

This is a published notice on the Find a Tender service: <https://www.find-tender.service.gov.uk/Notice/031623-2022>

Tender

## **Supply of and Maintenance Support for new Rolling Stock for Southeastern**

SE TRAINS LIMITED

F05: Contract notice – utilities

Notice identifier: 2022/S 000-031623

Procurement identifier (OCID): ocids-h6vhtk-03803e

Published 8 November 2022, 6:29pm

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

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

SE TRAINS LIMITED

Second floor, 4 More London Riverside

LONDON

SE1 2AU

#### **Contact**

Tim Stockford

#### **Email**

[tim.stockford@southeasternrailway.co.uk](mailto:tim.stockford@southeasternrailway.co.uk)

#### **Telephone**

+44 7977272834

#### **Country**

United Kingdom

**Region code**

UKI32 - Westminster

**Companies House**

03266762

**Internet address(es)**

Main address

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

**I.3) Communication**

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

<https://www.smartsurvey.co.uk/s/FANL0L/>

Additional information can be obtained from the above-mentioned address

Tenders or requests to participate must be submitted electronically via

<https://www.smartsurvey.co.uk/s/FANL0L/>

**I.6) Main activity**

Urban railway, tramway, trolleybus or bus services

---

**Section II: Object**

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

**II.1.1) Title**

Supply of and Maintenance Support for new Rolling Stock for Southeastern

**II.1.2) Main CPV code**

- 34620000 - Rolling stock

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

Supplies

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

The overall objective of this procurement is cost reduction and cost avoidance, through securing the best medium and long-term value fleet solution for the benefit of taxpayers, the Department for Transport, Southeastern and ultimately, Southeastern's customers. We believe that this objective can be secured by procuring new trains to replace a significant quantity of Southeastern's ageing fleet and therefore avoiding the escalating maintenance, repair and leasing costs

To meet this objective, the new fleet must be manufactured and introduced into full, unrestricted operational service by October 2027

The quantity of vehicles in the core order will be between 350 and 570, with an option for up to 70 additional vehicles (these quantities have been calculated using an assumed 20m vehicle length). The precise number in the core order will be determined once tenders for supply, financing and maintenance have been received and the business case for new trains is completed. The business case will inform and determine which fleet or fleets are to be replaced and therefore will establish the final quantity for the core order

In addition, follow-on options may be sought, to allow the fleet to be increased over time, depending on recovery of demand post pandemic

Bidders will be required to propose a design based on an established platform, and demonstrate the ability to deliver on-time, obtain acceptance and introduce fleets into service in the UK, evidenced by previous procurements

The key requirements of the new vehicles will include (but not be limited to):

- o full compatibility with Southeastern infrastructure (excluding High Speed 1 infrastructure)
- o full compliance with all applicable accessibility regulations (PRM NTSN)
- o interiors suitable for metro & mainline operation
- o toilets
- o air conditioning

o inclusion of options for traction batteries with capability for operation in depots and sidings without the need for external power supply, and with the capability to operate on the main line where power supply is not available due to isolations or incidents, or for non-electrified line sections of up to 20 miles

Southeastern is seeking a new fleet manufactured, maintained and operated with sustainability in mind, and with reduced carbon footprint, energy usage and embedded carbon.

Bidders will also be required to supply initial spares, special tools and equipment to support staff training

Bidders will be required to provide ongoing maintenance support by way of a materials supply and technical support agreement, whole life cost guarantees and a performance regime

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

This contract is divided into lots: No

### **II.2) Description**

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

- 50222000 - Repair and maintenance services of rolling stock

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

NUTS codes

- UKJ - South East (England)

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

SE Trains Limited (trading as Southeastern) is a UK train operating company serving stations in London, Kent and East Sussex.

In order to support our strategy of cost reduction, as well as modernising and enhancing passenger experience, we have developed our rolling stock asset strategy and are now inviting expressions of interest for the supply of new trains and associated maintenance support.

Interested parties should register their interest in taking part, and to be eligible to receive further tender documentation during the process by responding on this survey link

<https://www.smartsurvey.co.uk/s/FANL0L/>

Following the deadline for response to this notice, Southeastern will provide further communications to interested parties and will arrange a number of bidder engagement sessions before issuing an Invitation to Pre-Qualify (ITP) in 2023. The ITP stage of the procurement will focus on high level capability and previous experience delivering rolling stock and associated maintenance services to the UK market, which will be evaluated to ensure only the most suitable bidders progress to the Invitation to Negotiate stage later in 2023.

Tender documentation issued at ITP stage will be in a developed form but may be subject to amendment prior to the ITN being issued.

Bidders should be capable of demonstrating to Southeastern a successful history of rolling stock introduction into the UK market and providing ongoing maintenance support using various methodologies.

Bidders should also have the current manufacturing capacity, capability and competency to deliver units powered by 750V electric third-rail which can be commissioned, tested and accepted into unrestricted passenger service within the stated timescale.

Interested parties should note that Southeastern is undertaking parallel procurement activities for the financing of this rolling stock, as well as a further process for the leasing of existing Rolling Stock with a view to selecting one or a combination of options.

Interested parties should also note that partaking in this procurement process may not result in any award and suppliers are taking part at their own cost and risk. The issue of the contract notice (or any other procurement document) does not have contractual effect or create any form of contract (implied or otherwise) between Southeastern and any other person

Southeastern will not be liable, under any circumstances, for any bid costs, expenditure, work or effort incurred by a Bidder in proceeding with or participating in this procurement, including if the procurement process is terminated or amended at any stage prior to contract execution

Southeastern reserves the right to amend, modify and/or add further stages to or terminate the process at any stage prior to contract execution

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

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

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

Duration in months

420

This contract is subject to renewal

Yes

Description of renewals

The MSA (Manufacture and Supply Agreement) will not have an expiry date, as it will include lifetime support obligations relating to aspects such as warranty and Design Authority

The Maintenance Support Agreement will have an initial minimum term of between 6 and 10 years, with possible extension options (exercisable at the Operator's discretion) up to the full asset life (which shall be a minimum of 35 years). This term shall be confirmed through the procurement process.

#### **II.2.10) Information about variants**

Variants will be accepted: No

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

Options: Yes

Description of options

The MSA (Manufacture and Supply Agreement) will not have an expiry date, as it will include lifetime support obligations relating to aspects such as warranty and Design Authority

The Maintenance Support Agreement will have an initial minimum term of between 6 and 10 years, with possible extension options (exercisable at the Operator's discretion) up to the full asset life (which shall be a minimum of 35 years). This term shall be confirmed through the procurement process.

---

## **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 will be as stated in the pre-qualification questionnaire

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

List and brief description of rules and criteria

As per the procurement documentation

---

## **Section IV. Procedure**

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

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

Negotiated procedure with prior call for competition

#### **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

9 December 2022

Local time

5:00pm

#### **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**

Duration in months: 12 (from the date stated for receipt of tender)



---

## **Section VI. Complementary information**

### **VI.1) Information about recurrence**

This is a recurrent procurement: No

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

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

High Court of England & Wales

Technology and Construction Court, 7 Rolls Buildings, Fetter Lane

London

EC4A 1NL

Country

United Kingdom