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Tender

Framework Agreement for the Supply and Delivery of LNG

CalMac Ferries Limited

F02: Contract notice

Notice identifier: 2021/S 000-020508

Procurement identifier (OCID): ocds-h6vhtk-02d78b

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Section I: Contracting authority

I.1) Name and addresses

CalMac Ferries Limited

Ferry Terminal

Gourock

PA19 1QP

Email

nicholas.donnelly@calmac.co.uk

Telephone

+44 01475650230

Country

United Kingdom

NUTS code

UKM - Scotland

Internet address(es)

Main address

<http://www.calmac.co.uk>

Buyer's address

https://www.publiccontractsscotland.gov.uk/search/Search_AuthProfile.aspx?ID=AA10923

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.publictendersscotland.publiccontractsscotland.gov.uk

Additional information can be obtained from the above-mentioned address

Tenders or requests to participate must be submitted electronically via

www.publictendersscotland.publiccontractsscotland.gov.uk

I.4) Type of the contracting authority

Body governed by public law

I.5) Main activity

Other activity

Ferry Operator, Transport

Section II: Object

II.1) Scope of the procurement

II.1.1) Title

Framework Agreement for the Supply and Delivery of LNG

II.1.2) Main CPV code

- 09120000 - Gaseous fuels

II.1.3) Type of contract

Supplies

II.1.4) Short description

CalMac Ferries Limited is seeking to enter a contractual agreement with a suitably qualified and experienced supplier for the supply and delivery of LNG.

II.1.5) Estimated total value

Value excluding VAT: £6,000,000

II.1.6) Information about lots

This contract is divided into lots: No

II.2) Description

II.2.2) Additional CPV code(s)

- 09120000 - Gaseous fuels

II.2.3) Place of performance

NUTS codes

- UKM - Scotland

II.2.4) Description of the procurement

CalMac Ferries Limited is seeking to enter a contractual agreement with a suitably qualified and experienced supplier for the supply and delivery of LNG at the ports of Troon/Ardrossan and Uig.

II.2.5) Award criteria

Quality criterion - Name: Quality / Weighting: 30

Price - Weighting: 70

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

Duration in months

24

This contract is subject to renewal

Yes

Description of renewals

At the end of the initial period, the framework agreement will automatically come to an end unless both parties agree in writing to its continuation for a period not exceeding two further 12 months periods.

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

Envisaged minimum number: 3

Objective criteria for choosing the limited number of candidates:

The Procurement will be conducted through the use of the Competitive Procedure with Negotiation. All queries about this procurement must be made via the PCS-T messaging system.

The process we will apply is:

Statements including the specific requirements can be found within Section III.1.3 of the Contract Notice.

Bidders must pass the minimum standards sections of the SPD.

Part III and Section B and D of Part IV will be scored on a pass/fail basis, and section C of part IV of the SPD will be scored in the following way:

Part 4C of the SPD will be scored using the following methodology:

100- Excellent. Response is completely relevant and excellent overall. The response is comprehensive, unambiguous and demonstrates thorough experience, knowledge or skills/capacity/capability relevant to providing similar services to similar clients.

75 - Good. Response is relevant and good. The response is sufficiently detailed to demonstrate a good amount of experience, knowledge or skills/capacity/capability relevant to providing similar services to similar clients.

50 - Acceptable. Response is relevant and acceptable. The response demonstrates broad previous experience, knowledge and skills/capacity/capability but may lack in some aspects of similarity e.g. previous experience, knowledge or skills may not be of a similar nature.

25 - Poor. Response is partially relevant but generally poor. The response shows some elements of relevance to the criterion but contains insufficient/limited detail or explanation to demonstrate

previous relevant experience/ capacity/capability.

0 - Unacceptable. Nil or inadequate response. Fails to demonstrate previous experience/capacity/capability relevant to this criterion.

The responses to the questions at Section III.1.3 of the Contract Notice will be weighted in the following way. Please see SPD Question 4C: 100%. A full breakdown of the sub-criteria is provided at III.1.3.

CFL will take a minimum of three highest scoring bidders through and they will be invited to submit a tender.

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

Economic operators may be excluded from this competition if they are in any of the situations referred to in regulation 58 of the Public Contracts (Scotland) Regulations 2015.

Section III. Legal, economic, financial and technical information

III.1) Conditions for participation

III.1.2) Economic and financial standing

List and brief description of selection criteria

Please refer to these statements when completing section 4B of the SPD (Scotland)

Statement for 4B- Economic operators shall be required to satisfy minimum standards of economic and financial standing. These are described below:

NB. Ratios shall be based upon the latest available published accounts

1- Return on Capital Employed: must be at a ratio greater than “0”

2- Acid Test (Current Ratio): Current Ratio must be greater than “1”

3- Gearing: Gearing must be a figure of less than 100%

4- Interest Coverage: Interest Coverage must be a figure of 2 or above

Bidders must provide their ("general") yearly turnover for the last 3 financial years.

Minimum level(s) of standards required:

Economic Operators must confirm they already have or can commit to obtain,

prior to the commencement the following levels of insurance:

- Employers liability - statutory minimum 5m GBP, each and every claim.
- Motor Insurance - 5m GBP
- Public liability insurance including cover for loss/damage to third party property and third party injury with a minimum limit of GBP10 million per event with no annual aggregate. There must be no marine exclusions in the policy.
- Products liability with a minimum limit of USD10 million. There must be no marine exclusions and a completed operations extension.
- Professional indemnity/Liability - minimum 5m GBP, each and every claim

The bidder should purchase any other insurance cover as necessary, taking into account the terms and conditions of this contract.

III.1.3) Technical and professional ability

List and brief description of selection criteria

This SPD is designed to allow CFL to review evidence of prior experience and should not make forward-looking statements or predict where products or features may have utility for CFL.

Q4C of the SPD (Weighting 100%) - Bidders will be required to provide examples that demonstrate that they have the relevant experience to supply and deliver LNG as described in part II.2.4 of the Contract Notice. The question is split into three weighted sections and should be from the last 3 years as follows:

Question 1 (Weighting 80%): CalMac Ferries Limited (CFL) wish to engage with suitable contractors who have supplied LNG molecules to UK or equivalent standards and may have performed Truck to Ship (TTS) bunkering. You are asked to provide a summary of your experience in these activities, what challenges you encountered and what lessons you learned from them.

Your answers should be as descriptive as possible and should include the following aspects in addition to any other relevant contractual experience:

- Description of the logistics involved in the LNG delivery from point of collection to point of delivery
- How you ensured resilience was built in to the contract
- Statutory and local authority regulations involved
- Name and nature of the organisation you supplied and how you assisted with their operational readiness
- Approximate number of LNG deliveries made per annum and extensions on your contract to this operator
- Previous innovative solutions deployed

Question 2 (Weighting Pass/Fail): CFL require a contactable reference for each of the customer(s) detailed in the example(s) you have used in response to question number one.

Question 3 (Weighting 20%): Please provide two past examples of when your processes have resulted in successfully processing orders during a period of low staff resource as a result of various situations such as sickness or self isolation.

Section IV. Procedure

IV.1) Description

IV.1.1) Type of procedure

Competitive procedure with negotiation

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

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.1.5) Information about negotiation

The contracting authority reserves the right to award the contract on the basis of the initial tenders without conducting negotiations

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

21 September 2021

Local time

12:00pm

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

8 October 2021

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

English

Section VI. Complementary information

VI.1) Information about recurrence

This is a recurrent procurement: No

VI.3) Additional information

Questions in the ITT will be scored using the following methodology:

100- Excellent. Response is completely relevant and excellent overall. The response is comprehensive, unambiguous and demonstrates thorough experience, knowledge or skills/capacity/capability relevant to providing similar services to similar clients.

75 - Good. Response is relevant and good. The response is sufficiently detailed to demonstrate a good amount of experience, knowledge or skills/capacity/capability relevant to providing similar services to similar clients.

50 - Acceptable. Response is relevant and acceptable. The response demonstrates broad previous experience, knowledge and skills/capacity/capability but may lack in some aspects of similarity e.g. previous experience, knowledge or skills may not be of a similar nature.

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0 - Unacceptable. Nil or inadequate response. Fails to demonstrate previous experience/capacity/capability relevant to this criterion.

Award Criteria questions can be found in the ITT together with the weightings.

COMPETITIVE PROCEDURE WITH NEGOTIATION EXPLANATION -Competitive Procedure with Negotiation (CPN) this is a two-stage procedure run along the same lines as a Restricted procedure. This requires interested parties to complete a pre-qualification stage by submitting a Single Procurement Document (SPD) before being invited to submit a tender. This down selection process allows us to limit the number of parties receiving the full tender and moving forward to the negotiation phase(s).

Under CPN tenders are submitted from down selected suppliers and are then subject to evaluation and negotiation and then re-submitted to finalise positions and allow selection of a preferred bidder.

The buyer is using PCS-Tender to conduct this PQQ exercise. The Project code is 5583. For

more information see:

<http://www.publiccontractsscotland.gov.uk/info/InfoCentre.aspx?ID=2343>

The Contracting Authority does not intend to include a sub-contract clause as part of community benefits (as per Section 25 of the Procurement Reform (Scotland) Act 2014) in this contract for the following reason:

There is not a likelihood of a subcontractor being used within this procurement.

The Contracting Authority does not intend to include any community benefit requirements in this contract for the following reason:

A Community Benefit (CB) clause has not been included within the ITT documents as a clause is considered not to be relative and /or proportionate to the nature of the service to be required.

(SC Ref:664113)

VI.4) Procedures for review

VI.4.1) Review body

Sheriff Court House

1 Nelson Street

Greenock

PA15 1TR

Email

greenock@scotcourts.gov.uk

Telephone

+44 1475787073

Country

United Kingdom