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Tender

## **Procurement of an integrated outbound security solution (ATRS, EDS C3 Cabin Baggage CT & CIP)**

MAG Airport Ltd

F05: Contract notice – utilities

Notice identifier: 2021/S 000-029591

Procurement identifier (OCID): ocids-h6vhtk-02fb08

Published 29 November 2021, 3:36pm

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

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

MAG Airport Ltd

Manchester

M901QX

#### **Contact**

Scott Hawley

#### **Email**

[scott.hawley@manairport.co.uk](mailto:scott.hawley@manairport.co.uk)

#### **Telephone**

+44 7711574389

#### **Country**

United Kingdom

**NUTS code**

UKD3 - Greater Manchester

**Internet address(es)**

Main address

<https://www.magairports.com/>

**I.3) Communication**

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

<https://esourcing.waxdigital.co.uk/MAG>

Additional information can be obtained from the above-mentioned address

Tenders or requests to participate must be submitted electronically via

<https://esourcing.waxdigital.co.uk/MAG>

Tenders or requests to participate must be submitted to the above-mentioned address

**I.6) Main activity**

Airport-related activities

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## **Section II: Object**

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

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

Procurement of an integrated outbound security solution (ATRS, EDS C3 Cabin Baggage CT & CIP)

Reference number

ID4091

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

- 34960000 - Airport equipment
  - FB09 - For security system

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

Supplies

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

Manchester Airport Group (MAG) is intending to purchase an end-to-end security screening solution for passenger and staff cabin baggage (the Solution) in order to comply with the Department for Transport's Future Security Regulations (the Regulations) which are due to come into force by June 2024. The Solution must consist of the following fully integrated equipment:

- Automated Tray Return System (ATRS)
- EDS C3 Computed Tomography Scanner (CT)
- Central Image Processing Capability (CIP)

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

Value excluding VAT: £80,000,000

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

This contract is divided into lots: No

## **II.2) Description**

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

- 38546000 - Explosives detection system
- 42417200 - Conveyors
- 48328000 - Image-processing software package
- 50610000 - Repair and maintenance services of security equipment

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

NUTS codes

- UKD3 - Greater Manchester
- UKF1 - Derbyshire and Nottinghamshire
- UKH3 - Essex

Main site or place of performance

Manchester International Airport (MAN)

East Midlands International Airport (EMA)

Stansted International Airport (STN)

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

Manchester Airport Group (MAG) is intending to purchase an end-to-end security screening solution for passenger and staff cabin baggage (the Solution) in order to comply with the Department for Transport's Future Security Regulations (the Regulations) which are due to come into force by June 2024. The Solution must consist of the following fully integrated equipment:

- Automated Tray Return System (ATRS)
- EDS C3 CB CT X-Ray Scanner (CT)
- Central Image Processing Capability (CIP)

MAG will be leading this procurement process but the Solution will be delivered to its subsidiaries, Manchester Airport, Stansted Airport and East Midlands Airport (and potentially any other airports subsequently acquired by MAG) over the contract period.

MAG is intending to replace the majority of its existing ATRS, X-ray and CIP solutions across Manchester Airport, Stansted Airport and East Midlands Airport. Currently, there are 76 systems planned for replacement with up to 114 systems over the term of the Contract (whether during the initial 5 year period or the extended period of up to 3 years).

Each subsidiary shall call-off the implementation of the Solution during the course of the contract. The intended term of the contract will be for an initial period of 5 years with an option to extend by up to a further 3 years.

MAG is considering various options for maintenance, including outsourced and insourced maintenance models. It is currently expected that initially for up to the first 12 months from the installation of the Solution at each airport, the preferred supplier shall provide all planned and unplanned maintenance of the Solution and training to MAG engineers and IT teams to allow them to take over subsequent maintenance requirements. The final maintenance model option will be confirmed at the Invitation to Tender stage.

Bidders should note that the final stage of the tender process will include a Proof of Concept (PoC) which will be conducted by the highest scoring bidder (Preferred Bidder) only prior to contract award. For the avoidance of doubt the PoC will be carried out by the Preferred Bidder's at its sole cost. The PoC Trial will require the Preferred Bidder to install two full systems in parallel (ATRS, CT & CIP) at Stansted Airport for a PoC Trial period. MAG's current predictions in terms of the length, timing and period of the PoC Trial is set out on an indicative basis under the Selection Questionnaire however those dates may be subject to change. The PoC Trial will be used to validate that the Preferred Bidders Solution meets MAG's technical requirements and matches the bidders tendered performance characteristics. The PoC Trial evaluation methodology will be set out within the Invitation to Tender.

Bidder's should note that should the Preferred Bidder's Solution fail the PoC Trial process then MAG reserves the right to take forward the next highest scoring bidder to the PoC Trial stage. As a result MAG will require all bidders to confirm, as part of their final ITT responses, that those responses will remain valid for a minimum period of 6 months following submission. Further details will be provided within the Invitation to Tender.

The ability and willingness of bidders to have two systems available for the purposes of the PoC Trial will be a pass/fail criteria at selection stage.

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

Price is not the only award criterion and all criteria are stated only in the procurement documents

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

Value excluding VAT: £80,000,000

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

Duration in months

96

This contract is subject to renewal

No

**II.2.9) Information about the limits on the number of candidates to be invited**

Envisaged number of candidates: 4

Objective criteria for choosing the limited number of candidates:

As set out in the Selection Questionnaire

**II.2.10) Information about variants**

Variants will be accepted: No

**II.2.11) Information about options**

Options: Yes

Description of options

Initial framework term is 60 months with an option to extend by up to an additional 36 months

**II.2.14) Additional information**

MAG is following the competitive dialogue procedure in line with Regulation 48 of the UCR 2016 and following the SQ stage (subject to a sufficient number of compliant SQ responses being received), MAG intends to select and pre-qualify a maximum of 4 Applicants.

The Solution must be provided by a single lead bidding organisation, who will solely be responsible for installation, integration, commissioning of the Solution over the intended term of the Contract (being an initial term of five (5) years with an option to extend by up to a further three (3) years), albeit that lead bidding organisation may be part of a wider consortium arrangement.

The lead Applicant shall submit a single bid, consisting of a single Solution i.e., one ATRS system (various configurations allowed), one CT machine and one CIP system. The Applicant must be able to demonstrate a fully integrated tendered solution.

There is no restriction on manufacturer's equipment featuring in more than one bid however Applicants must at all times comply with Terms and Conditions of Participation in the Procurement as set out within the Selection Questionnaire. Applicants should note that MAG may require additional measures to be put in place by Applicants to avoid or mitigate any risk of conflicts of interest and/or collusion arising (or perceived as arising) as a result of parties featuring in more than one consortium bid.

MAG will be utilising the MAG Source Wax Digital system for all communications in respect of this Procurement. Bidders will be required to register, free of charge.

To register and participate in this procurement process, please contact

[Scott.Hawley@manairport.co.uk](mailto:Scott.Hawley@manairport.co.uk)

If you do not receive a reply, please contact [Paul.Morrison@magairports.com](mailto:Paul.Morrison@magairports.com)

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## **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

#### **III.1.4) Objective rules and criteria for participation**

List and brief description of rules and criteria

As set out in the Selection Questionnaire

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

#### **III.2.2) Contract performance conditions**

To be made available as part of the Invitation to Tender



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## **Section IV. Procedure**

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

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

Competitive dialogue

#### **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

#### **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 January 2022

Local time

12:00pm

#### **IV.2.3) Estimated date of dispatch of invitations to tender or to participate to selected candidates**

17 January 2022

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

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[Scott.Hawley@manairport.co.uk](mailto:Scott.Hawley@manairport.co.uk)

If you do not receive a reply, please contact [Paul.Morrison@magairports.com](mailto:Paul.Morrison@magairports.com)

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

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

MAG

Olympic House

Manchester

M90 1QX

Email

[stephen.fenton@magairports.com](mailto:stephen.fenton@magairports.com)

Telephone

+44 7702966327

Country

United Kingdom