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Tender

2223-0354 – Islington film services concession contract

Islington Council

F02: Contract notice

Notice identifier: 2023/S 000-032588

Procurement identifier (OCID): ocds-h6vhtk-04159a

Published 3 November 2023, 12:42pm

Section I: Contracting authority

I.1) Name and addresses

Islington Council

Town Hall

London

N1 2UD

Contact

Procurement

Email

procurement@islington.gov.uk

Telephone

+44 2075278118

Country

United Kingdom

Region code

UKI - London

Internet address(es)

Main address

<http://www.islington.gov.uk/>

Buyer's address

<http://www.islington.gov.uk/>

I.3) Communication

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

<https://procontract.due-north.com/Advert/Index?advertId=a16dd14a-407a-ee11-8125-005056b64545>

Additional information can be obtained from the above-mentioned address

Tenders or requests to participate must be submitted electronically via

<https://procontract.due-north.com/Advert/Index?advertId=a16dd14a-407a-ee11-8125-005056b64545>

I.4) Type of the contracting authority

Regional or local authority

I.5) Main activity

General public services

Section II: Object

II.1) Scope of the procurement

II.1.1) Title

2223-0354 – Islington film services concession contract

Reference number

DN697721

II.1.2) Main CPV code

- 92000000 - Recreational, cultural and sporting services

II.1.3) Type of contract

Services

II.1.4) Short description

Islington Council invites suitable expressions of interest from suppliers to provide a managed film service in the London Borough of Islington.

A managed film service will protect the Council's interests and makes sure filming is conducted according to the terms and conditions agreed.

II.1.5) Estimated total value

Value excluding VAT: £7,917,288

II.1.6) Information about lots

This contract is divided into lots: No

II.2) Description

II.2.3) Place of performance

NUTS codes

- UKI - London

II.2.4) Description of the procurement

The service requires skills and expertise including:

- working with production companies to arrange all film and TV shoots in the borough
- liaising with council departments, statutory bodies, community groups and residents
- negotiating fees and administering financial transactions
- facilitating services such as parking and traffic management orders
- identifying locations
- issuing filming licenses
- monitoring shoots of a particular size
- feeding back regional and national policy changes to council services (e.g. drone use, privacy laws)
- delivering a high quality skills development and employment offer within the industry for Islington residents

Ensuring that the film service is managed by industry specialists is essential to optimising the benefits for Islington residents. The role requires engagement with many of Islington Council's service areas and public, private and voluntary sector partners. It demands a distinct skill set that combines industry intelligence with an understanding of working practises both within the screen industries and with relevant authorities.

This contract is being procured as a services concession contract to ensure a managed film service at no cost to the council and with minimal risks as costs associated with delivering the service are effectively covered. The income is divided between the following parties, in order of magnitude from largest to smallest: direct payments to council services (e.g. parking and highways), a percentage of revenue assigned to the contractor, a percentage of revenue assigned to the council, and payments to third parties (community groups). The contract value is based on projected figures for turnover through income generated by film services.

II.2.5) Award criteria

Quality criterion - Name: Proposed approach to social value, sustainability and environment /
Weighting: 30

Quality criterion - Name: Proposed approach to business process and service methodology including ICT / Weighting: 5

Quality criterion - Name: Proposed approach to filming / Weighting: 5

Quality criterion - Name: Proposed approach to organisational structure and staff expertise / Weighting: 5

Quality criterion - Name: Proposed approach to business development: marketing, development, fees and charges / Weighting: 5

Quality criterion - Name: Proposed approach to resident and stakeholder engagement: engagement, consultation and safeguarding / Weighting: 5

Quality criterion - Name: Proposed approach to risk management, monitoring and performance management / Weighting: 5

Price - Weighting: 40

II.2.6) Estimated value

Value excluding VAT: £7,917,288

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

Duration in months

36

This contract is subject to renewal

Yes

Description of renewals

The services concession contract period will be for 36 months from an estimated start date of 1 May 2024 with options to extend for five (5) periods of 12 months each (maximum 96 months).

II.2.10) Information about variants

Variants will be accepted: No

II.2.11) Information about options

Options: No

II.2.13) Information about European Union Funds

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

II.2.14) Additional information

Award sub-criteria:

Proposed approach to social value, sustainability and environment (30%, made up of):

- local employment and mentoring - 15%
- sustainability and environment – 15%

Cost 40%, made up of:

- Revenue share - 25%
- Financial viability of business model - 10%
- Service delivery costs - 5%

Tenderers should be aware that we reserve the right to hold presentations during the tender process. Presentations and/or interviews will be for verification/clarification purposes of the written submission.

Potential providers must be aware that TUPE may or may not apply to this service. Further details will be available in the invitation to tender.

Late submissions will not be accepted.

Section IV. Procedure

IV.1) Description

IV.1.1) Type of procedure

Open procedure

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

4 December 2023

Local time

12:00pm

IV.2.4) Languages in which tenders or requests to participate may be submitted

English

IV.2.7) Conditions for opening of tenders

Date

4 December 2023

Local time

12:00pm

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

Islington Council

London

Country

United Kingdom