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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

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/rwlentrance_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/rwlentrance_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

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

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.

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

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>