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Tender

## **Framework Agreement for Fitness Equipment Supply, Installation and Business Development Partnership**

Glasgow Life (Culture & Sport Glasgow)

F02: Contract notice

Notice identifier: 2021/S 000-027228

Procurement identifier (OCID): ocids-h6vhtk-02f1ca

Published 29 October 2021, 4:15pm

### **Section I: Contracting authority**

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

Glasgow Life (Culture & Sport Glasgow)

38 Albion Street

Glasgow

G1 1LH

#### **Contact**

Billy Robertson

#### **Email**

[Billy.Robertson@glasgowlife.org.uk](mailto:Billy.Robertson@glasgowlife.org.uk)

#### **Telephone**

+44 7741982218

#### **Country**

United Kingdom

**NUTS code**

UKM82 - Glasgow City

**Internet address(es)**

Main address

[www.glasgowlife.org.uk](http://www.glasgowlife.org.uk)

Buyer's address

[https://www.publiccontractsscotland.gov.uk/search/Search\\_AuthProfile.aspx?ID=AA10287](https://www.publiccontractsscotland.gov.uk/search/Search_AuthProfile.aspx?ID=AA10287)

**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

<https://www.publictendersscotland.publiccontractsscotland.gov.uk/esop/pts-host/public/pts/web/login.html>

Additional information can be obtained from the above-mentioned address

Tenders or requests to participate must be submitted electronically via

<https://www.publictendersscotland.publiccontractsscotland.gov.uk/esop/pts-host/public/pts/web/login.html>

**I.4) Type of the contracting authority**

Body governed by public law

**I.5) Main activity**

General public services

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## **Section II: Object**

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

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

Framework Agreement for Fitness Equipment Supply, Installation and Business Development Partnership

Reference number

CSG005188

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

- 37440000 - Fitness equipments

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

Supplies

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

The Company invites tender bids for the framework for the Provision of the Supply, Delivery and Installation of Fitness Equipment. The contract duration is for 3 years, commencing in March 2022 and ending in March 2025 with the option to extend the contract for a period of up to 12 months.

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

Value excluding VAT: £3,100,000

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

This contract is divided into lots: Yes

Tenders may be submitted for all lots

### **II.2) Description**

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

Plate Loaded, Free Weights and Lifting Platforms

Lot No

2

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

- 37442500 - Fitness weights
- 51121000 - Installation services of fitness equipment

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

NUTS codes

- UKM82 - Glasgow City

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

The Company invites Tender bids for the Supply, Delivery, Installation and Service of Fitness Equipment based on outright purchase for Lot 2. The Company will award Lot 2 to a maximum of 3 suppliers.

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

Quality criterion - Name: Quality / Weighting: 45

Price - Weighting: 55

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

Value excluding VAT: £200,000

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

Duration in months

36

This contract is subject to renewal

Yes

Description of renewals

there is also the option to extend the framework agreement for up to 12 months.

### **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) Description**

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

Cardio, Fixed Strength, Cable Based, and Air Resistance

Lot No

1

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

- 37440000 - Fitness equipments
- 51121000 - Installation services of fitness equipment

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

NUTS codes

- UKM82 - Glasgow City

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

The Company invites Tender bids for the Supply, Delivery, Installation and Service of Fitness Equipment based on outright purchase and on a leased basis for Lot 1. Lot 1 has been split into two sub lots, sub lot 1.1 and sub lot 1.2 and is made up of 4 sections, Cardio, Fixed Strength, Cable Based, and Air Resistance. The Company will award sub lot 1.1 and 1.2 to sole Suppliers.

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

Quality criterion - Name: Quality / Weighting: 65

Price - Weighting: 35

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

Duration in months

36

This contract is subject to renewal

Yes

Description of renewals

There is also the option to extend the framework agreement for up to 12 months.

### **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) Description**

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

Fitness Accessories & Products

Lot No

4

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

- 37440000 - Fitness equipments

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

NUTS codes

- UKM82 - Glasgow City

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

The Company invites Tender bids for the Supply, Delivery, Installation and Service of Fitness Equipment based on outright purchase for Lot 4. The Company will award Lot 4 to a maximum of 3 suppliers.

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

Quality criterion - Name: Quality / Weighting: 40

Price - Weighting: 60

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

Value excluding VAT: £50,000

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

Duration in months

36

This contract is subject to renewal

Yes

Description of renewals

There is also the option to extend the Framework Agreement for up to 12 months.

#### **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) Description**

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

Functional Training Rigs

Lot No

9

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

- 37440000 - Fitness equipments
- 51121000 - Installation services of fitness equipment

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

NUTS codes

- UKM82 - Glasgow City

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

The Company invites Tender bids for the Supply, Delivery, Installation and Service of Fitness Equipment based on outright purchase for Lot 9. The Company will award Lot 9 to a maximum of 3 suppliers.

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

Quality criterion - Name: Quality / Weighting: 55

Price - Weighting: 45

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

Duration in months

36

This contract is subject to renewal

Yes

Description of renewals

There is also the option to extend the framework agreement for up to 12 months.

### **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) Description**

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

Digital Technology

Lot No

5

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

- 37440000 - Fitness equipments

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

NUTS codes

- UKM82 - Glasgow City

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

The Company invites Tender bids for the provision of Digital Technology based on outright purchase for Lot 5. The Company will award Lot 5 to a maximum of 3 suppliers.

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

Quality criterion - Name: Quality / Weighting: 60

Price - Weighting: 40

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

Value excluding VAT: £50,000

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

Duration in months

36

This contract is subject to renewal

Yes

Description of renewals

There is also the option to extend the framework agreement for up to 12 months.

### **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) Description**

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

AV, Audio and Studio Streaming

Lot No

6

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

- 32321200 - Audio-visual equipment
- 32321300 - Audio-visual materials
- 37440000 - Fitness equipments

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

NUTS codes

- UKM82 - Glasgow City

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

The Company invites Tender bids for the Supply, Delivery, Installation and Service of AV, Audio and Studio Streaming Equipment based on outright purchase for Lot 6. The Company will award Lot 6 to a maximum of 3 suppliers.

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

Quality criterion - Name: Quality / Weighting: 50

Price - Weighting: 50

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

Value excluding VAT: £50,000

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

Duration in months

36

This contract is subject to renewal

Yes

Description of renewals

There is also the option to extend the framework agreement for up to 12 months.

#### **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) Description**

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

Maintenance and Service of Existing Equipment

Lot No

7

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

- 37440000 - Fitness equipments
- 45212290 - Repair and maintenance work in connection with sports facilities

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

NUTS codes

- UKM82 - Glasgow City

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

The Company invites Tender bids for the Maintenance and Service of Existing Fitness Equipment for Lot 7. The Company will award Lot 7 to a maximum of 3 suppliers.

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

Quality criterion - Name: Quality / Weighting: 40

Price - Weighting: 60

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

Value excluding VAT: £50,000

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

Duration in months

36

This contract is subject to renewal

Yes

Description of renewals

There is also the option to extend the framework agreement for up to 12 months.

#### **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) Description**

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

Fitness Flooring

Lot No

8

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

- 45432100 - Floor laying and covering work
- 45432114 - Wood flooring work
- 44112210 - Solid flooring
- 45431100 - Floor-tiling work

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

NUTS codes

- UKM82 - Glasgow City

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

The Company invites Tender bids for the Supply, Delivery, and Installation of Fitness Flooring based on outright purchase for Lot 8. Lot 8 has been split into six sub lots, sub lot 8.1, 8.2, 8.3, 8.4, 8.5, and 8.6. The Company will award sub lots 8.1, 8.2, 8.3, 8.4, 8.5, and 8.6 to a maximum of 2 suppliers per sub lot.

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

Quality criterion - Name: Quality / Weighting: 50

Price - Weighting: 50

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

Value excluding VAT: £50,000

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

Duration in months

36

This contract is subject to renewal

Yes

Description of renewals

There is also the option to extend the framework agreement for up to 12 months.

#### **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) Description**

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

## Group Cycling Equipment

Lot No

3

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

- 37440000 - Fitness equipments
- 51121000 - Installation services of fitness equipment

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

NUTS codes

- UKM82 - Glasgow City

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

The Company invites Tender bids for the Supply, Delivery, Installation and Service of Fitness Equipment based on outright purchase and on a leased basis for Lot 3. Lot 3 has been split into two sub lots, sub lot 3.1 and sub lot 3.2. The Company will award sub lots 3.1 and 3.2 to sole Suppliers.

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

Quality criterion - Name: Quality / Weighting: 60

Price - Weighting: 40

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

Value excluding VAT: £300,000

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

Duration in months

36

This contract is subject to renewal

Yes

Description of renewals

There is also the option to extend the Framework Agreement for up to 12 months.

#### **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

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### **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

#### **4B Economic & Financial Standing**

This section seeks to assess Bidders Economic and Financial Standing as well as the ability to meet The Company's minimum Insurance requirements as set out below and included within the Contract Notice.

#### **Financial Check**

In order to pass the Financial Check section of the contract, it is mandatory for companies to attain the undernoted: -

Bidders must comply with the undernoted financial requirements in order to participate in the tendering process: -

There is a minimum financial requirement that affects Trading Performance,

#### **Balance Sheet Strength and Liquidity**

There is also a further requirement regarding Current Liquidity, which can be met



by a Letter of Comfort from the bank of the Bidder (see below)

#### Trading Performance Ratio

An overall positive outcome on pre-tax profits over a 3-year period

Exceptional items can be excluded from calculation

Balance Sheet strength

Net worth of the organisation must be positive at the time of evaluation

Intangibles can be included for purposes of the Total Assets figure.

The above would be expressed in the ratio Total Assets/Total Liabilities

#### Liquidity Ratios

##### Current Ratio

Current Assets/Current Liabilities

##### Leverage Ratio

Long-term Debt/Net Worth

Applicants must achieve a score of 5 and above from a combination of above two

liquidity ratios

#### Scoring Method

##### Current Ratio

##### Range Score

0.00 to 0.80 0

0.81 to 0.90 1

0.91 to 1.00 2

1.01 to 1.10 3

1.11 to 1.20 4

1.21 and above 5

Leverage Ratio

0.01 to 19.99 5

20.00 to 39.99 4

40.00 to 59.99 3

60.00 to 79.99 2

80.00 to 100.00 1

Intangibles can be included for purposes of the Net Worth figure.

The above ratios should be calculated on last set of accounts  
filed at Companies House

For non-UK companies, ratios should be calculated  
on information contained in the most recent audited accounts.

Applicants must not be the subject of an insolvency process.

Applicants who have been trading for less than the 3 years noted above must provide  
evidence that they are complying with the above minimum financial requirements  
for the period in which they have been trading.

Applicants who do not comply with the above financial requirements but are part  
of a Group, can provide a Parent Guarantee if the Parent company satisfies the financial  
requirements stipulated above.

Due to the potential negative financial consequences of the pandemic on company  
finances,

The Company also requires assurance regarding current liquidity of the bidding company

The bidder must provide a Letter of Comfort from its own bank to satisfy the above financial

requirement.

The Company reserves the right, at its own discretion, to seek such other information from the Bidder

in accordance with Regulations 61(7) or Regulation 61 (8) of the Public Contracts (Scotland)

Regulations 2015 to prove the Bidder's economic and financial standing.

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

Selection criteria as stated in the procurement documents

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

### **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

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## **Section IV. Procedure**

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

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

Open procedure

#### **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

Envisaged maximum number of participants to the framework agreement: 20

#### **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

3 December 2021

Local time

12:00pm

### **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**

Tender must be valid until: 1 April 2022

### **IV.2.7) Conditions for opening of tenders**

Date

3 December 2021

Local time

12:00pm

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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 invoicing will be accepted

Electronic payment will be used

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

The buyer is using PCS-Tender to conduct this ITT exercise. The Project code is 19968.  
For more information see:

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

Community benefits are included in this requirement. For more information see:

<https://www.gov.scot/policies/public-sector-procurement/community-benefits-in-procurement/>

A summary of the expected community benefits has been provided as follows:

The Company seek to encourage Community Benefits.

The Company is committed to maximising Community Benefits from procurement activity. This will be achieved through the inclusion of specific clauses within procurement contracts known as Community Benefits clauses. Community Benefit clauses are requirements which deliver wider benefits in addition to the core purpose of a contract. These clauses can be used to build a range of economic, social or environmental conditions into the delivery of contracts.

Examples of the categories and types of benefits are detailed below

Examples of this could include but not limited to:

1. Provision of equipment / re-conditioned to local community groups /schools
2. Support of local community events
3. Support the Company Customer focussed events and challenges to raise awareness of the benefits provided by Health and Fitness.

4. Support International and National events

5. Providing Careers advice and talks to Young People

Please provide a detailed statement which must include:

- a) details of the Community Benefits you will provide as part of this contract;
- b) what resource (staff responsible) will you use to ensure successful delivery
- c) detailed commitment to the approach, including how you will monitor to track successful delivery of each of the Community Benefits you wish to deliver; and
- d) how you will update the Company on progress

(SC Ref:671900)

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

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

Glasgow Sheriff Court and Justice of Peace Court

1 Carlton Place

Glasgow

G5 9TW

Country

United Kingdom