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Opportunity

Studio Ulster

University of Ulster

F02: Contract notice

Notice reference: 2022/S 000-036276

Published: 21 December 2022, 5:25pm

Section I: Contracting authority

I.1) Name and addresses

University of Ulster

Block X Room X031, Cromore Road

Coleraine

BT52 1SA

Email

a.todd@ulster.ac.uk

Telephone

+44 2870124515

Country

United Kingdom

NUTS code

UKN0 - Northern Ireland

National registration number

NIC100166

Internet address(es)

Main address

www.ulster.ac.uk

I.3) Communication

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

<https://e-sourcingni.bravosolution.co.uk/web/login.shtml>

Additional information can be obtained from the above-mentioned address

Tenders or requests to participate must be submitted electronically via

<https://e-sourcingni.bravosolution.co.uk/web/login.shtml>

Tenders or requests to participate must be submitted to the above-mentioned address

I.4) Type of the contracting authority

Body governed by public law

I.5) Main activity

Education

Section II: Object

II.1) Scope of the procurement

II.1.1) Title

Studio Ulster

Reference number

project_27187

II.1.2) Main CPV code

- 72000000 - IT services: consulting, software development, Internet and support

II.1.3) Type of contract

Services

II.1.4) Short description

Ulster University is seeking to procure an Operator and Delivery partner for the Studio Ulster project. Studio Ulster is a large-scale virtual studio production complex designed to support both commercial and research, development and innovation activities. The facilities include, but are not limited to, a large-scale virtual studio sound stage, second flexible virtual production sound stage, a smart/demo stage, a motion capture stage and 3D scanning stage with a total floor area of approx. 70,000sq.

The Operator will be responsible for developing the design, the installation and the operation of the equipment servicing Studio Ulster.

Studio Ulster will include a 'Tier 1' Centre of Excellence in Research & Development & Innovation in the virtual production and associated technologies sector.

The building is being delivered by Belfast Harbour as part of an expansion within the existing Belfast Harbour Film complex. Belfast Harbour, as landlord, and Ulster University have entered into a long-term Agreement for Lease for Studio Ulster.

The Operator and Delivery Partner will develop the detailed design for the specialist equipment, procure the specialist equipment on behalf of UU and operate the commercial activities within the facility, which in turn will drive R&D across the virtual production, broadcast, animation, games and immersive elements of this sector.

The Operator & Delivery Partner will be required to :

- Work with strategic partners within the virtual production and associated technologies sector to support the growth of the creative industry sector in NI, through a focus on virtual production as a nexus within the screen industries.
- Promote and operate a centre of excellence in the screen sector, recognised locally, nationally and internationally, as a focal point for the screen industries.
- Support innovation in the production cycle to generate new products, services and experiences, through applied research and collaborative R&D with players in the screen industry.
- Create a step change in the wider ecosystem by supporting development and driving innovation in the screen sector, that facilitates the application and adoption of new approaches and emerging technologies across multiple industry sectors.
- Work with key stakeholders to provide training and skills development opportunities that expand the capacity of the talent pipeline, to meet the needs of the screen sector.

Ulster University is fully committed to the implementation and delivery of Social Value through procurement and operations, and this shall form part of the procurement award criteria for this competition

II.1.6) Information about lots

This contract is divided into lots: No

II.2) Description

II.2.2) Additional CPV code(s)

- 32000000 - Radio, television, communication, telecommunication and related equipment
- 32200000 - Transmission apparatus for radiotelephony, radiotelegraphy, radio broadcasting and television
- 32210000 - Broadcasting equipment
- 32220000 - Television transmission apparatus without reception apparatus
- 32230000 - Radio transmission apparatus with reception apparatus
- 32240000 - Television cameras
- 32260000 - Data-transmission equipment
- 32270000 - Digital transmission apparatus
- 32300000 - Television and radio receivers, and sound or video recording or

reproducing apparatus

- 32310000 - Radio broadcast receivers
- 32320000 - Television and audio-visual equipment
- 32330000 - Apparatus for sound, video-recording and reproduction
- 32340000 - Microphones and loudspeakers
- 32350000 - Parts of sound and video equipment
- 32400000 - Networks
- 32410000 - Local area network
- 32420000 - Network equipment
- 32430000 - Wide area network
- 32500000 - Telecommunications equipment and supplies
- 32510000 - Wireless telecommunications system
- 32520000 - Telecommunications cable and equipment
- 32530000 - Satellite-related communications equipment
- 32550000 - Telephone equipment
- 32560000 - Fibre-optic materials
- 32570000 - Communications equipment
- 32580000 - Data equipment
- 38651100 - Camera lenses
- 38651200 - Camera bodies
- 38651300 - Cameras for preparing printing plates or cylinders
- 38651400 - Instant print cameras
- 38651500 - Cinematographic cameras
- 38651600 - Digital cameras
- 38653400 - Projection screens
- 38810000 - Industrial process control equipment
- 39113000 - Miscellaneous seats and chairs
- 39121000 - Desks and tables
- 39122000 - Cupboards and bookcases
- 39134100 - Computer tables
- 39156000 - Lounge and reception-area furniture
- 39294100 - Information and promotion products
- 48210000 - Networking software package
- 48220000 - Internet and intranet software package
- 48311100 - Document management system
- 48318000 - Scanner software package
- 48331000 - Project management software package
- 48332000 - Scheduling software package
- 48333000 - Contact management software package
- 48421000 - Facilities management software package
- 48520000 - Multimedia software package
- 48710000 - Backup or recovery software package
- 48720000 - Bar coding software package
- 48730000 - Security software package

- 48750000 - Storage media loading software package
- 48760000 - Virus protection software package
- 48770000 - General, compression and print utility software package
- 48780000 - System, storage and content management software package
- 48790000 - Version checker software package
- 48810000 - Information systems
- 48820000 - Servers
- 48910000 - Computer game software package, family titles and screen savers
- 48920000 - Office automation software package
- 50340000 - Repair and maintenance services of audio-visual and optical equipment
- 51610000 - Installation services of computers and information-processing equipment
- 51620000 - Installation services of office equipment
- 72000000 - IT services: consulting, software development, Internet and support
- 72100000 - Hardware consultancy services
- 72200000 - Software programming and consultancy services
- 72300000 - Data services
- 72400000 - Internet services
- 72500000 - Computer-related services
- 72600000 - Computer support and consultancy services
- 72700000 - Computer network services
- 72800000 - Computer audit and testing services
- 72900000 - Computer back-up and catalogue conversion services
- 73100000 - Research and experimental development services
- 73200000 - Research and development consultancy services
- 73300000 - Design and execution of research and development
- 80100000 - Primary education services
- 80200000 - Secondary education services
- 80300000 - Higher education services
- 80400000 - Adult and other education services
- 80500000 - Training services
- 92221000 - Television production services
- 92224000 - Digital television
- 92225100 - Film-on-demand television
- 92226000 - Teleprogramming
- 92370000 - Sound technician

II.2.3) Place of performance

NUTS codes

- UKN0 - Northern Ireland

Main site or place of performance

North Foreshore Film Studios, Giant's Park, Belfast

II.2.4) Description of the procurement

Ulster University is seeking to procure an Operator and Delivery partner for the Studio Ulster project. Studio Ulster is a large-scale virtual studio production complex designed to support both commercial and research, development and innovation activities. The facilities include, but are not limited to, a large-scale virtual studio sound stage, second flexible virtual production sound stage, a smart/demo stage, a motion capture stage and 3D scanning stage with a total floor area of approx. 70,000sq.

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approaches and emerging technologies across multiple industry sectors.

- Work with key stakeholders to provide training and skills development opportunities that expand the capacity of the talent pipeline, to meet the needs of the screen sector.

It is currently envisaged that the successful Economic Operator will enter into two contractual agreements:

- a Collaborative Partnership Agreement with Studio Ulster Limited for all commercial activities to be undertaken in respect of the Studio Ulster and providing for the provision of Operator and Delivery Partner Services to Ulster University by the successful Economic Operator;
- a Research and Innovation Partnership Agreement to encourage and initiate research engagement between the Economic Operator and Ulster University that will be mutually beneficial both to the operator and sector wide R&D challenges. An agreement that is responsive to the needs of industry going forward and that will help build a sustainable ecosystem for the development of new solutions, identify applied research needs and supports the wider innovation and development needs of the virtual production sector.

Ulster University is fully committed to the implementation and delivery of Social Value through procurement and operations, and this shall form part of the procurement award criteria for this competition that shall be conducted via Reg 30 Competitive Dialogue process.

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: £26,000,000

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

Duration in months

120

This contract is subject to renewal

Yes

Description of renewals

The University may agree renewal options to to extend for any periods up to and including 120 months.

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

Maximum number: 4

Objective criteria for choosing the limited number of candidates:

It is anticipated that, subject to a sufficient number of compliant and satisfactory responses being received, a maximum of four (4) Economic Operators plus ties (if applicable and as detailed further below) who meet the requirements summarised below and:

- who receive a total overall weighted score of 40 or more for their response to PQQ – Part E (in relation to technical or professional ability); and

- who achieve the four highest total overall weighted scores for their responses to PQQ Part E (in accordance with Section 5.4 below)

will be invited to submit tenders.

Where there is a tie for a shortlisted place, then all tied Economic Operators in that tied position will be invited to tender. A tie is deemed to occur where two or more Economic Operators have identical scores or a score within 1 mark (out of a score of 100). For example, if two Economic Operators are tied in fourth place, both Economic Operators would be shortlisted, and the fifth placed Economic Operator would not be shortlisted.

Notwithstanding that the University anticipates selecting a maximum of four Economic Operators to progress to the tendering stage, it reserves the right to select less.

1. Experience in Design, Development and Delivery
2. Experience in Management & Operation
3. Economic Operator Key Team Member Experience
4. Experience in the delivery of Technical Services and Solutions
5. Experience in Research, Development and Innovation

II.2.10) Information about variants

Variants will be accepted: Yes

II.2.11) Information about options

Options: Yes

Description of options

The University may agree renewal options to extend for any periods up to and including 120 months.

II.2.13) Information about European Union Funds

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

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

As stated in the procurement documents.

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 dialogue

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

The procurement is covered by the Government Procurement Agreement: Yes

IV.2) Administrative information

IV.2.1) Previous publication concerning this procedure

Notice number: [2022/S 000-032869](#)

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

Date

24 January 2023

Local time

3:00pm

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

21 December 2022

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: 9 (from the date stated for receipt of tender)

Section VI. Complementary information

VI.1) Information about recurrence

This is a recurrent procurement: No

VI.3) Additional information

Ulster University welcome interest from all suitable potential providers. However, interested parties are advised that they must ultimately satisfy the minimum requirements at Stage 1 (selection) that will be set out in the procurement documents, in order to be selected to proceed to Stage 2 (dialogue) of the procurement process.

Market sounding exercise was undertaken in 2 stages; the initial exercise was concluded in February 2020 by Ulster University for the purpose of ascertaining the potential scope,

scale, technical nature, and costs associated with the various element of the Virtual Production equipment and associated systems on the Studio Ulster project consistent with the project budget.

This exercise was conducted by university client advisor and Industry advisors with a range of potential suppliers and users in the industry. This exercise was aimed at identifying requirements for hardware, software and systems to support a Virtual Production facility.

Consultations were conducted in 3-pronged approach as follows.

1. Hardware – consultation with suppliers of this technology to help inform the technical & spatial requirements for the building, services and budget.
2. Software/systems – consultation with specialist suppliers and demos of software solutions on the market.
3. End Users engagement. Based on first 2 steps indicative technical specification was formulated and shared with end users (specialist in their respective fields) to validate findings from previous steps.

The second phase of pre-market engagement was undertaken in between September to December 2021 by the project team in order to inform the procurement strategy. This process was a questionnaire-based process accessed via the University webpage.

These market sounding exercises have culminated in the current procurement approach and technical performance requirements.

Ulster University shall include the information shared with suppliers during the marketing sounding exercise along with summary of key findings within the PQQ stage of the process.

The quantities, which it is anticipated will be required under this Contract, shall be set out in the final tender stage of the competition within in the Commercial Submission. This information is given for the guidance of the tenderer and is not deemed to be a condition of Contract or a guarantee of minimum demand or uptake. No compensation will be payable to a tenderer should the actual demand be less than that stated.

Further, the delivery of service as to be provided by this tender is demand led. Changes which may affect the demand may include, but are not limited to, technological upgrades / changes within the virtual production marketplace. Such changes may result in unanticipated workload growth which is higher than the levels accounted for within this tender. To be able to offer continuing service delivery as provided for by this tender the

University reserves the right to commission additional product volumes over the life of the contract period, including any extension period(s) if utilised. This clause is to provide compliance with paragraph 72(1)(a) of the Public Contract Regulations 2015.

VI.4) Procedures for review

VI.4.1) Review body

High Court of Justice in Northern Ireland

Royal Courts of Justice, Chichester Street

Belfast

BT1 3JY

Country

United Kingdom

VI.4.3) Review procedure

Precise information on deadline(s) for review procedures

The University will incorporate a standstill period at the point information on the award of the contract is communicated to tenderers. The standstill period, which will be for a minimum of 10 calendar days, provides time for unsuccessful tenderers to challenge the award decision before the contract is entered into. The Public Contracts Regulations 2015 (as amended) provide for aggrieved parties who have been harmed or are at risk of harm by a breach of the rules to take action in the High Court (Northern Ireland).