

**UK-Croydon: financial leasing services**  
**OJ S 31/2012 15/02/2012**  
**Contract notice – utilities**  
**Services**

**Directive 2004/17/EC**

**Section I: Contracting entity**

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**I.1. Name and addresses**

Official name: Southern Railway Ltd  
Postal address: Go-Ahead House, 26-28 Addiscombe Road  
Town: Croydon  
Postal code: CR9 5GA  
Country: United Kingdom  
Contact person: Mr R Aubrey  
For the attention of: Mr R Aubrey  
E-mail: [rob.aubrey@go-ahead.com](mailto:rob.aubrey@go-ahead.com)  
Telephone: +44 2089298733

**Additional information can be obtained from:**

the abovementioned address

**Specifications and additional documents (including documents for a dynamic purchasing system) can be obtained from:** the abovementioned address

**Tenders or requests to participate must be submitted:** the abovementioned address

**I.2. Main activity**

Railway services

**I.3. Contract award on behalf of other contracting entities**

The contracting entity is purchasing on behalf of other contracting entities: no

**Section II: Object of the contract**

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**II.1. Description**

**II.1.1. Title attributed to the contract by the contracting entity**

Financing of Rolling Stock by way of an Operating Lease.

**II.1.2. Type of contract and place of performance or delivery**

Services

Service category No 6: Financial services a) Insurances services b) Banking and investment services

NUTS code

**II.1.3. Information about a framework agreement or a dynamic purchasing system**

The notice involves a public contract

**II.1.4. Information about framework agreement**

**II.1.5. Short description of the contract or purchase(s)**

During the course of 2011, Southern Railway Limited ("SR") undertook a process to procure new electric multiple units. The purpose of the new units is to provide the capacity which will

enable SR to meet the demands of the December 2013 timetable. The outcome of the process was the selection of Bombardier Transportation ("BT") to supply 26 x new 5-car class 377/6 units together with associated capital spares. A manufacture and supply agreement was entered into by SR and BT on 23.12.2011. The value of the contract and options will be in the range of 200 000 000 GBP to 250 000 000 GBP. SR is now intending to refinance the transaction.

**II.1.6. CPV code(s)**

66114000 Financial leasing services

**II.1.7. Information about the Government Procurement Agreement (GPA)**

The procurement is covered by the Government Procurement Agreement: no

**II.1.8. Information about lots**

This contract is divided into lots: no

**II.1.9. Information about variants**

Variants will be accepted: yes

**II.2. Scope of the procurement**

**II.2.1. Total quantity or scope**

The financing of 130 DC electric multiple unit rail vehicles formed into 26 x 5 car sets and associated capital spares.

**II.2.2. Information about options**

**II.2.3. Information about renewals**

This contract is subject to renewal: no

**II.3. Duration of the contract or time limit for completion**

**Section III: Legal, economic, financial and technical information**

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**III.1. Conditions related to the contract**

**III.1.1. Deposits and guarantees required**

To be stated in the tender documentation.

**III.1.2. Main financing conditions and payment arrangements and/or reference to the relevant provisions governing them**

To be stated in the tender documentation.

**III.1.3. Legal form to be taken by the group of economic operators to whom the contract is to be awarded**

Joint and several liability.

**III.1.4. Contract performance conditions**

The performance of the contract is subject to particular conditions: yes

Description of particular conditions: Yes, to be detailed in the tender documents. In particular potential tenderers should note that any contract arising from this notice will be subject to approval by the Department for Transport.

**III.2. Conditions for participation**

### **III.2.1. Suitability to pursue the professional activity, including requirements relating to enrolment on professional or trade registers**

List and brief description of conditions: Company Profile, annual accounts, membership of recognised bodies, any accreditation, client list and references.

### **III.2.2. Economic and financial ability**

List and brief description of conditions: The bidder must meet each of the following criteria:

1. it has the capacity (supported by a letter from a senior officer) to act as sole financier of the project or to participate in the financing in an amount not less than 25 000 000 GBP, in each case on a fully underwritten basis. If unable to act as sole financier, the bidder must be willing to participate in the transaction with other financiers on a basis to be agreed.
2. it employs at least one senior manager (whose CV must be provided) with experience of UK rail financing or in the absence of such manager, the advisory firm (to be named and experience to be detailed) the bidder will employ to assist in making its bid.
3. it is able to demonstrate that it has any one of the following:
  - a. a record of participating in the operating lease financing of UK passenger rolling stock.
  - b. a record of participating in the operating lease financing of other UK rolling stock.
  - c. a record of participating in other asset financing transactions, ideally operating leases.
4. it confirms that is willing to take residual value risk in the new units.

### **III.2.3. Technical and professional ability**

List and brief description of conditions: As per III.2.2.

### **III.2.4. Information about reserved contracts**

#### **III.3. Conditions specific to services contracts**

#### **III.3.1. Information about a particular profession**

Execution of the service is reserved to a particular profession: no

#### **III.3.2. Information about staff responsible for the performance of the contract**

Obligation to indicate the names and professional qualifications of the staff assigned to performing the contract: no

## **Section IV: Procedure**

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### **IV.1. Type of procedure**

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

Negotiated

Some candidates have already been selected (if appropriate under certain types of negotiated procedures): no

### **IV.2. Award criteria**

#### **IV.2.1. Award criteria**

The most economically advantageous tender in terms of the criteria stated in the specifications or in the invitation to tender or to negotiate

#### **IV.2.2. Information about electronic auction**

An electronic auction will be used: no

### **IV.3. Administrative information**

**IV.3.1. File reference number attributed by the contracting entity**

**IV.3.2. Previous publication concerning this procedure**

**IV.3.3. Conditions for obtaining specifications and additional documents**

(except for a DPS)

Payable documents: no

**IV.3.4. Time limit for receipt of tenders or requests to participate**

21.3.2012

**IV.3.5. Languages in which tenders or requests to participate may be submitted**

English.

**IV.3.6. Minimum time frame during which the tenderer must maintain the tender**

**IV.3.7. Conditions for opening of tenders**

## **Section VI: Complementary information**

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**VI.1. Information about recurrence**

This is a recurrent procurement: no

**VI.2. Information about European Union funds**

The procurement is related to a project and/or programme financed by European Union funds:

no

**VI.3. Additional information**

Expressions of interest for this opportunity must be by way of the provision of all of the information requested in section III.2 by the closing date set out in IV.3.4. There will be no separate pre qualification questionnaire. All correspondence should be directed to the contact point identified in I.1.

**VI.4. Procedures for review**

**VI.4.1. Review body**

**VI.4.2. Review procedure**

**VI.4.3. Service from which information about the review procedure may be obtained**

**VI.5. Date of dispatch of this notice**

10.2.2012