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Tender

## **Framework Agreement for the Provision of Maritime E-Learning Services**

CalMac Ferries Limited

F02: Contract notice

Notice identifier: 2025/S 000-029026

Procurement identifier (OCID): ocds-h6vhtk-052a50

Published 2 June 2025, 10:22am

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

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

CalMac Ferries Limited

Ferry Terminal

Gourock

PA19 1QP

#### **Contact**

Garth Stokes

#### **Email**

[garth.stokes@calmac.co.uk](mailto:garth.stokes@calmac.co.uk)

#### **Telephone**

+44 1475650232

#### **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](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

<https://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

<https://www.publictendersscotland.publiccontractsscotland.gov.uk/>

Electronic communication requires the use of tools and devices that are not generally available. Unrestricted and full direct access to these tools and devices is possible, free of charge, at

<https://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

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## **Section II: Object**

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

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

Framework Agreement for the Provision of Maritime E-Learning Services

Reference number

CSHR25-475

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

- 80420000 - E-learning services

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

Services

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

David MacBrayne HR (UK) Ltd (DMLHR) is seeking to award a Framework Agreement to a single Supplier for subscription based comprehensive, industry-compliant maritime e-learning courses for its seafarers and port staff. The successful provider will supply a range of essential maritime training courses, accessible via an online platform that enhance the safety, health, and professional competence of the seafarers and port staff working with DMLHR.

In addition, services related to bespoke course content design and development are sought within the Agreement.

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

Value excluding VAT: £422,880

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

This contract is divided into lots: No

## **II.2) Description**

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

- 80420000 - E-learning services

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

NUTS codes

- UK - United Kingdom

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

David MacBrayne HR (UK) Ltd (DMLHR) is seeking to award a Framework Agreement to a single Supplier for subscription based comprehensive, industry-compliant maritime e-learning courses for its seafarers and port staff. The successful provider will supply a range of essential maritime training courses, accessible via an online platform that enhance the safety, health, and professional competence of the seafarers and port staff working with DMLHR.

In addition, services related to bespoke course content design and development are sought within the Agreement.

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

Quality criterion - Name: Technical & Quality / Weighting: 50

Price - Weighting: 50

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

Duration in months

60

This contract is subject to renewal

Yes

Description of renewals

The initial term of this Agreement will run for 24 months. There will then be the option to extend by up to an additional three 12 month periods.

### **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.1.1) Suitability to pursue the professional activity, including requirements relating to enrolment on professional or trade registers**

List and brief description of conditions

All E-Learning courses should be up-to-date and aligned with current maritime regulations and best practices.

The providers Learning Management System (LMS) must be delivered either as a single-tenant or multi-tenant SaaS solution. The System including all customer data should reside within either the United Kingdom or other countries in the European Economic Area.

Tenderers from EU countries (including England and Wales) may submit tenders based on their own equivalent national legislative standards, provided they comply fully with relevant EU Directives. The successful Tenderer must comply with any changes in relevant legislation throughout the duration of the contract.

#### **III.1.2) Economic and financial standing**

List and brief description of selection criteria

The Bidder must provide its (general) yearly turnover for the last 3 financial years.

The Bidder must provide its (specific) yearly turnover in the business area(s) covered by the contract for the last 3 financial years.

It is a requirement of this contract that Bidders hold or can commit to obtain prior to the commencement of any subsequently awarded contract, the types of insurance indicated below:-

Employer's (Compulsory) Liability Insurance = 5 million GBP

Professional Risk Indemnity Insurance = 5 million GBP

Minimum level(s) of standards possibly required

Minimum annual turnover - 169,152.00 GBP

Employer's (Compulsory) Liability Insurance = 5 million GBP;

Professional Risk Indemnity Insurance = 5 million GBP

The following ratios must be confirmed based on your latest set of 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

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

List and brief description of selection criteria

Bidders will be required to produce certificates drawn up by independent bodies attesting that the bidder complies with the required quality assurance standards in accordance with BS EN ISO 9001:2015 (or equivalent) or produce other means of proof concerning the quality assurance schemes.

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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 a single operator

In the case of framework agreements, provide justification for any duration exceeding 4 years:

This Framework is of strategic importance to David MacBrayne HR (UK) Ltd, therefore the maximum Term is 5 years.

#### **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

2 July 2025

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**

Duration in months: 4 (from the date stated for receipt of tender)

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

Date

2 July 2025

Local time

12:00pm

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## **Section VI. Complementary information**

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

This is a recurrent procurement: Yes

Estimated timing for further notices to be published: A Contract Notice will be published in May 2030.

### **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**

The buyer is using PCS-Tender to conduct this ITT exercise. The Project code is 29310. For more information see:

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

(SC Ref:799768)

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

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

Greenock Sheriff Court

Greenock

PA15 1TR

Country

United Kingdom