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Opportunity

## **Financing of new Rolling Stock for Southeastern and associated introduction costs**

SE TRAINS LIMITED

F05: Contract notice – utilities

Notice reference: 2022/S 000-031624

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### **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

**NUTS 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/COZFZN/>

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/COZFZN/>

**I.6) Main activity**

Urban railway, tramway, trolleybus or bus services

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**Section II: Object****II.1) Scope of the procurement****II.1.1) Title**

Financing of new Rolling Stock for Southeastern and associated introduction costs

## **II.1.2) Main CPV code**

- 66114000 - Financial leasing services

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

Services

## **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 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 determine 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 finance the acquisition of the units, spares and special tools, along with associated project and introduction costs, and enter into appropriate leasing arrangements

Bidders should note that the rental profile should be level over the full asset life and hence may not include any balloon or stepped rentals

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

This contract is divided into lots: No

## **II.2) Description**

### **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 and financing of new trains, associated equipment 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/COZFZN/>

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 financing rolling stock 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.

Interested parties should note that Southeastern is undertaking parallel procurement activities for the manufacture and maintenance support 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 Lease 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 Lease 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

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## **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

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## **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)

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## **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