

This is a published notice on the Find a Tender service: <https://www.find-tender.service.gov.uk/Notice/022882-2021>

Planning

HS2 Ltd Third Party Communications ‘Shadow Operator’ Pre-Procurement Market Engagement

HS2 Ltd

F01: Prior information notice

Prior information only

Notice identifier: 2021/S 000-022882

Procurement identifier (OCID): ocids-h6vhtk-02e0d0

Published 14 September 2021, 10:45pm

Section I: Contracting authority

I.1) Name and addresses

HS2 Ltd

High Speed Two (HS2) Ltd, Two Snowhill, Queensway

Birmingham

B4 6GA

Contact

HS2 Procurement

Email

scc@hs2.org.uk

Country

United Kingdom

NUTS code

UK - United Kingdom

Internet address(es)

Main address

<https://www.gov.uk/government/organisations/high-speed-two-limited>

Buyer's address

<https://hs2.bravosolution.co.uk/web/index.html>

I.3) Communication

Additional information can be obtained from the above-mentioned address

I.4) Type of the contracting authority

Ministry or any other national or federal authority

I.5) Main activity

Other activity

Rail / Transport

Section II: Object

II.1) Scope of the procurement

II.1.1) Title

HS2 Ltd Third Party Communications 'Shadow Operator' Pre-Procurement Market Engagement

II.1.2) Main CPV code

- 71316000 - Telecommunication consultancy services

II.1.3) Type of contract

Services

II.1.4) Short description

A Pre-Procurement market engagement questionnaire to support the procurement of a Third Party Communications 'Shadow Telecoms Operator'.

To register your interest for this event, please use the following link:

<https://www.smartsurvey.co.uk/s/ShadowTelecomsOperator/>

Registration deadline is 12.00 pm (UK Time) 24-09-2021

Market Engagement Questionnaire return deadline is 12.00 pm (UK Time) on 06-10-2021

II.1.5) Estimated total value

Value excluding VAT: £4,000,000

II.1.6) Information about lots

This contract is divided into lots: No

II.2) Description

II.2.2) Additional CPV code(s)

- 32000000 - Radio, television, communication, telecommunication and related equipment
- 32200000 - Transmission apparatus for radiotelephony, radiotelegraphy, radio broadcasting and

television

- 32400000 - Networks
- 32412100 - Telecommunications network
- 32500000 - Telecommunications equipment and supplies
- 45232332 - Ancillary works for telecommunications
- 45314000 - Installation of telecommunications equipment
- 48219700 - Communications server software package
- 50330000 - Maintenance services of telecommunications equipment
- 50331000 - Repair and maintenance services of telecommunications lines
- 50332000 - Telecommunications-infrastructure maintenance services
- 51300000 - Installation services of communications equipment
- 64000000 - Postal and telecommunications services
- 64200000 - Telecommunications services
- 64212000 - Mobile-telephone services
- 64227000 - Integrated telecommunications services
- 71311300 - Infrastructure works consultancy services
- 71316000 - Telecommunication consultancy services
- 72246000 - Systems consultancy services
- 79418000 - Procurement consultancy services

II.2.3) Place of performance

NUTS codes

- UK - United Kingdom

Main site or place of performance

Phase One will consist of around 230 km of track from London to Birmingham. Phase 2a extends Phase One by 58 km, running north from Lichfield to Crewe.

II.2.4) Description of the procurement

The core objective of the Third Party Communications (TPC) Package is to provide third party communication services across HS2's Phase One and Phase 2a routes, including the provision of: passenger communication systems to support voice and data mobile communications for HS2 customers throughout the HS2 estate, emergency services network (ESN) coverage, station data network (fixed, operational and public Wi-Fi) within HS2 stations and non-rail/ other communication services to external parties utilising HS2 Ltd's fibre backbone.

HS2 Ltd will undertake a two-stage procurement for the delivery and operation of the TPC Package. The first procurement (expected to be awarded in 2023) will be to design and build the TPC network infrastructure and to act as the Interim Operator managing the infrastructure and providing (through arranging contracts with one or more mobile network operators) ESN and limited voice/ data services principally for the HS2 workforce during the trial and testing stage of the HS2 railway.

The second procurement (expected to be awarded in 2027/28) will be for the appointment of an Operating Partner who will be responsible for operating and commercialising the TPC package once the HS2 railway is operational.

It will be a considerable amount of time before the Operating Partner is appointed. This means that an Operating Partner will not be in place to oversee – and provide commercial input – into the TPC design, construction, and initial operation during the HS2 railway testing stage. HS2 Ltd intends to appoint a Third Party Communications Shadow Telecoms Operator bringing expert telecoms experience to:

- Advise HS2 Ltd on the third party telecommunications design and construction from the perspective of a long term commercially minded Operator;
- Provide HS2 Ltd with an intelligent client function to minimise the risk of information asymmetries between HS2 Ltd and the D&B Contractor;
- Undertake a "Design Review" of the D+B Contractor's TPC design proposals;
- Help ensure that the TPC package is developed in a manner which is fit for purpose and likely to meet the requirements of the future Operating Partner and MNOs;
- Act as a 'guiding mind' on the long-term technological and commercial viability of the infrastructure being delivered. This is expected to include consideration of future commercial opportunities which the Operating Partner may be able to take advantage of and advice on how the delivery of TPC may be enhanced to maximise future investment opportunities and commercial return.
- Provide oversight of the Interim Operator's negotiations with ESN/MNO for the

provision of interim operations and ESN services in a manner that supports the long-term commercial interests of HS2 Ltd and the future operating partner;

- Facilitate a smooth transition of the TPC Package from the Interim Operator to the appointed Operating Partner;
- Support HS2 Ltd with considering and negotiating any contractual changes where deemed necessary to meet HS2 Ltd's overall requirements and drive value for money outcomes.

HS2 Ltd would like to issue a pre-market engagement questionnaire and engage with your organisation in order to:

- a. Provide potential suppliers with an overview on the scope and procurement approach;
- b. Give potential suppliers the opportunity to give feedback on HS2 Ltd.'s intended approach;
- c. Test market appetite to bid for the opportunity.

II.2.14) Additional information

A market engagement questionnaire will be provided.

Please return your completed questionnaire via email to HS2 Ltd Supply Chain Team at scc@hs2.org.uk by noon 06-10-2021.

II.3) Estimated date of publication of contract notice

31 March 2022

Section IV. Procedure

IV.1) Description

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

The procurement is covered by the Government Procurement Agreement: No

Section VI. Complementary information

VI.3) Additional information

Conditions regarding this PIN:

- 1) This PIN is not a call for competition and is not published to reduce time limits for the receipt of tenders;
- 2) This procurement may be launched in due course by the publication of a Contract Notice;
- 3) HS2 Ltd reserves the right not to commence any procurement or award of any contract in respect of this opportunity;
- 4) The information contained in this PIN may be subject to change due to the impact of governance, assurance and regulatory changes. Insofar as permitted by law, HS2 Ltd shall not be liable for any losses incurred by any party as a result of reliance on the information contained/linked herein;
- 5) Failure to register an interest in connection with this PIN shall not prevent an organisation from participating in an formal call for competition;
- 6) HS2 Ltd reserve the right to include this requirement within alternative procurements in accordance with HS2 Ltd agreed procurement strategies;