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Tender

## **The Provision of Shuttle Bus Services at Ardrossan**

CalMac Ferries Limited

F02: Contract notice

Notice identifier: 2022/S 000-033247

Procurement identifier (OCID): ocds-h6vhtk-0387b9

Published 23 November 2022, 2:14pm

### **Section I: Contracting authority**

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

CalMac Ferries Limited

Ferry Terminal

Gourock

PA19 1QP

#### **Contact**

Alison Ure

#### **Email**

[alison.ure@calmac.co.uk](mailto:alison.ure@calmac.co.uk)

#### **Telephone**

+44 1475650243

#### **Country**

United Kingdom

**NUTS code**

UKM - Scotland

**Internet address(es)**

Main address

<http://www.calmac.co.uk>

Buyer's address

[https://www.publiccontractsscotland.gov.uk/search/Search\\_AuthProfile.aspx?ID=AA10923](https://www.publiccontractsscotland.gov.uk/search/Search_AuthProfile.aspx?ID=AA10923)

**I.2) Information about joint procurement**

The contract is awarded by a central purchasing body

**I.3) Communication**

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

[www.publictendersscotland.publiccontractsscotland.gov.uk](http://www.publictendersscotland.publiccontractsscotland.gov.uk)

Additional information can be obtained from the above-mentioned address

Tenders or requests to participate must be submitted electronically via

[www.publictendersscotland.publiccontractsscotland.gov.uk](http://www.publictendersscotland.publiccontractsscotland.gov.uk)

**I.4) Type of the contracting authority**

Body governed by public law

**I.5) Main activity**

Other activity

Ferry Operator, Transport

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## **Section II: Object**

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

#### **II.1.1) Title**

The Provision of Shuttle Bus Services at Ardrossan

Reference number

CSOP21-487

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

- 60170000 - Hire of passenger transport vehicles with driver

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

Services

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

CalMac Ferries Ltd are looking for a suitably qualified and experienced Service Provider for the Provision of Shuttle Bus Services at Ardrossan.

#### **II.1.5) Estimated total value**

Value excluding VAT: £580,000

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

This contract is divided into lots: No

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

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

NUTS codes

- UKM - Scotland

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

CalMac Ferries Ltd (CFL) is a wholly-owned subsidiary of David MacBrayne Ltd, which is wholly owned by Scottish Ministers. Previously operating as Caledonian MacBrayne Ltd,

CalMac was created in October 2006 to bid for the Scottish Government contract to operate Clyde & Hebrides Ferry Services, which it subsequently won.

At the same time Caledonian MacBrayne Ltd changed its name to Caledonian Maritime Assets Ltd (CMAL) and retained ownership of the vessels and piers which it leases to the operator of the Clyde & Hebrides Ferry services (currently CFL). CMAL is also wholly owned by Scottish Ministers but is entirely separate from CFL. Although they have the same shareholder, each has its own Board and their relationship is solely contractual.

CalMac Ferries Limited has one wholly owned subsidiary; Caledonian MacBrayne Crewing (Guernsey) Limited, which employs and supplies all sea going staff (approximately 1000) to CFL. CFL operates a fleet of 34 vessels, providing lifeline ferry services to the communities off Scotland's west coast – from the Isle of Lewis in the north to the Isle of Arran in the south. Ferries sail to over 25 different destinations operating from 51 ports and slipways, some of which are in remote locations.

During the temporary relocation of Ardrossan-Brodick/Campbeltown ferry services to Troon as a result of the construction phase of the Ardrossan harbour re-development project, the provision of a shuttlebus service is required to enable travel interchange and connectivity between the ports and local railway station. It is anticipated that a shuttle bus service will be needed on the following routes for round trips:

- Between Troon Harbour, KA10 6DH and Harbour Road, Ardrossan, KA22 8BZ
- Between Troon Harbour, KA10 6DH and Troon Railway Station (Both sides of the railway station)

There may also be a requirement to travel to Gourock PA19 1QP in weather disruptions. It is anticipated that a shuttle bus service provision will be needed for a period of up to 21 months therefore, the service will be required to cover both the summer and winter timetables for the ferry service operating between Troon and Brodick/Campbeltown. The service should be available, 363 days per year (Christmas Day and New Year's Day excluded).

The Service Provider will be required to:

- provide the ability to flex the service to cover fluctuating demand and to be able to cope with disruptions due to bad weather;
- cater for all ages and abilities and have space for the travelling public's luggage and possessions;
- consider size of buses to ensure they can manoeuvre the roads around the railway station;

-minimising the environmental impact

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

Quality criterion - Name: Technical / Weighting: 30

Price - Weighting: 70

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

Duration in months

21

This contract is subject to renewal

Yes

Description of renewals

This contract shall operate for a term of 21 months with the option to extend for an additional 12 month period.

#### **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:

The Procurement will be conducted through the use of the Competitive Procedure with Negotiation. All queries about this procurement must be made via the PCS-T messaging system.

The process we will apply is:

Statements including the specific requirements can be found within Section III.1.3 of the Contract Notice.

Bidders must pass the minimum standards sections of the SPD.

Part III and Section B and D of Part IV will be scored on a pass/fail basis, and section C of part IV of the SPD will be scored in the following way:

Part 4C of the SPD will be scored using the following methodology:

100- Excellent. Response is completely relevant and excellent overall. The response is comprehensive, unambiguous and demonstrates

thorough experience, knowledge or skills/capacity/capability relevant to providing similar services to similar clients.

75 - Good. Response is relevant and good. The response is sufficiently detailed to demonstrate a good amount of experience, knowledge or skills/capacity/capability relevant to providing similar services to similar clients.

50 - Acceptable. Response is relevant and acceptable. The response demonstrates broad previous experience, knowledge and skills/capacity/capability but may lack in some aspects of similarity e.g. previous experience, knowledge or skills may not be of a similar nature.

25 - Poor. Response is partially relevant but generally poor. The response shows some elements of relevance to the criterion but contains insufficient/limited detail or explanation to demonstrate

previous relevant experience/ capacity/capability.

0 - Unacceptable. Nil or inadequate response. Fails to demonstrate previous experience/capacity/capability relevant to this criterion.

The responses to the questions at Section III.1.3 of the Contract Notice will be weighted in the following way. Please see SPD Question 4C: 100%. A full breakdown of the sub-criteria is provided at III.1.3.

CFL will take a minimum of three highest scoring bidders through and they will be invited to submit a tender.

#### **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**

Economic operators may be excluded from this competition if they are in any of the situations referred to in regulation 58 of the Public Contracts (Scotland) Regulations 2015.

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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

Bidders must have the appropriate Operator's Licence

#### **III.1.2) Economic and financial standing**

List and brief description of selection criteria

Please refer to these statements when completing section 4B of the SPD (Scotland)

Statement for 4B- Economic operators shall be required to satisfy minimum standards of economic and financial standing. These are described below:

NB. Ratios shall be based upon the latest available published accounts

1- Return on Capital Employed: must be at a ratio greater than "0"

2- Acid Test (Current Ratio): Current Ratio must be greater than "1"

3- Gearing: Gearing must be a figure of less than 100%

4- Interest Coverage: Interest Coverage must be a figure of 2 or above

Bidders must provide their ("general") yearly turnover for the last 3 financial years.

Bidders must provide their ("specific") yearly turnover for the last 3 financial years.

Minimum level(s) of standards required:

Economic Operators must confirm they already have or can commit to obtain,

prior to the commencement the following levels of insurance:

Employer's Liability Insurance = 10 Million GBP

Public Liability Insurance = 5 Million GBP

Vehicle Insurance = 5 Million GBP



### **III.1.3) Technical and professional ability**

List and brief description of selection criteria

The SPD is designed to allow CFL to review evidence of prior experience and should not make forward-looking statements or predict where services or features may have utility for CFL.

Q4C of the SPD (Weighting 100%) - Bidders will be required to provide examples that demonstrate that they have the relevant experience to deliver the Shuttle Bus Services at Ardrossan/Troon as described in part II.2.4 of the Contract Notice. Please respond in as much detail as possible to the questions below whilst referencing Contracts you have been involved in from within the past 3 years.

1. Please describe, using as many customer examples as necessary (minimum of 3), that your organisation has previously and successfully deployed a Shuttle Bus Service in the area, similar to CFL's requirements as described in part 11.2.4 of Contract Notice. (Weighting 40%). Your response must include as a minimum the following information:

- a. Your customer's name and Contract Value?
- b. Approximate number of service trips delivered daily/weekly under each contract?
- c. What made Service challenging and how did you mitigate against known risks?
- d. Provide relevant details of what you have provided in the form of innovation into your service provision for your customers?

2. Please demonstrate your capacity and capability where you have delivered a similar Shuttle Bus Service including how you dealt with fluctuating demand, similar to CFL's requirements as described in part 11.2.4 of Contract Notice (Weighting 30%).

3. Please provide details where you have operated a Service whereby you had been called upon at short notice, provide evidence and structure of flexibility, similar to CFL's requirement as described in part 11.2.4 of Contract Notice. (Weighting 30%) Your response must include as a minimum the following information:

- a. What were your response times?
- b. How did this work?
- c. What resources did you have as back up?

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## **Section IV. Procedure**

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

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

Competitive procedure with negotiation

#### **IV.1.4) Information about reduction of the number of solutions or tenders during negotiation or dialogue**

Recourse to staged procedure to gradually reduce the number of solutions to be discussed or tenders to be negotiated

#### **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

23 December 2022

Local time

12:00pm

#### **IV.2.3) Estimated date of dispatch of invitations to tender or to participate to selected candidates**

7 February 2023

#### **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)

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## **Section VI. Complementary information**

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

This is a recurrent procurement: No

### **VI.2) Information about electronic workflows**

Electronic ordering will be used

Electronic invoicing will be accepted

Electronic payment will be used

### **VI.3) Additional information**

Questions in the ITT will be scored using the following methodology:

100- Excellent. Response is completely relevant and excellent overall. The response is comprehensive, unambiguous and demonstrates thorough experience, knowledge or skills/capacity/capability relevant to providing similar services to similar clients.

75 - Good. Response is relevant and good. The response is sufficiently detailed to demonstrate a good amount of experience, knowledge or skills/capacity/capability relevant to providing similar services to similar clients.

50 - Acceptable. Response is relevant and acceptable. The response demonstrates broad previous experience, knowledge and skills/capacity/capability but may lack in some aspects of similarity e.g. previous experience, knowledge or skills may not be of a similar nature.

25 - Poor. Response is partially relevant but generally poor. The response shows some elements of relevance to the criterion but contains insufficient/limited detail or explanation to demonstrate previous relevant experience/ capacity/capability.

0 - Unacceptable. Nil or inadequate response. Fails to demonstrate previous experience/capacity/capability relevant to this criterion.

Award Criteria questions can be found in the ITT together with the weightings.

COMPETITIVE PROCEDURE WITH NEGOTIATION EXPLANATION -Competitive Procedure with Negotiation (CPN) this is a two-stage procedure run along the same lines as a Restricted procedure. This requires interested parties to complete a pre-qualification stage by submitting a Single Procurement Document (SPD) before being invited to submit a tender. This down selection process allows us to limit the number of parties receiving the full tender and moving forward to the negotiation phase(s).

Under CPN tenders are submitted from down selected suppliers and are then subject to evaluation and negotiation and then re-submitted to finalise positions and allow selection of a preferred bidder.

The buyer is using PCS-Tender to conduct this PQQ exercise. The Project code is 22125. For more information see:

<http://www.publiccontractsscotland.gov.uk/info/InfoCentre.aspx?ID=2343>

(SC Ref:703730)

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

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

Sheriff Court House

1 Nelson Street

Greenock

PA15 1TR

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