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Tender

NW2675 - Leakage Detection Framework Agreement

NORTHUMBRIAN WATER GROUP LIMITED

F05: Contract notice – utilities

Notice identifier: 2023/S 000-029601

Procurement identifier (OCID): ocds-h6vhtk-0408c4

Published 6 October 2023, 5:01pm

Section I: Contracting entity

I.1) Name and addresses

NORTHUMBRIAN WATER GROUP LIMITED

Northumbria House, Abbey Road, Pity Me

DURHAM

DH15FJ

Contact

Andriy Volkov

Email

andriy.volkov@nwl.co.uk

Country

United Kingdom

Region code

UKC14 - Durham CC

Companies House

02366703

Internet address(es)

Main address

<https://www.nwl.co.uk>

I.3) Communication

The procurement documents are available for unrestricted and full direct access, free of charge, at

<https://s1.ariba.com>

Additional information can be obtained from the above-mentioned address

Tenders or requests to participate must be submitted electronically via

<https://s1.ariba.com>

I.6) Main activity

Water

Section II: Object

II.1) Scope of the procurement

II.1.1) Title

NW2675 - Leakage Detection Framework Agreement

Reference number

NW2675

II.1.2) Main CPV code

- 50000000 - Repair and maintenance services

II.1.3) Type of contract

Services

II.1.4) Short description

Northumbrian Water (NWL) intend to put 3+2 year Framework Agreements in place with up to 3 suppliers for leakage detection services. Our Leakage Strategy is built around the industry recommendations focused around the core principles of PALM; Prevent, Aware, Locate and Mend. We are looking for Framework Agreement Partners who will support our Leakage Strategy for AMP 7 by providing a leakage detection service. Future awards on the Framework going into AMP 8 and, subject to internal NWL approvals, may be a combination of fixed work packages with a clear scope of work and acceptance criteria, or a model where appropriate resource(s) will be requested to work in certain regions within NWL's operating area in the North (please note that the Essex and Suffolk operating areas are not in scope for this Framework Agreement). We would need our prospective Framework Agreement partners to bring extensive knowledge of Leakage find, incorporated with their AI platform(s). Partners would be able to provide expert advice on how best to use market products or their own products, as well as the necessary skills to work as part of a blended team to locate leaks, prioritise leaks and use technology to drive efficiencies. NWL preferred working arrangements would be to operate as a blended squad with team members from our operational leakage teams as well as or analysts, performance managers and Leakage Strategy Manager as part of the Leakage Strategy team.

The key attributes that we are looking for in the procured partners are to support us in providing an easy, timely and high-quality active leak detection service, to assist our current live processes, and provide the knowledge and skills to develop our thinking in utilising technology in the right way to reduce leakage in the right area. We require our

partner to give us advice on how to best and fully utilise the features of leakage products we already have to support our goal of realising maximum business value over the coming years.

II.1.5) Estimated total value

Value excluding VAT: £2,500,000

II.1.6) Information about lots

This contract is divided into lots: No

II.2) Description

II.2.3) Place of performance

NUTS codes

- UK - United Kingdom

Main site or place of performance

NWL's operating area in the North (Essex and Suffolk are excluded)

II.2.4) Description of the procurement

Advert:

Northumbrian Water (NWL) intend to put 3+2 year Framework Agreements in place with up to 3 suppliers for leakage detection services. Our Leakage Strategy is built around the industry recommendations focused around the core principles of PALM; Prevent, Aware, Locate and Mend. We are looking for Framework Agreement Partners who will support our Leakage Strategy for AMP 7 by providing a leakage detection and related services. Future awards on the Framework going into AMP 8 and, subject to internal NWL approvals, may be a combination of fixed work packages with a clear scope of work and acceptance criteria, or a model where appropriate resource(s) will be requested to work in certain regions within NWL's operating area in the North (please note that the Essex and Suffolk operating areas are not in scope for this Framework Agreement). We would need our prospective Framework Agreement partners to bring extensive knowledge of Leakage find, incorporated with their AI platform(s). Partners would be able to provide expert advice on how best to use market products or their own products, as well as the necessary skills to work as part of a blended team to locate leaks, prioritise leaks and use technology to drive efficiencies. NWL preferred working arrangements would be to operate as a blended squad with team members from our operational leakage teams as well as or analysts, performance managers and Leakage Strategy Manager as part of the

Leakage Strategy team.

The key attributes that we are looking for in the procured partners are to support us in providing an easy, timely and high-quality active leak detection service, to assist our current live processes, and provide the knowledge and skills to develop our thinking in utilising technology in the right way to reduce leakage in the right area. We require our partner to give us advice on how to best and fully utilise the features of leakage products we already have to support our goal of realising maximum business value over the coming years.

The partner capabilities would include the following resources as a minimum:

- Leakage Technician/s or Operational Team - on site technician/s to locate leaks
- Data Analysts
- Data Team Leaders
- Delivery and Account Managers

Key Technologies that would be required to supplement the service offering:

- Highly accurate AI and data driven service -Provide unerring accuracy of the leaks that matter to allow our teams to promote and manage the largest and most important leaks through the works management system to reduce run times.
- Privately-operated AI to differentiate leak noises from other sounds and leak sizing.

The following attributes shall be expected from a Framework Partner as a minimum:

- Provide own team with flexibility to upscale
- Provide own Leakage Detection equipment
- Performance Management
- Dedicated analyst support throughout the term of the contract
- Dedicated account and project management
- Flexible rates based on contract length and volume of kms
- The ability to provide engineering assistance if required during breakouts periods or emergencies

End-to-end leakage management capability is desirable.

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: £2,500,000

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

for up to 24 months

II.2.10) Information about variants

Variants will be accepted: Yes

II.2.11) Information about options

Options: Yes

Description of options

for up to 24 months

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

Selection criteria as stated in the procurement documents.

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.1.6) Deposits and guarantees required

If the Dunn and Bradstreet credit rating returns a rating of 'above average risk' or 'high risk', the contracting entity will request further financial information for review and a parent company guarantee may be required.

III.1.7) Main financing conditions and payment arrangements and/or reference to the relevant provisions governing them

Please see the terms and conditions in the procurement documents.

III.2) Conditions related to the contract

III.2.2) Contract performance conditions

These will be set out in the tender documents.

Section IV. Procedure

IV.1) Description

IV.1.1) Type of procedure

Negotiated procedure with prior call for competition

IV.1.4) Information about reduction of the number of solutions or tenders during negotiation or dialogue

Recourse to staged procedure to gradually reduce the number of solutions to be discussed or tenders to be negotiated

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 October 2023

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

Tender must be valid until: 29 February 2024

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

Electronic payment will be used

VI.3) Additional information

Applicants are asked to note that this procurement process will be conducted electronically with all documents and communication being managed through the Northumbrian Water

eSourcing Spend Management portal called 'Ariba'. Expressions of interest must be sent to the e-mail address andriy.volkov@nwl.co.uk before the deadline date of the 23rd October

2023 (12:00). Once expression of interest has been received that contains the details below, applicants will be given access to the Ariba portal within 48 hours from request. This portal

will contain all the tender documents associated with this procurement that are available at the time. An email link will also be provided to the email address you provide to access the

portal. The deadline for return of the completed PQQ is the 2nd November 2023 at 12.00 noon.

When sending expression of interest, applicants must provide the following information:

- 1) Full company name;
- 2) Main contact details of the person who will be given access to the Ariba portal - name, job title, email address and telephone.

VI.4) Procedures for review

VI.4.1) Review body

TBC

tbc

Country

United Kingdom