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Tender

# **Studio Ulster**

University of Ulster

F02: Contract notice

Notice identifier: 2022/S 000-036276

Procurement identifier (OCID): ocds-h6vhtk-0386be

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** 

#### Region 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 Teleprogrammation
- 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

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- 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.

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

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

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Description of options

The University may agree renewal options to 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).