

Body governed by public law

## **I.5) Main activity**

Recreation, culture and religion

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## **Section II: Object**

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

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

Leisure Development Partner for the UK Leisure Framework 2022-2026

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

- 45212000 - Construction work for buildings relating to leisure, sports, culture, lodging and restaurants

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

Works

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

Denbighshire Leisure Limited (DLL) are again excited to be engaging with the market with this opportunity. This is an opportunity for a potential development partner to work with Denbighshire Leisure Limited in elevating this next iteration of the Framework to even greater heights than the previous two iterations. It is hoped this opportunity will generate interest within the Market as it is an exciting opportunity.

Please also note that DLL are looking for one partner to deliver or manage the delivery of all aspects of the Framework, they are not seeking expressions of interest from organisations who can only deliver one aspect of the services e.g. design only, construct only, finance only etc.

This PIN notice is being released to give potential bidders an opportunity to express initial interest in the Framework. It is to provide early engagement with the market and not designed as part of the overarching procurement strategy. All documents relating to the procurement will be issued with the Contract Notice.

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

Value excluding VAT: £2,000,000,000

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

This contract is divided into lots: No

## **II.2) Description**

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

- 45211350 - Multi-functional buildings construction work
- 66120000 - Investment banking services and related services
- 37480000 - Machinery or apparatus for leisure equipment
- 45212000 - Construction work for buildings relating to leisure, sports, culture, lodging and restaurants
- 45212100 - Construction work of leisure facilities
- 45212110 - Leisure centre construction work
- 66000000 - Financial and insurance services
- 66122000 - Corporate finance and venture capital services
- 71200000 - Architectural and related services
- 79340000 - Advertising and marketing services
- 92610000 - Sports facilities operation services
- 92620000 - Sport-related services
- 30100000 - Office machinery, equipment and supplies except computers, printers and furniture
- 30200000 - Computer equipment and supplies
- 37400000 - Sports goods and equipment
- 37410000 - Outdoor sports equipment
- 37420000 - Gymnasium equipment
- 37430000 - Boxing equipment
- 37440000 - Fitness equipments

- 37460000 - Target and table games and equipments
- 37470000 - Golf and bowling equipments
- 45112711 - Landscaping work for parks
- 45212140 - Recreation installation
- 45212150 - Cinema construction work
- 45212172 - Recreation centre construction work
- 45212180 - Ticket offices construction work
- 45212210 - Single-purpose sports facilities construction work
- 37416000 - Leisure equipment
- 45212211 - Ice rink construction work
- 45212212 - Construction work for swimming pool
- 45212213 - Sport markings works
- 45212220 - Multi-purpose sports facilities construction work
- 45212221 - Construction work in connection with structures for sports ground
- 45212222 - Gymnasium construction work
- 45212224 - Stadium construction work
- 45212225 - Sports hall construction work
- 45212230 - Installation of changing rooms
- 45212300 - Construction work for art and cultural buildings
- 45212320 - Construction work for buildings relating to artistic performances
- 45212321 - Auditorium construction work
- 45212322 - Theatre construction work

- 45212330 - Library construction work
- 45212331 - Multimedia library construction work
- 45212400 - Accommodation and restaurant buildings
- 45212410 - Construction work for lodging buildings
- 45212420 - Construction work for restaurants and similar facilities
- 45212421 - Restaurant construction work
- 45212422 - Canteen construction work
- 45212423 - Cafeteria construction work
- 45212500 - Kitchen or restaurant conversion
- 45212600 - Pavilion construction work
- 48100000 - Industry specific software package
- 51100000 - Installation services of electrical and mechanical equipment
- 71240000 - Architectural, engineering and planning services
- 71241000 - Feasibility study, advisory service, analysis
- 71250000 - Architectural, engineering and surveying services
- 71420000 - Landscape architectural services
- 73000000 - Research and development services and related consultancy services
- 79341000 - Advertising services
- 79342000 - Marketing services
- 79342320 - Customer-care services
- 80511000 - Staff training services
- 79410000 - Business and management consultancy services

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

NUTS codes

- UK - United Kingdom
- UKL13 - Conwy and Denbighshire
- UKN - Northern Ireland
- UKC - North East (England)
- UKD - North West (England)
- UKE - Yorkshire and the Humber
- UKF - East Midlands (England)
- UKG - West Midlands (England)
- UKH - East of England
- UKI - London
- UKJ - South East (England)
- UKK - South West (England)
- UKL - Wales
- UKM - Scotland

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

DLL is renewing its UK Leisure Framework and seeking a Single Delivery Partner or well managed consortia who are prepared to establish a JV or other entity as a single point of contact to Manage and deliver the Framework. The appointed developer will be a leisure led specialist who has a successful and demonstrable track record of delivery of Leisure, Recreational, Multi-Use Leisure, Hotel, and Café, Bar, Theatre, Spa and Wellbeing focused centers. The scope of services deliverable under this framework are:

Concept to cost certainty for client's calling off from the Framework

Feasibility and Business Planning

Supply chain leverage

Speed of Delivery

Project Management

Operations and Marketing Support

Risk Transfer

Track record of Successful delivery

Reduced tendering costs

The Framework can provide where required as part of the project deal:

Feasibility studies and business planning

Design management

Design services

Construction

Sourcing of and provision of Private financing option

Marketing, Branding and Sales Development.

Provision of Equipment and Services such as:

Sales and marketing management to include

Impact sales teams

Marketing campaign

Brand development

Staff Training

Digital Marketing

Mystery shopping



Equipment:

Under the Framework Leisure Operators may purchase leisure equipment:

Health and Fitness Equipment

Play, Climbing, Toning Equipment

Office and Leisure furniture

Drowning detection

IT solutions

Signage

Food and Beverages.

In terms of DLL expectations from its Partner DLL is seeking:

- a. To pro-actively and robustly manage the Framework delivery,
- b. Marketing, Promoting and Developing the Framework, ensuring that the success of the Framework is progressive and that clear marketing strategies and objectives are agreed, delivered, and beaten.
- c. Liaise with DLL on a regular basis to develop the Framework, reporting on Project Progress.
- d. Pro-actively market the framework and seek development and project delivery opportunities, promoting DLL and the framework.
- e. Service an income back to DLL through its framework management processes; and
- f. Manage client engagement through the term of the Framework, through construction and beyond into the defect period. To act as employer in relation to any construction project on behalf of the Client and therefore managed at practical completion, and through the defects liability period and beyond to ensure the quality of the build, and framework services.

For the Project Client:

- g. Providing a procurement strategy for the client project which gives the client cost certainty before they commit to proceeding with the development and enter into contract.

- h. Developing client designs working as necessary with an appropriate design team;
- i. Sourcing and arranging finance or funding packages as necessary for the Clients project;
- j. Taking the risk of the Client Project, site investigations and surveys until such a time that the client has achieved cost certainty, and is in a position to enter into contract;
- k. Project Managing the Project on behalf of the Client until final handover;
- l. Act as the Employer under the build contract and take some of the risk of the Project until Practical Completion, and provide customer support to the Client even after the achievement of Practical Completion chasing rectification of defects and any other issues.
- m. Support the client on the long-term strategic planning of the facility and wider leisure provision to ensure a viable and sustainable facility is developed and managed.
- n. The ability to enable the client to develop a business model, giving consideration to the wider community and the provisions that are already available within the area.
- o. Liaise with DLL on a regular basis to develop the Framework, report on Project Progress.
- p. Pro-actively market the framework and seek development and project delivery opportunities, promoting DLL and the framework above any other.
- q. Collaborate and transparently service an income back to DLL throughout its framework management processes.

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

Quality criterion - Name: Price / Weighting: 25

Quality criterion - Name: Quality criteria, as listed in the procurement documents / Weighting: 75

Price - Weighting: See documents

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

Value excluding VAT: £2,000,000,000

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

Start date

1 February 2022

End date

31 January 2026

This contract is subject to renewal

Yes

Description of renewals

The Framework is to be renewed every 4 years subject to any extensions permitted and client DLL demand.

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

Maximum number: 3

Objective criteria for choosing the limited number of candidates:

Objective criteria for choosing the limited number of candidates is as set out in the procurement documents

### **II.2.10) Information about variants**

Variants will be accepted: Yes

### **II.2.11) Information about options**

Options: Yes

Description of options

Variants will be accepted where they demonstrate additional benefit to DLL.

### **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**

For assistance on the process on Sell2Wales, please contact -

- Help and Resources - <https://www.sell2wales.gov.wales/helpandresources>

- FAQ's - [https://www.sell2wales.gov.wales/sitehelp/help\\_faq.aspx](https://www.sell2wales.gov.wales/sitehelp/help_faq.aspx)

For further information, please contact Andy Moreland  
([andy.moreland@denbighshireleisure.co.uk](mailto:andy.moreland@denbighshireleisure.co.uk))

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## **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

Selection Criteria as set out in the procurement documents

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

Selection criteria as stated in the procurement documents

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

List and brief description of selection criteria

Selection criteria as stated in the procurement documents but in order for DLL to consider any tender bids the potential contractor needs to demonstrate that they have the technical ability, the track record of having delivered leisure development projects within the last 5 years as a lead development partner which consists of design, construction, sales and marketing support and, income share. The Lead development partner must demonstrate that they have actually delivered the above scope in their own right or as part of a lead consortia, and not simply a sub-contractor on similar projects.

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

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

As set out in the procurement documents.

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## **Section IV. Procedure**

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

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

Competitive dialogue

#### **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 a single operator

In the case of framework agreements, provide justification for any duration exceeding 4 years:

The Framework is for an initial period of 4 years with a discretion to extend for up to a further 2 years. This is believed to be required in order to ensure that the Framework can continue to operate where there have been any complications preventing the re-marketing of the Framework in 2026.

#### **IV.1.4) Information about reduction of the number of solutions or tenders during negotiation or dialogue**

Recourse to staged procedure to gradually reduce the number of solutions to be discussed or tenders to be negotiated

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

Notice number: [2021/S 000-011246](#)

#### **IV.2.2) Time limit for receipt of tenders or requests to participate**

Date

12 August 2021

Local time

12:00pm

**IV.2.3) Estimated date of dispatch of invitations to tender or to participate to selected candidates**

12 August 2021

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

English, Welsh

**IV.2.6) Minimum time frame during which the tenderer must maintain the tender**

Duration in months: 6 (from the date stated for receipt of tender)

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## **Section VI. Complementary information**

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

This is a recurrent procurement: Yes

Estimated timing for further notices to be published: Further notices may be published in 2025 - 2026

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

Denbighshire Leisure Limited are again excited to be engaging with the market with this opportunity. This is an opportunity for a potential development partner to work with Denbighshire Leisure Limited in elevating this next iteration of the Framework to even greater heights than the previous two iterations. It is hoped this opportunity will generate interest within the Market as it is an exciting opportunity.

The previous iterations of the Framework to date have been hugely successful and past projects can be viewed on the current iterations of the Frameworks website (<https://leisureframework.co.uk/case-studies/>). Bidders that wish to ask any questions around potentially bidding for the Framework, or to express an interest in the Framework,

should contact Andy Moreland on [andy.moreland@denbighshireleisure.co.uk](mailto:andy.moreland@denbighshireleisure.co.uk) and detail their questions, or their experience in dealing with clients as outlined in the short description. This will enable potential bidders to determine whether they want to proceed with their bid.

Please also note that DLL are looking for one partner to deliver or manage the delivery of all aspects of the Framework, they are not seeking expressions of interest from organisations who can only deliver one aspect of the services e.g. design only, construct only, finance only etc.

This PIN notice is being released to give potential bidders an opportunity to express initial interest in the Framework. It is to provide early engagement with the market and not designed as part of the overarching procurement strategy. All documents relating to the procurement will be issued with the Contract Notice.

NOTE: To register your interest in this notice and obtain any additional information please visit the Sell2Wales Web Site at [https://www.sell2wales.gov.wales/Search/Search\\_Switch.aspx?ID=112303](https://www.sell2wales.gov.wales/Search/Search_Switch.aspx?ID=112303).

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.sell2wales.gov.wales/sitehelp/help\\_guides.aspx](https://www.sell2wales.gov.wales/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 Contractor shall ensure that all contracts with Subcontractors and Suppliers which the Contractor intends to procure following the Award date, and which the Contractor has not, before the date of this Contract, already planned to award to a particular Subcontractor or Supplier, are advertised through the Sell2Wales portal ([www.sell2wales.gov.wales](http://www.sell2wales.gov.wales)) and awarded following a fair, open, transparent and competitive process proportionate to the nature and value of the contract.

Under the terms of this contract the successful supplier(s) will be required to deliver Community Benefits in support of the authority's economic and social objectives. Accordingly, contract performance conditions may relate in particular to social and environmental considerations. The Community Benefits included in this contract are:

Under the terms of this Contract the successful candidate will be required to deliver community benefits in support of the Welsh Government's Act of 2015

(WA Ref:112303)

The buyer considers that this contract is suitable for consortia.



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

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

Denbighshire Leisure Limited

8-11 Trem Y Dyffryn, Colomendy Industrial Estate

Denbigh

LL16 5TX

Email

[andy.moreland@denbighshireleisure.co.uk](mailto:andy.moreland@denbighshireleisure.co.uk)

Country

United Kingdom

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

The High Court of England and Wales

Cardiff

DX 99500

Country

United Kingdom

Internet address

<https://www.gov.uk/government/organisations/hm-courts-and-tribunals-service/about/complaints-procedure>

### **VI.4.3) Review procedure**

Precise information on deadline(s) for review procedures

DLL will incorporate a minimum 10 calendar day standstill period at the point that an award decision is communicated to Bidders. The award decision notice will specify the criteria for the award of the contract/framework agreement, the reason for the decision, including the

characteristics and relative advantages, the name and score of the successful tender; and shall specify when the standstill period is expected to end or the date before which DLL will not conclude the contract/framework agreement. If an appeal regarding the award of a contract has not been successfully resolved the Public Contracts (Amendment) Regulations 2009 provide for aggrieved parties who have been harmed or at risk of a breach of the rules to take action in the High Court (England, Wales and Northern Ireland).

Any such action must be brought promptly within 30 days.

The court may award the setting aside of the award decision or may order DLL to amend any document and may award damages. If a framework agreement has been entered into the Court may make a declaration of ineffectiveness or may order that the duration of any relevant specific contract be shortened and additionally may award damages. The time limit for seeking such a declaration is generally 30 days from notification of the award.

#### **VI.4.4) Service from which information about the review procedure may be obtained**

Denbighshire Leisure Limited

8-11 Trem Y Dyffryn, Colomendy Industrial Estate

Denbigh

LL16 5TX

Email

[andy.moreland@denbighshireleisure.co.uk](mailto:andy.moreland@denbighshireleisure.co.uk)

Country

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