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Tender

ScotRail Advertising Concession Services

ScotRail Trains Limited (Utilities)

F24: Concession notice

Notice identifier: 2022/S 000-025005

Procurement identifier (OCID): ocids-h6vhtk-036655

Published 6 September 2022, 4:58pm

Section I: Contracting authority/entity

I.1) Name and addresses

ScotRail Trains Limited (Utilities)

Atrium Court, 50 Waterloo Street

Glasgow

G2 6HQ

Email

fergus.martin@scotrail.co.uk

Country

United Kingdom

NUTS code

UKM - Scotland

Internet address(es)

Main address

www.scotrail.co.uk

Buyer's address

https://www.publiccontractsscotland.gov.uk/search/Search_AuthProfile.aspx?ID=AA30589

I.3) Communication

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

<https://scotrail.wax-live.com/>

Additional information can be obtained from the above-mentioned address

Applications or, where applicable, tenders must be submitted electronically via

<https://scotrail.wax-live.com/>

I.6) Main activity

Railway services

Section II: Object

II.1) Scope of the procurement

II.1.1) Title

ScotRail Advertising Concession Services

Reference number

SRT027

II.1.2) Main CPV code

- 79341000 - Advertising services

II.1.3) Type of contract

Services

II.1.4) Short description

ScotRail Trains Limited (ScotRail) are engaging the market for prospective third parties to provide Rail Advertising services, split into 6 lots.

II.1.6) Information about lots

This concession 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:

The tender is split into the following lots. Suppliers may bid for single or multiple lots. Lot 6 is reserved for organisations who can provide and wish to bid for for all lots.

1. In-Station

2. On Train

3. Experiential

4. Ticket Gates

5. Roadside

6. All lots

ScotRail reserve the right to award some, all or none of the lots.

II.2) Description

II.2.1) Title

In-Station

Lot No

1

II.2.2) Additional CPV code(s)

- 79341000 - Advertising services

II.2.3) Place of performance

NUTS codes

- UKM - Scotland

II.2.4) Description of the procurement

Lot 1: In-Station Advertising. Internal and External comprising Standard Formats of; 4 Sheets, 6 Sheets, 48 Sheets, Digital Media (Excluding DCIS) and Tactical Media (Banners and Vinyl). Currently; 842 Classic Poster Displays, 39 Digital Screens.

II.2.5) Award criteria

Concession is awarded on the basis of the criteria stated in the procurement documents

II.2.7) Duration of the concession

Duration in months

48

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

Proposed contract length is minimum of 4 years and will be finalised at ITT / award stage.

II.2) Description

II.2.1) Title

On Train

Lot No

2

II.2.2) Additional CPV code(s)

- 79341000 - Advertising services

II.2.3) Place of performance

NUTS codes

- UKM - Scotland

II.2.4) Description of the procurement

Lot 2: On Train

Internal advertising frames on board ScotRail rolling stock.

Currently; 1,742 Classic Poster Displays

II.2.5) Award criteria

Concession is awarded on the basis of the criteria stated in the procurement documents

II.2.7) Duration of the concession

Duration in months

48

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

Proposed contract length is minimum of 4 years and will be finalised at ITT / award stage.

II.2) Description

II.2.1) Title

Experiential

Lot No

3

II.2.2) Additional CPV code(s)

- 79341000 - Advertising services

II.2.3) Place of performance

NUTS codes

- UKM - Scotland

II.2.4) Description of the procurement

Lot 3: Experiential

Face to Face engagement with passengers for promotional and branding experiences.
Currently; approx. 15 Allocated locations

II.2.5) Award criteria

Concession is awarded on the basis of the criteria stated in the procurement documents

II.2.7) Duration of the concession

Duration in months

48

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

Proposed contract length is minimum of 4 years and will be finalised at ITT / award stage.

II.2) Description

II.2.1) Title

Ticket Gates

Lot No

4

II.2.2) Additional CPV code(s)

- 79341000 - Advertising services

II.2.3) Place of performance

NUTS codes

- UKM - Scotland

II.2.4) Description of the procurement

Lot 4: Ticket Gates

Vinyl media fixed to ticket gate paddles and stanchions. Currently; 17 Gated Stations 386 Displays

II.2.5) Award criteria

Concession is awarded on the basis of the criteria stated in the procurement documents

II.2.7) Duration of the concession

Duration in months

48

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

Proposed contract length is minimum of 4 years and will be finalised at ITT / award stage.

II.2) Description

II.2.1) Title

Roadside

Lot No

5

II.2.2) Additional CPV code(s)

- 79341000 - Advertising services

II.2.3) Place of performance

NUTS codes

- UKM - Scotland

II.2.4) Description of the procurement

Lot 5: Roadside

Road facing billboard 48 sheet displays targeting passing traffic. Currently; 19 Displays

II.2.5) Award criteria

Concession is awarded on the basis of the criteria stated in the procurement documents

II.2.7) Duration of the concession

Duration in months

48

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

Proposed contract length is minimum of 4 years and will be finalised at ITT / award stage.

II.2) Description

II.2.1) Title

All Lots

Lot No

6

II.2.2) Additional CPV code(s)

- 79341000 - Advertising services

II.2.3) Place of performance

NUTS codes

- UKM - Scotland

II.2.4) Description of the procurement

Lot 6: All lots. This lot is reserved for organisations who can provide and wish to bid for all lots. Suppliers may be able to offer better commercial terms by providing all the

requirements listed in lots 1-5. Furthermore, there are increased efficiencies by working with a single organisation. As such, ScotRail may award Lot 6 instead of splitting out the requirements. Suppliers may provide a submission for specific lots and a separate submission for lot 6.

II.2.5) Award criteria

Concession is awarded on the basis of the criteria stated in the procurement documents

II.2.7) Duration of the concession

Duration in months

48

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

Proposed contract length is minimum of 4 years and will be finalised at ITT / award stage. ScotRail may award lot 6 (all) instead of splitting out the requirements (lots 1-5). Suppliers bidding for lot 6 can also submit separate bids for specific lots.

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, indication of information and documentation required

The Supplier must maintain in force insurance policies as per PQQ docs.

Bidders will be required to provide adequate assurance of financial strength to successfully complete their contractual obligations, and have available their two most recent sets of annual audited accounts including profit and loss information. Bidders will be required to have Current Ratio equal to or exceeding 1.5 and an Acid Test Ratio equal to or exceeding 1.0.

There are lot specific turnover requirements as per the PQQ docs.

Section IV. Procedure

IV.2) Administrative information

IV.2.2) Time limit for submission of applications or receipt of tenders

Date

6 October 2022

Local time

12:00pm

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.2) Information about electronic workflows

Electronic ordering will be used

Electronic invoicing will be accepted

Electronic payment will be used

VI.3) Additional information

To access the PQQ, go to the Wax Portal: <https://scotrail.wax-live.com/>

Login if you have an existing account or click register and create an account. Click 'Open Opportunities' and select the Advertising Concession PQQ. Once you are logged in click on the Questions tab to complete the PQQ. You can submit questions to Procurement Team using the Messaging tab.

Proposed contract length is minimum of 4 years, however final contract length to be agreed dependent on submissions, supplier investment and ScotRail approval from Transport Scotland.

(SC Ref:705618)

VI.4) Procedures for review

VI.4.1) Review body

Glasgow Sheriff Court and Justice of the Peace Court

Glasgow

Country

United Kingdom