

This is a published notice on the Find a Tender service: <https://www.find-tender.service.gov.uk/Notice/031147-2024>

Contract

## **World Service Global Business to Business Hybrid IP/Satellite Distribution Services**

The British Broadcasting Corporation (BBC)

F03: Contract award notice

Notice identifier: 2024/S 000-031147

Procurement identifier (OCID): ocds-h6vhtk-03d3dd

Published 30 September 2024, 11:23am

### **Section I: Contracting authority**

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

The British Broadcasting Corporation (BBC)

Broadcasting House, Portland Place

London

W1A 1AA

#### **Contact**

Rob Overton

#### **Email**

[rob.overton@bbc.co.uk](mailto:rob.overton@bbc.co.uk)

#### **Telephone**

+44 1234567890

#### **Fax**

+44 1234567890

**Country**

United Kingdom

**Region code**

UK - United Kingdom

**Internet address(es)**

Main address

<http://www.bbc.co.uk/supplying/>

Buyer's address

<https://bbc.bravosolution.co.uk/>

**I.4) Type of the contracting authority**

Body governed by public law

**I.5) Main activity**

Other activity

Broadcasting

---

**Section II: Object**

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

**II.1.1) Title**

World Service Global Business to Business Hybrid IP/Satellite Distribution Services

Reference number

PROC 2023 40

**II.1.2) Main CPV code**

- 64214100 - Satellite circuit rental services

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

Services

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

The BBC has procured Global Business to Business (B2B) Hybrid IP/Satellite distribution services, to replace its existing satellite only services, to deliver World Service programme content to its overseas relays and partner broadcasters. The service will deliver comprehensive global coverage at a very high end-to-end availability. The Service Provider is requested to provide an integrated offer of IP and satellite services to enable the migration to IP delivery over the lifetime of the contract.

The overall objectives of the Global B2B Hybrid IP/Satellite distribution service should be considered in the design. Issues such as the choice of IP distribution method, satellites with their coverage and terrestrial connectivity will play a critical role in the deployment of an efficient and robust hybrid system. It is expected that Service Providers will leverage their experience and resources in the hybrid IP/satellite distribution business to provide a comprehensive proposal.

The requirements include IP and Satellite distribution for World Service Global B2B services to locations in the Americas, Atlantic, Europe, Africa, Asia, and Pacific.

To enable the transition to a hybrid model, the BBC will initially require satellite services for all regions, preferably remaining on existing satellites, to maintain continuation of service during the migration to IP distribution.

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

This contract is divided into lots: No

### **II.1.7) Total value of the procurement (excluding VAT)**

Value excluding VAT: £15,100,000

## **II.2) Description**

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

NUTS codes

- UK - United Kingdom

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

The BBC has procured Global Business to Business (B2B) Hybrid IP/Satellite distribution services, to replace its existing satellite only services, to deliver World Service programme content to its overseas relays and partner broadcasters. The service will deliver comprehensive global coverage at a very high end-to-end availability. The Service Provider is requested to provide an integrated offer of IP and satellite services to enable the migration to IP delivery over the lifetime of the contract.

The overall objectives of the Global B2B Hybrid IP/Satellite distribution service should be considered in the design. Issues such as the choice of IP distribution method, satellites with their coverage and terrestrial connectivity will play a critical role in the deployment of an efficient and robust hybrid system. It is expected that Service Providers will leverage their experience and resources in the hybrid IP/satellite distribution business to provide a comprehensive proposal.

The requirements include IP and Satellite distribution for World Service Global B2B services to locations in the Americas, Atlantic, Europe, Africa, Asia, and Pacific.

To enable the transition to a hybrid model, the BBC will initially require satellite services for all regions, preferably remaining on existing satellites, to maintain continuation of service during the migration to IP distribution.

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

Quality criterion - Name: Merit / Weighting: 60

Cost criterion - Name: Cost / Weighting: 40

#### **II.2.11) Information about options**

Options: Yes

Description of options

5 year core term with up to 2 years renewal (7 years total)

#### **II.2.13) Information about European Union Funds**

The procurement is related to a project and/or programme financed by European Union funds: No

---

## **Section IV. Procedure**

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

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

Competitive procedure with negotiation

#### **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.2.1) Previous publication concerning this procedure**

Notice number: [2024/S 000-000942](#)

---

## **Section V. Award of contract**

### **Contract No**

PROC 2023 40

### **Title**

Global Business to Business (B2B) Hybrid IP/Satellite distribution services

A contract/lot is awarded: Yes

### **V.2) Award of contract**

#### **V.2.1) Date of conclusion of the contract**

2 September 2024

#### **V.2.2) Information about tenders**

Number of tenders received: 8

The contract has been awarded to a group of economic operators: No

#### **V.2.3) Name and address of the contractor**

Encompass Digital Media Limited

610 Chiswick High Road

London

W4 5RU

Country

United Kingdom

NUTS code

- UK - United Kingdom

National registration number

02712443

The contractor is an SME

No

**V.2.4) Information on value of contract/lot (excluding VAT)**

Total value of the contract/lot: £15,100,000

---

## **Section VI. Complementary information**

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

In the case of technology requirements, the BBC may involve its technology partner (Atos IT Solutions and Services Limited) to assist in the scoping and drafting of invitations to tender and/or the evaluation of tenders. However, the final decision as to which is the most economically advantageous (by reference to the award criteria) will be made by the BBC. The awarding authority reserves the right not to award a contract and to annul the procurement process at any stage. Tenders and all supporting documents must be priced in sterling and all payments will be made in sterling. The contract shall be subject to English law. The awarding authority does not bind itself to accept the lowest, or any tender and reserves the right to accept part of a tender unless the tenderer expressly stipulates otherwise in the tender document.

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

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

Business and Property Courts of England and Wales

7 Rolls Building, Fetter Lane

London

EC4A 1NL

Country

United Kingdom

#### **VI.4.3) Review procedure**

Precise information on deadline(s) for review procedures

As stated in the Public Contracts Regulations 2015. The applicable review time limits shall be as stated in Regulations 92 and 93 Public Contracts Regulations 2015.