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Tender

## **Stations Improvement Programme (SIP) including Installation of Digital Customer Information Screens, Upgrade of CCTV and upgrade of WAN/LAN infrastructure**

WEST MIDLANDS TRAINS LIMITED

F05: Contract notice – utilities

Notice identifier: 2021/S 000-023786

Procurement identifier (OCID): ocds-h6vhtk-02e45d

Published 24 September 2021, 11:21am

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

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

WEST MIDLANDS TRAINS LIMITED

BIRMINGHAM

#### **Contact**

Simon Aldridge

#### **Email**

[simona@fpaconsulting.co.uk](mailto:simona@fpaconsulting.co.uk)

#### **Telephone**

+44 1332604304

#### **Country**

United Kingdom

**NUTS code**

UKG - West Midlands (England)

**Internet address(es)**

Main address

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

**I.3) Communication**

Access to the procurement documents is restricted. Further information can be obtained at

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

Additional information can be obtained from another address:

FPA Consulting Limited

1 St Andrews House, Vernon Gate

Derby

DE1 1UJ

**Contact**

Simon Aldridge

**Email**

[simona@fpaconsulting.co.uk](mailto:simona@fpaconsulting.co.uk)

**Country**

United Kingdom

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UKG - West Midlands (England)

**Internet address(es)**

Main address

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

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

## **I.6) Main activity**

Railway services

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## **Section II: Object**

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

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

Stations Improvement Programme (SIP) including Installation of Digital Customer Information Screens, Upgrade of CCTV and upgrade of WAN/LAN infrastructure

Reference number

WMT 2960

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

- 51611120 - Installation services of railway real-time departures and arrival display screens or boards

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

Services

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

The scope of the Stations Improvement Programme (SIP) is to:-

1. replace all existing customer information screens (CIS) with new digital customer information screens (DCIS) at every station on the WMT network.
2. undertake CCTV upgrade works on stations across the WMT network and install new systems where none currently exist
3. undertake upgrade works to WAN/LAN infrastructure for stations which were not enabled as part of WAN LAN Phase 1

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

This contract is divided into lots: Yes

Tenders may be submitted for all lots

The contracting authority reserves the right to award contracts combining the following lots or groups of lots:

1. DCIS Installation

2. CCTV Upgrade

3. WAN / LAN Infrastructure Upgrade

## **II.2) Description**

### **II.2.1) Title**

Digital Customer Information Screens (DCIS) Installation

Lot No

1

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

- 51611120 - Installation services of railway real-time departures and arrival display screens or boards

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

NUTS codes

- UKG - West Midlands (England)

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

Replacement of existing customer information screens (CIS) with new digital customer information screens (DCIS) at every station on the WMT network. Screens to be provided by WMT for contractor to install.

Overall Objective

WMT have a committed obligation to replace all customer information screens (CIS) with new digital customer information screens (DCIS) at every station in the portfolio for which they are Station Facilities Operator (147 in total). Alongside this, WMT also have a committed obligation to install 60 multi-modal screens at 30 stations, as well as the installation of mainboards at 3 stations (both multi-modal and mainboard stations included within the list of 147 DCIS stations).

DCIS Installs

The overall objective of the project is to deliver better quality of information to customers, including critical safety or operational messages, through new software and new DCI screens. 27 stations have already been upgraded during an earlier phase of this project (Phase 1a) - 'DCIS Station Work Packages', however some of these may be selected for revisits/further upgrade. The DCIS project seeks to replace the existing CIS screens on a

like for like basis, utilising existing supports and electrical supplies wherever possible.  
Phase 2 DCIS delivery covers 120 stations for new DCIS screens

WMT have separately procured screens, and these will be free issued to the Contractor to install. The nominated screen manufacturer and supplier is Blackbox Company (UK) Limited.

#### Multi Modal Stations

30 stations have been allocated as sites to receive new multi-modal screens, further to the replacement of their existing CIS. For the purposes of this tender, it is assumed that each station will see 2 multi-modal screens installed at each location (60 in total). These new assets will provide disruption and onward travel information for passengers using these stations.

WMT have separately procured multi-modal screens, and these will be free issued to the Contractor to install. The nominated screen manufacturer and supplier is Blackbox Company (UK) Limited. Multi-modal housings and totems will be provided by Blackbox and free issued to the Contractor. The Contractor is responsible for supplying any further fixings, brackets or other components required to progress the accepted design.

#### Main Board

4 stations were selected as part of the DCIS programme of works for mainboard installations, to be installed within the main station building/entrance at these stations. 1 station was delivered in Phase 1a, leaving 3 mainboards for delivery in Phase 2, as well as an Option for the installation of 1 mainboard at an additional site. Please see 'Activity Schedule' for each of the locations.

The target date for completion of all works is 31st July 2023.

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

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

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

End date

31 July 2023

This contract is subject to renewal

No

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

Variants will be accepted: Yes

#### **II.2.11) Information about options**

Options: No

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

Interested parties should contract the named person by email at Section I.1 to register interest and request the Prequalification Questionnaire which shall be required to be completed by the time limit for receipt of expressions of interest at Section IV.2.2

Scoring Matrix

The PQQ scoring will be as follows:-

#### **SCORE GIVEN - QUALITATIVE GUIDANCE - SHORT GUIDANCE**

0 - Question not answered or answer is irrelevant. - Not answered/irrelevant.

1 - Weak : Insufficient information to enable evaluation or contains major shortcomings or errors to make it non-complaint. - Worst in class/errors in submission.

2 - Below Satisfactory : partially complaint answer but with obvious deficiencies. Brief or incomplete answers with little or no supporting detail or wholly generic answer. - Below industry standard.

3 - Satisfactory : Answer meets the minimum requirements but lack convincing supporting detail to give confidence that they will meet requirements. Some attempt to provide relevant answers not generic. - In line with industry standard.

4 - Good : Thorough response with relevant supporting detail and evidence to give confidence that the requirements will be met. Tailored answers. - Above industry standard.

5 - Excellent : Comprehensive and well-structured response with excellent supporting evidence. Wholly bespoke for the protect and demonstrates exceptional understanding of the requirements. - Market leading.

#### **SCORING PROCESS**

Where Yes is the required answer:

YES = PASS

NO = FAIL

WMT will assess additional information provided by the interested parties who select NO, but have additional information to justify their selection.

Where NO is the required answer

NO = PASS

YES = FAIL

WMT will assess additional information provided by the interested parties who select YES, but have additional information to justify their selection.

## **II.2) Description**

### **II.2.1) Title**

CCTV Upgrade Works

Lot No

2

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

- 92222000 - Closed circuit television services

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

NUTS codes

- UKG - West Midlands (England)

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

Undertake CCTV upgrade works on stations across the WMT network and install new systems where none currently exist.

Overall Objective

The overall objective of the CCTV Product Specifications is to deliver a better and safer



customer experience when travelling to and from our stations, we will be able to achieve this by meeting the BTP stakeholder brief v1.7 and RDG CCTV standard.

The Client has a Business Plan Commitment to deliver new IP HD CCTV to our stations of which approx. 30% currently have no CCTV and 70% have a mixture of digital and analogue systems.

The digital systems will need to be expanded, the existing analogue systems will need to be changed to IP and extended to meet the requirements, and stations without CCTV will have new systems installed.

Surveys of the stations have been undertaken and these are included in the CCTV Surveys. These surveys have identified all the additional cameras and relocation of cameras to ensure our stations are compliant with the BTP and RDG standard.

The method of storing and retrieving the data will be through an IP cloud-based solution across a common platform, which is outside the scope of this tender and will be addressed by others.

The main objective of the CCTV system is to improve the security of our stations and provide operational benefits to the Client.

The 116no. stations in scope are listed in the Stations Upgrade Scope.

The stations are separated into 3 years of delivery with Priority 1 stations to be delivered in Year 1, Priority 2 stations in Year 2 and Priority 3 stations in Year 3.

The timescales for delivery of the CCTV by year is shown below:

- CCTV Year 1 works complete (46no. stations) - end January 2023
- CCTV Year 2 works complete (25no. stations) - end January 2024
- CCTV Year 3 works complete (45no. stations) - end January 2025

For the purposes of the tender only the year 1 list of stations have funding approval with year 2 and year 3 works awaiting on approval from the Department for Transport (DfT).

Decision on the funding for the latter years of the CCTV programme is expected by the dates below:

- Year 2 & 3 decision - 31 May 2022

The Contractor is required to price for the CCTV works for the packages they are bidding

for. However, Year 2 and Year 3 list of CCTV stations are to be priced as options at this stage with the Client to provide confirmation that the options will be taken up no later than 3 months from the decision dates above for the respective years.

The Contractor shall supply a complete design and build solution to allow the Client to achieve their objective. The scope includes both the installation and supply of all CCTV equipment.

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

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

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

End date

31 January 2025

This contract is subject to renewal

No

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

Variants will be accepted: Yes

#### **II.2.11) Information about options**

Options: No

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

Interested parties should contact the named person by email at Section I.1 to register interest and request the Prequalification Questionnaire which shall be required to be completed by the time limit for receipt of expressions of interest at Section IV.2.2

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## SCORING PROCESS

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NO = FAIL

WMT will assess additional information provided by the interested parties who select NO, but have additional information to justify their selection.

Where NO is the required answer

NO = PASS

YES = FAIL

WMT will assess additional information provided by the interested parties who select YES, but have additional information to justify their selection.

## **II.2) Description**

### **II.2.1) Title**

WAN/LAN upgrade

Lot No

3

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

- 32410000 - Local area network
- 32430000 - Wide area network

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

NUTS codes

- UKG - West Midlands (England)

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

Replace all existing customer information screens (CIS) with new digital customer information screens (DCIS) at every station on the WMT network

Overall Objective

The overall objective of the project is to upgrade the Local Area Network (LAN) at the defined West Midlands Trains operated stations.

This initiative acts as an enabler to other technological schemes and Business Plan Commitments (BPCs) such as DCIS, TVMs, PVALs, CCTV, ANPR, and Retail, updating and standardizing the infrastructure to support multiple types of equipment which will be required at each site. The project will amalgamate the disparate communication solutions within the station including WAN circuit termination and any Customer Premise Equipment which includes SD WAN Appliances.

### **BENEFITS**

- Consolidate project activities across several BPC work packages to avoid repetition and save on enabling, survey works and infrastructure costs.
- Enhanced infrastructure capability and ease of data transfer.
- Supports the data business case and improves ability to transfer data from trains.
- Enables multiple BPC commitments to be delivered.
- Makes the network more reliable, faster, cheaper, and easier to maintain remotely, avoiding unnecessary multiple site visits.

- Consistency of new IT standards to be delivered across the franchise network.

## OBJECTIVES

To upgrade 113 sites to enable all station CO's. Stations identified for WAN LAN upgrade are contained within the Stations Upgrade Scope.

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

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

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

End date

31 January 2025

This contract is subject to renewal

No

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

Variants will be accepted: Yes

### **II.2.11) Information about options**

Options: No

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

Interested parties should contact the named person by email at Section I.1 to register interest and request the Prequalification Questionnaire which shall be required to be completed by the time limit for receipt of expressions of interest at Section IV.2.2

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## SCORING PROCESS

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YES = PASS

NO = FAIL

WMT will assess additional information provided by the interested parties who select NO, but have additional information to justify their selection.

Where NO is the required answer

NO = PASS

YES = FAIL

WMT will assess additional information provided by the interested parties who select YES, but have additional information to justify their selection.

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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

All interest parties responding to this Notice must have the following to be considered further:-

RISQS accredited (Railway Industry Supplier Qualification Scheme)

Valid Railway Safety Case

Principle Contractors Licence

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## **Section IV. Procedure**

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

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

Negotiated procedure with prior call for competition

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

The procurement is covered by the Government Procurement Agreement: No

### **IV.2) Administrative information**

#### **IV.2.2) Time limit for receipt of tenders or requests to participate**

Date

25 October 2021

Local time

4:00pm

#### **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**

Duration in months: 6 (from the date stated for receipt of tender)



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## **Section VI. Complementary information**

### **VI.1) Information about recurrence**

This is a recurrent procurement: No

### **VI.3) Additional information**

To register your interest in this Notice you should submit an expression of interest to the contact details shown within this Notice and request a copy of the Prequalification Questionnaire to be submitted by the date shown at IV.2.2

The Utilities Contracts Regulations 2016 ("Regulations") do not in accordance with their terms apply to this procurement. Neither the issue of this Invitation to Negotiate (as amended by West Midlands Trains and notified to Bidders from time to time) (the ITN) nor the selection of any Bidder, nor any other document, contact or conduct in connection with this ITN constitutes any acceptance by West Midlands Trains that the Regulations apply to the Project covered by this ITN or an agreement by West Midlands Trains to abide by those Regulations.

The procurement process as described in this document (the ITN Process) and any subsequent contract awarded will be subject to English law and the exclusive jurisdiction of the English courts. By participating in the ITN Process a Bidder agrees to be bound by the above conditions and limitations. This Important Notice must be read in conjunction with all instructions to Bidders contained within this document.

Bidder means each legal entity issued with an ITN and invited to participate in this ITN Process.

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

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

WEST MIDLANDS TRAINS LIMITED

BIRMINGHAM

Country

United Kingdom