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Tender

## **Provision of Revenue Management System**

WEST MIDLANDS TRAINS LIMITED

F05: Contract notice – utilities

Notice identifier: 2022/S 000-029364

Procurement identifier (OCID): ocds-h6vhtk-0376d0

Published 18 October 2022, 5:32pm

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

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

WEST MIDLANDS TRAINS LIMITED

BIRMINGHAM

#### **Contact**

Simon Aldridge

#### **Email**

[simon.aldridge@wmtrains.co.uk](mailto:simon.aldridge@wmtrains.co.uk)

#### **Country**

United Kingdom

#### **Region code**

UKG - West Midlands (England)

## **Companies House**

098604466

## **Internet address(es)**

Main address

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

## **I.3) Communication**

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

<http://redirect.transaxions.com/events/sozBo>

Additional information can be obtained from the above-mentioned address

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**

Provision of Revenue Management System

Reference number

WMT 3297

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

- 72320000 - Database services

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

## Services

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

West Midlands Trains (WMT) sell a range of Advance tickets to manage demand effectively and optimise revenue. Currently WMT has a revenue management system (RMS), the contract for which ends in June 2023. WMT are looking to identify the optimal RMS provider to partner with beyond this date.

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

This contract is divided into lots: No

## **II.2) Description**

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

NUTS codes

- UKG - West Midlands (England)

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

West Midlands Trains (WMT) sell a range of Advance tickets to manage demand effectively and optimise revenue. Currently WMT has a revenue management system (RMS), the contract for which ends in June 2023. WMT are looking to identify the optimal RMS provider to partner with beyond this date.

The chosen supplier will provide a system which enables WMT to optimally manage their Advance Purchase fares to balance supply with demand on each train service while maximising revenue. The system will need to have accurate forecasting capability and combine this with a sophisticated optimiser to automatically set Advance ticket allocations.

The system will need to support the revenue management analysts in their roles by offering a range of advanced features while maintaining ease of use. It will need to integrate with existing systems used by WMT and allow effective analysis through data extraction and reporting functionality.

### **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 duration of the term will be 36 months plus an option for a short extension to 30/09/26 if required to the end of the National Rail Contract.

Any Contract entered into will be subject to a break clause effective at the end of / termination of the National Rail Contract initial core term (15/09/24) which WMT has with the DfT.

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

Variants will be accepted: No

## **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

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-compliant. - Worst in class/errors in submission.

2 - Below Satisfactory: partially compliant 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.

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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

22 November 2022

Local time

5:00pm

#### **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.2) Information about electronic workflows**

Electronic invoicing will be accepted

Electronic payment will be used

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

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

Department for Transport

Great Minster House, 33 Horseferry Road

London

SW1P 4DR

Country

United Kingdom