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Award

## **Steinway Pianos Lease**

City of London Corporation

F15: Voluntary ex ante transparency notice

Notice identifier: 2022/S 000-017220

Procurement identifier (OCID): ocds-h6vhtk-0349e9

Published 23 June 2022, 3:36pm

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

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

City of London Corporation

Guildhall

London

EC2P 2EJ

#### **Email**

[Olipur.Chowdhury@cityoflondon.gov.uk](mailto:Olipur.Chowdhury@cityoflondon.gov.uk)

#### **Telephone**

+44 2076063030

#### **Country**

United Kingdom

#### **NUTS code**

UKI - London

**Internet address(es)**

Main address

<https://www.cityoflondon.gov.uk/>

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

Regional or local authority

**I.5) Main activity**

General public services

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## **Section II: Object**

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

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

Steinway Pianos Lease

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

- 37311100 - Pianos

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

Supplies

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

The City of London Corporation / Guildhall School of Music and Drama intend to direct award to Steinway & Sons for the lease of 16 x Steinway Model B Pianos. GSMD students and musicians require the use of Steinway Pianos as it is considered the industry standard. Market research identified that there are no suppliers available to provide 16 Steinway Pianos (other than Steinway & Sons directly).

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

This contract is divided into lots: No

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

Value excluding VAT: £501,361

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

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

NUTS codes

- UKI - London

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

Negotiated procedure without prior publication - The works, supplies or services can be provided only by a particular economic operator for the following reason: absence of competition for technical reasons

Explanation: Competition is absent for technical reasons, Contract Regulation 32. 2 b (ii)

The Guildhall School of Music and Drama is a world-renowned music conservatoire providing training to musicians, actors and theatre technicians. In order to ensure its international reputation, teaching standards and to continue to attract world class students from around the globe the school aims to provide teaching facilities and equipment that match today's expected industry standards.

Almost all recognised pianists have had training and a subsequent career performing on Steinway pianos. Since its ground-breaking design in 1876, the Steinway concert piano has been almost ubiquitous in concert halls, conservatoires and music studios. In classical music the Steinway piano is considered the industry standard.

In Guildhall School, it can be expected that the pianos will be used for making music for up to 103 hours per week, 50 weeks per year, placing demands on the mechanical instrument that can only be met from the highest quality of manufacture. Steinway pianos have been proven over many years by the Guildhall School to both meet the expectation of the musician and hold up to the extreme level of use demanded by the School.

This School has an ongoing lease agreement with Steinways for the supply of Principal Study teaching piano. Currently the School leases 12 Steinway B pianos on a 5 year plan. The School is looking to renew this lease agreement from September 2022, this time for 16 Steinway B pianos.

Market research was undertaken to establish Steinways as the sole supplier of 16 Steinway Model B pianos. A Soft Market Test was undertaken in February 2022. A Prior Information Notice and Contracts Finder Early Engagement Notice was published and the market invited to complete a Soft Market Testing Questionnaire. No suitable responses were received.

#### **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

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## **Section IV. Procedure**

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

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

Negotiated without a prior call for competition

- The products involved are manufactured purely for the purpose of research, experiment, study or development
- The works, supplies or services can be provided only by a particular economic operator for the following reason:
  - absence of competition for technical reasons

Explanation:

Please see section II.1.4 and II.2.4 for more information.

#### **IV.1.8) Information about the Government Procurement Agreement (GPA)**

The procurement is covered by the Government Procurement Agreement: Yes

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

A contract/lot is awarded: Yes

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

#### **V.2.1) Date of conclusion of the contract**

23 June 2022

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

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

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

Steinway & Sons

44 Marylebone Lane

London

W1U 2DB

Country

United Kingdom

NUTS code

- UKI - London

National registration number

FC001517

The contractor/concessionaire is an SME

No

#### **V.2.4) Information on value of contract/lot/concession (excluding VAT)**

Initial estimated total value of the contract/lot/concession: £501,361

Lowest offer: £501,361 / Highest offer: £501,361 taken into consideration

#### **V.2.5) Information about subcontracting**

The contract/lot/concession is likely to be subcontracted

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## **Section VI. Complementary information**

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

We will not be entering into the contract before the end of a period of at least 10 days beginning with the day after the date on which the VEAT notice is published in FTS.

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

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

High Court, Royal Courts of Justice

Strand

London

WC2A 2LL

Country

United Kingdom