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Tender

## **Tender for the Operation of the Utilita Arena, Sheffield**

Sheffield City Council

F02: Contract notice

Notice identifier: 2023/S 000-018423

Procurement identifier (OCID): ocds-h6vhtk-03dd3d

Published 28 June 2023, 3:09pm

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

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

Sheffield City Council

Town Hall, Pinstone Street,

Sheffield

S1 2HH

#### **Contact**

Paula Martin

#### **Email**

[paula.martin@sheffield.gov.uk](mailto:paula.martin@sheffield.gov.uk)

#### **Telephone**

+44 01142734567

#### **Country**

United Kingdom

**Region code**

UK - United Kingdom

**National registration number**

(GB) 173 5488 38

**Internet address(es)**

Main address

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

Buyer's address

<https://uk.eu-supply.com/ctm/Company/CompanyInformation/Index/104130>

**I.3) Communication**

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

[https://uk.eu-supply.com/app/rfq/rwlenrance\\_s.asp?PID=69938&B=UK](https://uk.eu-supply.com/app/rfq/rwlenrance_s.asp?PID=69938&B=UK)

Additional information can be obtained from the above-mentioned address

Tenders or requests to participate must be submitted electronically via

[https://uk.eu-supply.com/app/rfq/rwlenrance\\_s.asp?PID=69938&B=UK](https://uk.eu-supply.com/app/rfq/rwlenrance_s.asp?PID=69938&B=UK)

Tenders or requests to participate must be submitted to the above-mentioned address

**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**

Tender for the Operation of the Utilita Arena, Sheffield

Reference number

75879

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

- 79993100 - Facilities management services

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

Services

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

The Council is seeking to procure an experienced and qualified operator to manage the Utilita Arena in Sheffield. This is an exciting opportunity for an organisation to partner with the Council to manage a key venue in the UK entertainment landscape. Since the c13,600 capacity Arena opened in 1991 it has hosted over 2,700 events that have been watched by over 14.5 million customers averaging 122 event days & 650,000 customers every year. The Council is seeking to secure a long-term operating partner: to run a commercially successful venue for up to 15 - 25 years in order to maximise the commercial return to the Council; on a lease basis if possible, but the Council will consider alternative structures; and to provide a commercially successful programme that will enhance the profile of Sheffield as an events city, attracting the maximum number of events and attendees. The Council has provisionally secured c£5.7m of capital funding to invest into the Arena.

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

Value excluding VAT: £310,000,000

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

This contract is divided into lots: No

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

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

- 39222000 - Catering supplies
- 50000000 - Repair and maintenance services
- 55120000 - Hotel meeting and conference services
- 55410000 - Bar management services
- 55520000 - Catering services
- 70332000 - Non-residential property services
- 70332200 - Commercial property management services
- 79951000 - Seminar organisation services
- 79952000 - Event services
- 79952100 - Cultural event organisation services
- 79953000 - Festival organisation services
- 79956000 - Fair and exhibition organisation services
- 79993000 - Building and facilities management services
- 92000000 - Recreational, cultural and sporting services
- 92300000 - Entertainment services
- 92312000 - Artistic services
- 92312100 - Theatrical producers', singer groups', bands' and orchestras' entertainment services
- 92312110 - Theatrical producer entertainment services
- 92312120 - Singer group entertainment services
- 92312130 - Band entertainment services
- 92312140 - Orchestral entertainment services
- 92312240 - Services provided by entertainers
- 92312250 - Services provided by individual artists
- 92320000 - Arts-facility operation services
- 92340000 - Dance and performance entertainment services

- 92622000 - Sports-event organisation services

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

NUTS codes

- UK - United Kingdom

Main site or place of performance

Sheffield, UK

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

The Council is seeking to procure an experienced and qualified operator to manage the Utilita Arena in Sheffield.

The Council's preferred deal structure is a long-term lease arrangement. This is an exciting opportunity for an organisation to partner with the Council to manage a key venue in the UK entertainment landscape, and the home of world class entertainment.

Since the c13,600 capacity Arena opened in 1991 it has hosted over 2,700 events that have been watched by over 14.5 million customers averaging 122 event days & 650,000 customers every year.

The Council is seeking to secure a long-term operating partner: to run a commercially successful venue for up to 15 - 25 years in order to maximise the commercial return to the Council; on a lease basis if possible, but the Council will consider alternative structures; and to provide a commercially successful programme that will enhance the profile of Sheffield as an events city, attracting the maximum number of events and attendees.

The Council has provisionally secured c£5.7m of capital funding to invest into the Arena. This provisionally funding has been earmarked to invest in the facilities to enhance the customer experience, operational profitability, and maximise the Council's operating objectives.

Please note that the estimated contract value is based on the estimated venue turnover (excluding VAT) across the maximum contract term.

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

Quality criterion - Name: Quality / Weighting: 30

Quality criterion - Name: Social Value / Weighting: 5

Price - Weighting: 65

**II.2.6) Estimated value**

Value excluding VAT: £310,000,000

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

Start date

1 January 2025

End date

31 March 2050

This contract is subject to renewal

Yes

Description of renewals

Before expiry of this contract.

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

Envisaged number of candidates: 4

Objective criteria for choosing the limited number of candidates:

Detailed in the Selection Questionnaire.

**II.2.10) Information about variants**

Variants will be accepted: Yes

**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 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

Minimum standards and qualification details contained with Selection Questionnaire documentation.

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

List and brief description of selection criteria

Minimum standards and qualification details contained with Selection Questionnaire documentation.

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

List and brief description of selection criteria

Minimum standards and qualification details contained with Selection Questionnaire documentation.

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## **Section IV. Procedure**

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

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

Competitive procedure with negotiation

#### **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

31 July 2023

Local time

5:00pm

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

21 August 2023

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

English

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

Tender must be valid until: 14 December 2024



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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.4) Procedures for review**

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

The Royal Courts of Justice

The Strand

London

WC2A 2LL

Country

United Kingdom

Internet address

<https://www.find-court-tribunal.service.gov.uk/courts/royal-courts-of-justice>

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

Sheffield City Council

Sheffield Town Hall, Pinstone Street,

Sheffield

Country

United Kingdom

Internet address

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

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

Sheffield City Council

Sheffield Town Hall, Pinstone Street,

Sheffield

Country

United Kingdom

Internet address

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