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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

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

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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.