

United Kingdom-London: Travel agency and similar services
OJ S 46/2014 06/03/2014
Contract notice – utilities
Services

Directive 2004/17/EC

Section I: Contracting entity

I.1. Name and addresses

Official name: ATOC Limited
Postal address: 200 Aldersgate Street
Town: London
Postal code: EC1A 4HD
Country: United Kingdom
For the attention of: Nick Bamford
E-mail: nick.bamford@atoc.org
Telephone: +44 2078418218

Internet address(es):

General address of the contracting entity: www.atoc.org
Address of the buyer profile: http://www.mytenders.org/search/Search_AuthProfile.aspx?ID=AA0796

Additional information can be obtained from:

Official name: ATOC Limited
Postal address: 200 Aldersgate Street
Town: London
Postal code: EC1A 4HD
Country: United Kingdom
For the attention of: Nick Bamford
E-mail: nick.bamford@atoc.org
Telephone: +44 2078418218
Internet address: www.atoc.org

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

Official name: ATOC Limited
Postal address: 40 Bernard Street
Town: London
Postal code: EC1A 4HD
Country: United Kingdom
For the attention of: Nick Bamford
E-mail: nick.bamford@atoc.org
Telephone: +44 2078418218
Internet address: www.atoc.org

Tenders or requests to participate must be submitted:

Official name: ATOC Limited
Postal address: 200 Aldersgate Street
Town: London
Postal code: EC1A 4HD
Country: United Kingdom
For the attention of: Nick Bamford
E-mail: nick.bamford@atoc.org

Telephone: +44 2078418218
Internet address: www.atoc.org

I.2. Main activity

Railway services

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

Section II: Object of the contract

II.1. Description

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

International distribution and sales of UK rail products.

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

Services

Service category No 27: Other services

Main site or place of performance: Worldwide.

NUTS code UK United Kingdom

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)

ATOC Limited is the trade association owned by each of the franchised train operating companies (TOCs) in Great Britain. ATOC, on behalf of the TOCs, now wishes to appoint up to a further three licensees to undertake the international distribution and sales of rail products for use on train services provided by the TOCs under a licence arrangement.

ATOC is seeking up to a further three prospective partners who will actively develop the worldwide market (excluding UK and Ireland) through technology and marketing investment. The products distributed under this licence will be the normal domestic point to point fares range and the BritRail pass range; however other products may be added during the term of the contract. It is expected that sales will be transacted primarily over the Internet and that tickets will be mainly, but not necessarily exclusively, fulfilled through the National Ticket on Departure (ToD) Scheme. The contract term will be for 4 1/2 years.

It should be noted that ATOC may also seek to enter into separate arrangements with a number of near European railways to facilitate the sale of combined through fares. Such arrangements are explicitly outside this tender notice.

Licensees will be required to put in place the following:

- Rail retailing system with real-time access to fares, timetables, reservations,
 - Ticket Issuing System (TIS). Sales must be transacted and settled through a TIS which has been accredited by Rail Settlement Plan (please see www.atoc.org/rsp/ for more details). Prospective licensees may invest in the development of their own TIS or may procure it from an existing TIS provider,
- Annual marketing and promotional plans and investment schedules,
- Bond to cover any failure of the licensee to meet a payment for products sold.

Details of the full requirements and licence terms will be made available in the invitation to tender documentation provided to shortlisted respondents.

II.1.6. CPV code(s)

63510000 Travel agency and similar services, 63512000 Sale of travel tickets and package tours services

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

II.1.8. Information about lots

II.1.9. Information about variants

II.2. Scope of the procurement

II.2.1. Total quantity or scope

II.2.2. Information about options

Options: yes

Description of options: ATOC will have the right to extend any contract awarded by up to a further 2 years.

II.2.3. Information about renewals

This contract is subject to renewal: no

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

Duration in months: 54 (from the award of the contract)

Section III: Legal, economic, financial and technical information

III.1. Conditions related to the contract

III.1.1. Deposits and guarantees required

Any agent appointed will be required to provide ATOC with a bond or other adequate security guaranteeing payment of sums due to ATOC from the sale of rail products performed by the agent.

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

The agent shall be paid by way of commission for all rail products sold. Details of the payment arrangements shall be described in the invitation to tender documents.

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

III.1.4. Contract performance conditions

The performance of the contract is subject to particular conditions: no

III.2. Conditions for participation

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

III.2.2. Economic and financial ability

III.2.3. Technical and professional ability

III.2.4. Information about reserved contracts

III.3. Conditions specific to services contracts

III.3.1. Information about a particular profession

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

Section IV: Procedure

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

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)

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

18.3.2014 - 12:00

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

VI.1. Information about recurrence

VI.2. Information about European Union funds

VI.3. Additional information

Applicants will be invited to tender for the licences based on evidence of complying with and their response to this notice shall be evaluated on the following criteria:

Proven successful experience in distribution of similar products;

Ability to meet up ATOC set up timescales;

Distribution capability (geographical coverage, market segment);

Access to technology and related expertise;

Examples of similar marketing and promotional campaigns successfully developed and implemented;

Details of sales turnover for the last three annual trading periods; and
Financial statements for the last three annual trading periods.

Interested parties should submit a response covering each of the above criteria in no more than 10 pages in total. Responses should be submitted electronically in either MS Word or PDF format and forwarded to the email address provided in this notice by the specified deadline.

(MT Ref:113760)

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

4.3.2014