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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

Country

United Kingdom

NUTS code

UKM - Scotland

Internet address(es)

Main address

www.scotrail.co.uk

Buyer's address

https://www.publiccontractsscotland.gov.uk/search/Search_AuthProfile.aspx?ID=AA30589

I.6) Main activity

Railway services

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.

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](#)

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

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