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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

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Section I: Contracting entity

I.1) Name and addresses

MAG Airport Ltd

Manchester

M901QX

Contact

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Country

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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

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

If you do not receive a reply, please contact Paul.Morrison@magairports.com

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

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)

Section VI. Complementary information

VI.1) Information about recurrence

This is a recurrent procurement: No

VI.3) Additional information

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

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Scott.Hawley@manairport.co.uk

If you do not receive a reply, please contact Paul.Morrison@magairports.com

VI.4) Procedures for review

VI.4.1) Review body

MAG

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