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Tender

## **Strategic Consultancy Support for Business Transformation**

Scottish Water

F05: Contract notice – utilities

Notice identifier: 2021/S 000-019136

Procurement identifier (OCID): ocds-h6vhtk-02d22f

Published 7 August 2021, 9:14am

### **Section I: Contracting entity**

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

Scottish Water

6 Buchanan Gate

Glasgow

G33 6FB

#### **Contact**

Andrew Neilson

#### **Email**

[andrew.neilson@scottishwater.co.uk](mailto:andrew.neilson@scottishwater.co.uk)

#### **Telephone**

+44 7875873072

#### **Country**

United Kingdom

**NUTS code**

UKM - Scotland

**Internet address(es)**

Main address

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

Buyer's address

<https://www.scottishwater.co.uk/>

**I.3) Communication**

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

<https://www.delta-esourcing.com/tenders/UK-UK-Glasgow:-Business-development-consultancy-services./322V68WPJ9>

Additional information can be obtained from the above-mentioned address

Tenders or requests to participate must be submitted electronically via

<https://www.delta-esourcing.com/tenders/UK-title/322V68WPJ9>

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

**I.6) Main activity**

Water

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## **Section II: Object**

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

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

Strategic Consultancy Support for Business Transformation

Reference number

SW21/ACP/1370

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

- 79411100 - Business development consultancy services

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

Services

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

Over the past year Scottish Water has been working with partners to stretch and challenge ourselves, across a range of activities, to pursue what may be possible as we transform to meet our Strategic Plan commitments and changes to the regulatory environment. This includes meeting the expectations of Scottish Government ministers and our sector stakeholders, a rapidly evolving backdrop of changing citizen expectations, technological advancement and climate change.

We now require consultant support to:

- Advise on the Transformation portfolio strategy (design, sequencing, and assurance).
- Support with cross-industry access to SME's, industries and organisations to gain insights, learnings and best practice.
- Design and develop solutions to current and long term challenges and issues, in support of achieving our ambitions and our broader commitments.

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

Value excluding VAT: £60,000,000

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

This contract is divided into lots: No

## **II.2) Description**

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

NUTS codes

- UKM - Scotland

Main site or place of performance

SCOTLAND

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

Over the coming decades, Scottish Water will transform how we do things so that we can support a flourishing Scotland and be trusted to care for the water on which Scotland depends.

To achieve this over the past 12 months we have been working with a number of our partners to stretch and challenge ourselves, across a whole range of activities, to pursue what may be possible as we transform to meet our Strategic Plan commitments and changes to the regulatory environment. This includes meeting the expectations of ministers and our sector stakeholders, a rapidly evolving backdrop of changing citizen expectations, technological advancement and climate change.

Our Strategic Plan, published in February 2020, laid out our three strategic ambitions that are aligned with our role in achieving Scotland's ambitious Water Sector Vision:

-Service excellence adapting to a changing climate, dealing with our ageing assets and meeting our customers' evolving expectations

-Beyond net zero emissions showing leadership in mitigating climate change and enhancing Scotland's natural environment

-Great value and financial sustainability, customers will receive great value, now and in the future, and we will be financially sustainable

Our transformation is designed to deliver these ambitions and our broader commitments, working in a way that is fundamentally different to the way we have worked before.

Scottish Water is seeking a maximum of two partners to provide consultancy services to:

-Advise on development of the Transformation portfolio strategy; design and sequencing

as well as assurance.

-Support with cross industry insights and learning i.e. horizon scanning, art of the possible. This will also include access to a wide network of SMEs, industries and organisations to gain Transformation insights, learnings and best practice that can add value to Scottish Water.

-Design and Develop solutions to current and long term challenges and issues. To support achievement of our ambitions and our broader commitments.

Initial engagement is for 2 years with the option of six further annual extensions.

Estimated expenditure is £30m - £60m over the eight years.

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

Price is not the only award criterion and all criteria are stated only in the procurement documents

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

Value excluding VAT: £60,000,000

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

Duration in months

96

This contract is subject to renewal

Yes

Description of renewals

6 x 12 month extension options after initial award period

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

Envisaged minimum number: 3

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

Variants will be accepted: No

### **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

### **II.2.14) Additional information**

The Pre-qualification documents can be accessed by logging in through the Scottish Water Delta e-sourcing webpage <https://scottishwater.delta-esourcing.com> and through the Response Manager section using the following Access Code: 322V68WPJ9

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## **Section III. Legal, economic, financial and technical information**

### **III.1) Conditions for participation**

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

Minimum level(s) of standards possibly required

Applicants must have a net asset Balance Sheet value of at least £15 million. If it is only a parent organisation that has sufficient net asset balance sheet value, then the parent will have to provide a Parent Company Guarantee.

Applicants will be expected to be of sufficient financial and economic standing to support the anticipated contract value and duration. All applicants must complete the financial questions within the pre-qualification questionnaire and tender documents. Financial standing relevant to the anticipated contract value will be determined by Scottish Water based on the response to the pre-qualification questionnaire and any further financial checks deemed necessary

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

Selection criteria as stated in the procurement documents

#### **III.1.6) Deposits and guarantees required**

Scottish Water reserves the right to require deposits, guarantees, bonds or other forms of appropriate security

#### **III.1.7) Main financing conditions and payment arrangements and/or reference to the**

**relevant provisions governing them**

All prices quoted shall be in Sterling (UK) and all payments shall be made in Sterling (UK). Payment shall be made on the basis of completed services in accordance with the agreed contract rates, schedules and conditions of contract

**III.1.8) Legal form to be taken by the group of economic operators to whom the contract is to be awarded**

In the event of a group of companies submitting an accepted offer it will be necessary for each member of the group to sign an undertaking that each company in the group will be jointly and severally liable for the satisfactory performance of the contract

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

**III.2.2) Contract performance conditions**

Bidders must comply with modern slavery act and operate an ethical supply chain

**III.2.3) Information about staff responsible for the performance of the contract**

Obligation to indicate the names and professional qualifications of the staff assigned to performing the contract

## **Section IV. Procedure**

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

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

Negotiated procedure with prior call for competition

#### **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 several operators

#### **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

27 August 2021

Local time

12:00pm

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

6 September 2021

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

English

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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.3) Additional information**

Scottish Water will not accept the SPD. We will only accept a completed Scottish Water PQQ document. This Notice does not preclude Scottish Water from issuing other notices for specific requirements. Responses to the FTS Notice will be evaluated and only successful applicants following PQQ evaluation will be invited to submit a tender. Scottish Water reserves the right to divide the scope of the contract into lots at tender and contract award stages as it deems appropriate. Applicants who fail to supply all of the information requested in response to this Notice or any resulting tender exercise may risk elimination

For more information about this opportunity, please visit the Delta eSourcing portal at:

<https://scottishwater.delta-esourcing.com/tenders/UK-UK-Glasgow:-Business-development-consultancy-services./322V68WPJ9>

To respond to this opportunity, please click here:

<https://scottishwater.delta-esourcing.com/respond/322V68WPJ9>

GO Reference: GO-202186-PRO-18698345

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

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

Glasgow Sheriff Court

1 Carlton Place

Glasgow

G5 9TW

Email

[glasgow@scotcourts.gov.uk](mailto:glasgow@scotcourts.gov.uk)

Telephone

+44 1414298888

Fax

+44 1414185248

Country

United Kingdom

Internet address

<https://www.scotcourts.gov.uk/the-courts/court-locations/glasgow-sheriff-court-and-justice-of-the-peace-court>

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

Scottish Water

6 Buchanan Gate

Glasgow

G33 6FB

Email

[andrew.neilson@scottishwater.co.uk](mailto:andrew.neilson@scottishwater.co.uk)

Telephone

+44 7875873072

Country

United Kingdom

