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Tender

Printing, Finishing and Dispatch Services for Ordnance Survey Paper Maps

ORDNANCE SURVEY LIMITED

F02: Contract notice

Notice identifier: 2024/S 000-032150

Procurement identifier (OCID): ocds-h6vhtk-04a694

Published 7 October 2024, 9:31pm

Section I: Contracting authority

I.1) Name and addresses

ORDNANCE SURVEY LIMITED

Explorer House, Adanac Drive

Southampton

SO16 0AS

Contact

Sarah Gatt

Email

sarah.gatt@os.uk

Telephone

+44 2380055163

Country

United Kingdom

Region code

UK - United Kingdom

Companies House

09121572

Internet address(es)

Main address

<https://www.os.uk/>

Buyer's address

<https://in-tendhost.co.uk/os/>

I.3) Communication

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

<https://in-tendhost.co.uk/os/>

Additional information can be obtained from the above-mentioned address

Tenders or requests to participate must be submitted electronically via

<https://in-tendhost.co.uk/os/>

I.4) Type of the contracting authority

Other type

Public Corporation

I.5) Main activity

Other activity

Geospatial Mapping Services

Section II: Object

II.1) Scope of the procurement

II.1.1) Title

Printing, Finishing and Dispatch Services for Ordnance Survey Paper Maps

Reference number

BS.0191

II.1.2) Main CPV code

- 79800000 - Printing and related services

II.1.3) Type of contract

Services

II.1.4) Short description

Ordnance Survey Ltd (OS) is Britain's mapping agency and is responsible for the surveying, production, maintenance and marketing of a wide range of geographic information, relied on by government, business and individuals.

OS is a private limited company (company registration number 09121572), and the entire share capital is owned by the Department for Science, Innovation and Technology. OS also has several wholly owned subsidiaries who may access this contract.

The Ordnance Survey Consumer business unit is responsible for all retail products made available via an omni channel approach - direct to end customer and via retail/wholesale trade channels. Product categories include large format sheet mapping, customisable large format mapping (Custom Made), guidebooks and outdoor accessories.

OS are seeking a Supplier with the capabilities and capacity to allow for effective Printing, Finishing and Dispatch Services for Ordnance Survey Paper Maps.

The supply of the Printing, Finishing and Dispatch Services for Ordnance Survey Paper Maps will be split into three Lots. These are:

- Lot 1 - Large Format Printing, Finishing and Dispatch Services for OS Core Series Paper Maps
- Lot 2 - Printing, Finishing and Dispatch Services for New Ordnance Survey Paper Maps and Associated Products
- Lot 3 - Lot 3 Digital Printing, Finishing and Dispatch Services for OS Custom Made Paper Maps and Framed Products

Further information of what is included under each Lot can be found below in this notice with full details in the procurement documentation.

The estimated contract value across all Lots is up to £25m for the maximum seven year contract term.

II.1.5) Estimated total value

Value excluding VAT: £25,074,000

II.1.6) Information about lots

This contract is divided into lots: Yes

Tenders may be submitted for all lots

II.2) Description

II.2.1) Title

Lot 1 - Large Format Printing, Finishing and Dispatch Services for OS Core Series Paper Maps

Lot No

1

II.2.2) Additional CPV code(s)

- 22000000 - Printed matter and related products
- 30220000 - Digital cartography equipment

- 30232000 - Peripheral equipment
- 37823700 - Paper for maps
- 79800000 - Printing and related services
- 79920000 - Packaging and related services
- 79930000 - Specialty design services
- 79960000 - Photographic and ancillary services
- 79970000 - Publishing services

II.2.3) Place of performance

NUTS codes

- UK - United Kingdom

II.2.4) Description of the procurement

The requirement for Lot 1 is for the Large Format Printing, Finishing and Dispatch Services for Ordnance Survey Core Series Paper Maps.

OS are seeking a Supplier with the capabilities and capacity to allow for effective production of the OS Core Series Paper Maps. This includes dispatch to the OS warehouse provider for the onward distribution to trade customers and consumers.

OS's consumer Core Series Paper Maps consist of six (6) product types along with two (2) Wall Maps. The Core Series Paper Maps are folded and cased (with cover) and known as:

- OS Historical (2 titles)
- OS Explorer (403 titles)
- OS Landranger (204 titles)
- OS Tour (8 titles)
- OS Road (8 title)
- OS Route (1 title)

- OS Wall Map (6 titles)

OS also offer a weatherproof map which is named an 'Active Map'. These maps are Core Series Paper Maps which are encapsulated.

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: £11,200,000

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

Duration in months

84

This contract is subject to renewal

Yes

Description of renewals

The contract length will be for three years with the option to extend twice for a period of up to two years each (3+2+2). Therefore, if all extensions were taken, the full length of the contract would be for seven years.

II.2.9) Information about the limits on the number of candidates to be invited

Envisaged number of candidates: 3

Objective criteria for choosing the limited number of candidates:

Ordnance Survey is carrying out this procurement under the Competitive Procedure with Negotiation procedure pursuant to The Public Contracts Regulations 2015 (as amended) to procure the Most Economically Advantageous Tender (MEAT) which best meets the requirements.

Any organisation/consortium interested in delivering this opportunity must submit an electronic response to this SQ by the deadline shown in the Procurement Timetable indicating which Lots they are Bidding for. All Bidders are required to complete all SQ Response Documents (and submit any other requested documents) to submit their completed response to the SQ.

The three Bidders with the three highest scoring compliant SQ submissions for each Lot, based on the criteria outlined within the procurement documentation, will be invited to participate in the Invitation to Submit Initial Tenders (ISIT) stage.

The Competitive Procedure with Negotiation permits Ordnance Survey to award the contract for each Lot based on initial tenders and Ordnance Survey is reserving the right to exercise this option at its discretion.

If Ordnance Survey does not award the contract based on initial tenders for one or multiple Lots, then all Bidders for the respective Lot(s) which is not awarded, will be invited to participate in the subsequent Invitation to Continued Negotiation ("ITCN") to commence negotiations with Ordnance Survey. Following conclusion of the ITCN, then all the Bidders for the respective Lot(s) will be issued an Invitation to Submit Final Tenders ("ISFT").

II.2.10) Information about variants

Variants will be accepted: No

II.2.11) Information about options

Options: Yes

Description of options

The contract length will be for three years with the option to extend twice for a period of up to two years each (3+2+2). Therefore, if all extensions were taken, the full length of the

contract would be for seven years.

II.2.14) Additional information

The contract values are based on previous spend for Printing, Finishing and Dispatch Services for Ordnance Survey Paper Maps. OS, in the last year, have spent £1.5m on Lot 1 - Large Format Printing, Finishing and Dispatch Services for OS Core Series Paper Maps and £329k on Lot 3 - Digital Printing, Finishing and Dispatch Services for OS Custom Made Paper Maps and Framed Products.

It is anticipated that during the life of the contracts, the spend on Lot 1 - Large Format Printing, Finishing and Dispatch Services for OS Core Series Paper Maps will reduce as new products are bought to market through Lot 2 - Printing, Finishing and Dispatch Services for New Ordnance Survey Paper Maps and Associated Products. For this reason, the estimated contract value for Lot 1 and Lot 2 have been set at the same contract value as it is not yet determined at which point the spend in Lot 1 will reduce and the spend in Lot 2 will increase. It is anticipated initially that the spend in Lot 2 may be lower than £1.6m per annum and will increase over time.

OS does not guarantee the estimated value of this contract for any Lot. The exact spend on this contract will be dependent on OS requirements during the delivery of the contract. The above value is provided as an indication and the final value of the contract will be subject to the outcome of the procurement process and the delivery of the contract in accordance with the final signed contract for this supply.

II.2) Description

II.2.1) Title

Lot 2 - Printing, Finishing and Dispatch Services for New Ordnance Survey Paper Maps and Associated Products

Lot No

2

II.2.2) Additional CPV code(s)

- 22000000 - Printed matter and related products
- 30220000 - Digital cartography equipment
- 30232000 - Peripheral equipment

- 37810000 - Handicraft supplies
- 37823700 - Paper for maps
- 79800000 - Printing and related services
- 79920000 - Packaging and related services
- 79930000 - Specialty design services
- 79960000 - Photographic and ancillary services
- 79970000 - Publishing services

II.2.3) Place of performance

NUTS codes

- UK - United Kingdom

II.2.4) Description of the procurement

The requirement for Lot 2 is for the Printing, Finishing and Dispatch Services for New Ordnance Survey Paper Maps and Associated Products.

OS are seeking a Supplier as a strategic partner to work with OS to develop a new OS paper maps product portfolio which is compatible with current and anticipated future print technology. The new product portfolio will be developed to ensure that the future products are commercially viable to produce whilst delivering product market fit.

OS is looking to develop future product ranges that will enable production efficiencies and benefit from developments in print technology to create a sustainable business model and an agile product portfolio.

OS has started to develop and test an initial new product line, that will require Supplier input to deliver this in the best, most cost-effective way possible. Whilst this will likely be the initial product to be worked on, OS has a requirement to work with a Supplier in the longer term to develop new product concepts.

OS are seeking a supplier with broad printing, finishing and dispatch capabilities and capacity to allow for effective and agile product development. OS will be seeking support from the Supplier throughout the term of the contract to advise OS on the most appropriate print technology and finishing methods to ensure the development of attractive OS printed products that are commercially viable.

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: £11,200,000

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

Duration in months

84

This contract is subject to renewal

Yes

Description of renewals

The contract length will be for three years with the option to extend twice for period of up to two years each (3+2+2). Therefore, if all extensions were taken, the full length of the contract would be for seven years.

II.2.9) Information about the limits on the number of candidates to be invited

Envisaged number of candidates: 3

Objective criteria for choosing the limited number of candidates:

Ordnance Survey is carrying out this procurement under the Competitive Procedure with Negotiation procedure pursuant to The Public Contracts Regulations 2015 (as amended) to procure the Most Economically Advantageous Tender (MEAT) which best meets the requirements.

Any organisation/consortium interested in delivering this opportunity must submit an electronic response to this SQ by the deadline shown in the Procurement Timetable indicating which Lots they are Bidding for. All Bidders are required to complete all SQ Response Documents (and submit any other requested documents) to submit their completed response to the SQ.

The three Bidders with the three highest scoring compliant SQ submissions for each Lot, based on the criteria outlined within the procurement documentation, will be invited to participate in the Invitation to Submit Initial Tenders (ISIT) stage.

The Competitive Procedure with Negotiation permits Ordnance Survey to award the contract for each Lot based on initial tenders and Ordnance Survey is reserving the right to exercise this option at its discretion.

If Ordnance Survey does not award the contract based on initial tenders for one or multiple Lots, then all Bidders for the respective Lot(s) which is not awarded, will be invited to participate in the subsequent Invitation to Continued Negotiation ("ITCN") to commence negotiations with Ordnance Survey. Following conclusion of the ITCN, then all the Bidders for the respective Lot(s) will be issued an Invitation to Submit Final Tenders ("ISFT").

II.2.10) Information about variants

Variants will be accepted: No

II.2.11) Information about options

Options: Yes

Description of options

The contract length will be for three years with the option to extend twice for period of up to two years each (3+2+2). Therefore, if all extensions were taken, the full length of the contract would be for seven years.

II.2.14) Additional information

The contract values are based on previous spend for Printing, Finishing and Dispatch Services for Ordnance Survey Paper Maps. OS, in the last year, have spent £1.5m on Lot 1 -

Large Format Printing, Finishing and Dispatch Services for OS Core Series Paper Maps and £329k on Lot 3 - Digital Printing, Finishing and Dispatch Services for OS Custom Made Paper Maps and Framed Products.

It is anticipated that during the life of the contracts, the spend on Lot 1 - Large Format Printing, Finishing and Dispatch Services for OS Core Series Paper Maps will reduce as new products are bought to market through Lot 2 - Printing, Finishing and Dispatch Services for New Ordnance Survey Paper Maps and Associated Products. For this reason, the estimated contract value for Lot 1 and Lot 2 have been set at the same contract value as it is not yet determined at which point the spend in Lot 1 will reduce and the spend in Lot 2 will increase. It is anticipated initially that the spend in Lot 2 may be lower than £1.6m per annum and will increase over time.

OS does not guarantee the estimated value of this contract for any Lot. The exact spend on this contract will be dependent on OS requirements during the delivery of the contract. The above value is provided as an indication and the final value of the contract will be subject to the outcome of the procurement process and the delivery of the contract in accordance with the final signed contract for this supply.

II.2) Description

II.2.1) Title

Lot 3 - Lot 3 Digital Printing, Finishing and Dispatch Services for OS Custom Made Paper Maps and Framed Products

Lot No

3

II.2.2) Additional CPV code(s)

- 22000000 - Printed matter and related products
- 30220000 - Digital cartography equipment
- 30232000 - Peripheral equipment
- 37810000 - Handicraft supplies
- 37823700 - Paper for maps
- 79800000 - Printing and related services

- 79920000 - Packaging and related services
- 79930000 - Specialty design services
- 79960000 - Photographic and ancillary services
- 79970000 - Publishing services

II.2.3) Place of performance

NUTS codes

- UK - United Kingdom

II.2.4) Description of the procurement

The requirement for Lot 3 is for the Digital Printing, Finishing and Dispatch Services for OS Custom Made Paper Maps and Framed Products.

Ordnance Survey produce and sell bespoke personalised maps in different formats by way of a map builder hosted on the OS web shop, known as OS Custom Made. There are eight product types on offer, with customers able to personalise location, map style and scale, title, cover image and frame colour (where relevant) and add a route overlay.

The OS Custom Made range consists of the following:

- Large Flat Map
- Large Folded Map
- Small Folded Map
- Small Framed Map (Oak or Black Frame)
- Medium Framed Map (Oak or Black Frame)
- Large Canvas Unframed Map
- Large Canvas Framed Map (Oak or Black Frame)
- Large Framed Map (Oak or Black Frame)

OS are seeking a Supplier with the capabilities and capacity to allow for effective production of the OS Custom Made Paper Maps and Framed Products. This includes delivery direct to

the Customer.

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: £2,660,000

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

Duration in months

84

This contract is subject to renewal

Yes

Description of renewals

The contract length will be for three years with the option to extend twice for period of up to two years each (3+2+2). Therefore, if all extensions were taken, the full length of the contract would be for seven years.

II.2.9) Information about the limits on the number of candidates to be invited

Envisaged number of candidates: 3

Objective criteria for choosing the limited number of candidates:

Ordnance Survey is carrying out this procurement under the Competitive Procedure with Negotiation procedure pursuant to The Public Contracts Regulations 2015 (as amended) to procure the Most Economically Advantageous Tender (MEAT) which best meets the requirements.

Any organisation/consortium interested in delivering this opportunity must submit an electronic response to this SQ by the deadline shown in the Procurement Timetable indicating which Lots they are Bidding for. All Bidders are required to complete all SQ Response Documents (and submit any other requested documents) to submit their completed response to the SQ.

The three Bidders with the three highest scoring compliant SQ submissions for each Lot, based on the criteria outlined within the procurement documentation, will be invited to participate in the Invitation to Submit Initial Tenders (ISIT) stage.

The Competitive Procedure with Negotiation permits Ordnance Survey to award the contract for each Lot based on initial tenders and Ordnance Survey is reserving the right to exercise this option at its discretion.

If Ordnance Survey does not award the contract based on initial tenders for one or multiple Lots, then all Bidders for the respective Lot(s) which is not awarded, will be invited to participate in the subsequent Invitation to Continued Negotiation ("ITCN") to commence negotiations with Ordnance Survey. Following conclusion of the ITCN, then all the Bidders for the respective Lot(s) will be issued an Invitation to Submit Final Tenders ("ISFT").

II.2.10) Information about variants

Variants will be accepted: No

II.2.11) Information about options

Options: Yes

Description of options

The contract length will be for three years with the option to extend twice for period of up to two years each (3+2+2). Therefore, if all extensions were taken, the full length of the contract would be for seven years.

II.2.14) Additional information

The contract values are based on previous spend for Printing, Finishing and Dispatch Services for Ordnance Survey Paper Maps. OS, in the last year, have spent £1.5m on Lot 1 - Large Format Printing, Finishing and Dispatch Services for OS Core Series Paper Maps and £329k on Lot 3 - Digital Printing, Finishing and Dispatch Services for OS Custom Made Paper Maps and Framed Products.

It is anticipated that during the life of the contracts, the spend on Lot 1 - Large Format Printing, Finishing and Dispatch Services for OS Core Series Paper Maps will reduce as new products are bought to market through Lot 2 - Printing, Finishing and Dispatch Services for New Ordnance Survey Paper Maps and Associated Products. For this reason, the estimated contract value for Lot 1 and Lot 2 have been set at the same contract value as it is not yet determined at which point the spend in Lot 1 will reduce and the spend in Lot 2 will increase. It is anticipated initially that the spend in Lot 2 may be lower than £1.6m per annum and will increase over time.

OS does not guarantee the estimated value of this contract for any Lot. The exact spend on this contract will be dependent on OS requirements during the delivery of the contract. The above value is provided as an indication and the final value of the contract will be subject to the outcome of the procurement process and the delivery of the contract in accordance with the final signed contract for this supply.

Section III. Legal, economic, financial and technical information

III.1) Conditions for participation

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

Section IV. Procedure

IV.1) Description

IV.1.1) Type of procedure

Competitive procedure with negotiation

IV.1.5) Information about negotiation

The contracting authority reserves the right to award the contract on the basis of the initial tenders without conducting negotiations

IV.1.8) Information about the Government Procurement Agreement (GPA)

The procurement is covered by the Government Procurement Agreement: Yes

IV.2) Administrative information

IV.2.2) Time limit for receipt of tenders or requests to participate

Date

13 November 2024

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

Duration in months: 6 (from the date stated for receipt of tender)

Section VI. Complementary information

VI.1) Information about recurrence

This is a recurrent procurement: Yes

Estimated timing for further notices to be published: The contract length will be for three years with the option to extend twice for period of up to two years each (3+2+2). Therefore, if all extensions were taken, the full length of the contract would be for seven years.

VI.3) Additional information

Bidders should seek independent legal and commercial advice in relation to the potential value of the opportunity.

Ordnance Survey is carrying out this procurement under the competitive procedure with Negotiation pursuant to the Public Contracts Regulations 2015 (as amended). The competitive procedure with negotiation permits Ordnance Survey to award the contract on the basis of initial tenders and Ordnance Survey is reserving the right to exercise this option.

In accordance with Regulation 50 (Contract award notices); Regulation 86 (Notices of decisions to award a contract or conclude a framework agreement); Regulation 87 (Standstill period) and Regulations 91 to 102 of the Public Contracts Regulations 2015 (as amended). Following any decision to award the contract Ordnance Survey will be providing debriefing information to unsuccessful bidders (in accordance with Regulation 86) and observe a minimum 10-day standstill period (in accordance with Regulation 87) before the contract is entered into.

Expressions of interest applications must be by way of completion and return of the selection questionnaire (SQ) (in accordance with the requirements set out in the SQ by the time limit in section IV.2.2) above).

Bidders should note that the procurement documents (including the contract documentation) are draft documents at this stage, providing indicative information of OS's intended approach in the procurement process and are for general information only. Ordnance Survey reserves the right to vary, amend and update any aspects of the procurement documents and final details and versions of the procurement documents will be confirmed to applicants successful in being selected to participate in the relevant tender stages of the procurement procedure.

Ordnance Survey reserves the right not to award the opportunity or to award only part (or a different arrangement) of the opportunity described in this contract notice.

VI.4) Procedures for review

VI.4.1) Review body

High Courts of Justice

The Royal Court of Justice

London

WC2A 2LL

Country

United Kingdom

VI.4.3) Review procedure

Precise information on deadline(s) for review procedures

In accordance with Regulation 86 (notices of decisions to award a contract), Regulation 87 (standstill period) and Regulations 91 (enforcement of duties through the Court) of the Public Contracts Regulations 2015 (as amended).