

This is a published notice on the Find a Tender service: <https://www.find-tender.service.gov.uk/Notice/029093-2021>

Tender

## **Supply of Services associated with Regulatory Economics, Price Review Planning and Strategy Consultancy**

YORKSHIRE WATER SERVICES LIMITED

F05: Contract notice – utilities

Notice identifier: 2021/S 000-029093

Procurement identifier (OCID): ocids-h6vhtk-02f914

Published 22 November 2021, 6:46pm

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

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

YORKSHIRE WATER SERVICES LIMITED

Western House, Western Way, Buttershaw

BRADFORD

BD62SZ

#### **Contact**

Anna Zarankina

#### **Email**

[Anna.Zarankina@yorkshirewater.co.uk](mailto:Anna.Zarankina@yorkshirewater.co.uk)

#### **Telephone**

+44 7816118508

**Country**

United Kingdom

**NUTS code**

UKE41 - Bradford

**Internet address(es)**

Main address

[www.yorkshirewater.com](http://www.yorkshirewater.com)

**I.2) Information about joint procurement**

The contract is awarded by a central purchasing body

**I.3) Communication**

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

[www.yorkshirewater.com](http://www.yorkshirewater.com)

Additional information can be obtained from the above-mentioned address

Tenders or requests to participate must be submitted electronically via

[www.yorkshirewater.com](http://www.yorkshirewater.com)

**I.6) Main activity**

Water

---

## **Section II: Object**

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

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

Supply of Services associated with Regulatory Economics, Price Review Planning and Strategy Consultancy

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

- 79410000 - Business and management consultancy services

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

Services

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

This notice is seeking expressions of interest for establishment of a Framework Agreement for Regulatory Economics, Price Review Planning and Strategy Consultancy across Yorkshire Water Services' (referenced 'YWS' herein) different businesses.

Services will include a number of specialist consulting services on several regulatory aspects impacting YWS currently or potentially in the future. Also, the services will cover the impact of regulatory finance on YWS business.

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

Value excluding VAT: £4,100,000

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

This contract is divided into lots: No

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

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

NUTS codes

- UKE - Yorkshire and the Humber

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

Successful bidders will work alongside YWS to provide a range of Regulation and

Financial Pricing and Planning/Regulatory Finance Consultancy. This procurement intends to place a framework agreement for a 3 years initial term with the potential to extend for up to additional 1 year (3 + 1, with a total estimated value (excluding VAT) of 4,100,000.00 GBP over the 3 years. Securing a place in the framework agreement does not guarantee bidders any volumes of work but will enable the bidder to bid for individual pieces of work over the next 3 to 4 years.

Typical individual pieces of work will include:

1. Provide analysis and supporting evidence for regulatory body and government department consultation responses (Ofwat, Environment Agency, Defra, National Infrastructure Commission, HM Treasury, BEIS, etc.).
2. Provide regulatory and economic support in the development and delivery of the business plan and price review submissions.
3. Provide strategic support for regulatory, competition and markets activities.
4. Provide technical support for: regulatory economics, competition economics and law (as relevant for regulated sectors), behavioural and environmental economics.
5. Provide technical support in regulatory concepts, including: cost assessment, incentives, risk assessment, wider value assessment (social and natural capital).
6. Support YWS with any future referrals to the regulator for casework including CMA referrals.
7. Provide project/ programme management support in relation to a price review programme.
8. Preparation of regulatory positioning papers to support the development of economic, social and/or environmental related policy positions for both internal and external audiences.
9. Provide performance and economic comparative benchmarking data and analysis across the water sector and across multiple sectors.
10. Impact assesses regulatory changes in collaboration with YWS.
11. Provide support for YWS on industry working groups through the development of knowledge/position papers and/or the provision of subject expert representation.
12. Develop pricing policy and tariff design related to current and emergent markets in compliance with charging principles, guidance and rules and the Competition Act.

13. Promote improvement of the regulatory financial model.

14. Provide data and financial analysis to optimise revenue recovery.

Bidders are required to cover at least one of the above-mentioned project areas to qualify.

The Process:

In the first instance the expression of interests to participate must be submitted via email to [Federico.Frisaldi@yorkshirewater.co.uk](mailto:Federico.Frisaldi@yorkshirewater.co.uk). RFIs for pre-qualification will be issued to the bidders upon a receipt of an expression of interest. The bidders will then be assessed over two stages:

1. First stage - Quality criteria: All bidders will be assessed from a capability perspective at the beginning of the process (RFI / PQQ stages). Bidders will need to provide case studies that evidence their depth and breadth of experience related to services part of this procurement, among other qualitative questions. Bidders will be required to provide supporting case studies. YWS might conduct reference checks related to the submitted case studies.

Scoring criteria for each of the PQQ / RFI questions will be shared alongside the questionnaire. Bidders that do not meet the minimum criteria, will be excluded from the process at this stage.

2. Second stage - Commercial criteria: Bidders will be requested to submit commercials for the provision of the service (YWS reserves the right to execute multiple commercial rounds). YWS will evaluate bidders from a qualitative and commercial perspective. Overall scoring criteria will be shared alongside the procurement documentation.

## **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**

Duration in months

36

This contract is subject to renewal

Yes

Description of renewals

The initial contract term will be for 36 months, YWS reserves the option to extend further for 12 months and based on satisfactory performance of the contract by the service providers. Further details will be sent out in the procurement documents.

The estimated value is based on the full potential contract term including renewal.

**II.2.10) Information about variants**

Variants will be accepted: No

**II.2.11) Information about options**

Options: No

---

**Section III. Legal, economic, financial and technical information**

**III.1) Conditions for participation**

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

Selection criteria as stated in the procurement documents

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

Selection criteria as stated in the procurement documents

---

## **Section IV. Procedure**

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

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

Negotiated procedure with prior call for competition

#### **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

#### **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

23 December 2021

Local time

5:30pm

#### **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

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

The contracting authority reserves the right to cancel the procurement and not to proceed with the award of any contract at any stage of the procurement process and/or to award only part or parts of any contract. Save for any mandatory periods, the timescales indicated in this notice are indicative and the contracting authority reserves the right to amend the same.

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

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

Yorkshire Water Services

Bradford

BD6 2SZ

Country

United Kingdom