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Contract

## **Revenue Management System**

ScotRail Trains Limited (Utilities)

F06: Contract award notice – utilities

Notice identifier: 2023/S 000-036970

Procurement identifier (OCID): ocds-h6vhtk-042614

Published 15 December 2023, 1:36pm

### **Section I: Contracting entity**

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

ScotRail Trains Limited (Utilities)

Atrium Court, 50 Waterloo Street

Glasgow

G2 6HQ

#### **Contact**

Fergus Martin

#### **Email**

[fergus.martin@scotrail.co.uk](mailto:fergus.martin@scotrail.co.uk)

#### **Country**

United Kingdom

#### **NUTS code**

UKM - Scotland

**Internet address(es)**

Main address

[www.scotrail.co.uk](http://www.scotrail.co.uk)

Buyer's address

[https://www.publiccontractsscotland.gov.uk/search/Search\\_AuthProfile.aspx?ID=AA30589](https://www.publiccontractsscotland.gov.uk/search/Search_AuthProfile.aspx?ID=AA30589)

**I.6) Main activity**

Railway services

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**Section II: Object**

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

**II.1.1) Title**

Revenue Management System

Reference number

SR002

**II.1.2) Main CPV code**

- 72310000 - Data-processing services

**II.1.3) Type of contract**

Services

**II.1.4) Short description**

ScotRail tendered for a SaaS Revenue Management System to manage purchase fares. The system will require a forecast capability and access large data pools in order to provide price points so that ScotRail can accurately control the types of tickets available on each service.

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

This contract is divided into lots: No

### **II.1.7) Total value of the procurement (excluding VAT)**

Value excluding VAT: £1,100,000

## **II.2) Description**

### **II.2.2) Additional CPV code(s)**

- 72316000 - Data analysis services
- 48000000 - Software package and information systems

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

NUTS codes

- UKM - Scotland

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

ScotRail have a requirement for a Revenue Management System to manage advanced purchase fares in order to balance supply with demand on each service and also securing maximum levels of revenue. The system will require a forecast capability and access large data pools in order to provide price points so that ScotRail can accurately control the types of tickets available on each service.

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

Quality criterion - Name: Business Requirements / Weighting: 52

Quality criterion - Name: System Integration / Weighting: 12

Quality criterion - Name: Project Implementation / Weighting: 4

Quality criterion - Name: Service Levels / Weighting: 4

Quality criterion - Name: Challenges / Weighting: 8

Price - Weighting: 20

### **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**

To participate you must submit an electronic PQQ via the ScotRail Wax Sourcing System by the deadline.

The system can be accessed here:

<https://scotrail.wax-ive.com/S2C/DisplayModules/TradeModules/Negotiations/Opportunities/ListEvents.aspx>

You should log in if you already have a registered account or register to create an account and log in to access the PQQ.

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## **Section IV. Procedure**

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

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

Negotiated procedure with prior call for competition

#### **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 022-191567](#)

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## **Section V. Award of contract**

A contract/lot is awarded: Yes

## **V.2) Award of contract**

### **V.2.1) Date of conclusion of the contract**

1 December 2023

### **V.2.2) Information about tenders**

Number of tenders received: 2

Number of tenders received from SMEs: 0

Number of tenders received from tenderers from other EU Member States: 0

Number of tenders received from tenderers from non-EU Member States: 2

Number of tenders received by electronic means: 2

The contract has been awarded to a group of economic operators: No

### **V.2.3) Name and address of the contractor**

ExPretio Technologies

4446 St Laurent Blvd, Suite 700

Montreal

H2W 1Z5

Country

Canada

NUTS code

- CA - Canada

The contractor is an SME

No

### **V.2.4) Information on value of contract/lot (excluding VAT)**

Total value of the contract/lot: £1,100,000

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## **Section VI. Complementary information**

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

ScotRail Trains Ltd is a wholly owned subsidiary of Scottish Rail Holdings Limited “SRH” (Company Number SC548826), which itself is wholly owned by the Scottish Ministers. SRT has been established to fulfil the Scottish Ministers’ obligation, under Section 30 of the Railways Act 1993 (as amended), to maintain the provision of rail services for the carriage of passengers. The use of this software could be extended to SRH or its other subsidiaries in the future.

(SC Ref:753437)

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

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

Glasgow Sheriff Court and Justice of the Peace Court

Glasgow

G5 9DA

Country

United Kingdom