

United Kingdom-Glasgow: Technical analysis or consultancy services

OJ S 52/2014 14/03/2014

Contract notice

Services

Directive 2004/18/EC**Section I: Contracting authority**

I.1. Name and addresses

Official name: DE&S Commercial, DE&S

Postal address: Room 2.1.02, Level 2, Kentigern House, 65 Brown Street

Town: Glasgow

Postal code: G2 8EX

Country: United Kingdom

For the attention of: Mr D. McMenamin

E-mail: descomrclcc-hocs-co4@mod.uk

Telephone: +44 1412242672

Fax: +44 1412242669

Additional information can be obtained from:

the abovementioned address

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

the abovementioned address

Tenders or requests to participate must be submitted: the abovementioned address**I.2. Type of the contracting authority**

Ministry or any other national or federal authority, including their regional or local subdivisions

I.3. Main activity

Defence

I.4. Contract award on behalf of other contracting authorities

The contracting authority is purchasing on behalf of other contracting authorities: no

Section II: Object of the contract

II.1. Description**II.1.1. Title attributed to the contract by the contracting authority**

Commercial, technical and environmental Vendor Due Diligence for sale of the Government Pipeline and Storage System.

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

Services

Service category No 11: Management consulting services [6] and related services

NUTS code UKI London

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)

Technical analysis or consultancy services. Business analysis consultancy services. Analysis services. Corporate environmental auditing services. Technical analysis or consultancy services. Business analysis consultancy services. Analysis services. Corporate environmental auditing services. The Ministry of Defence requires independent Vendor Due Diligence analysis of the Government Pipeline and Storage System business, covering environmental, technical and commercial aspects.

II.1.6. CPV code(s)

71621000 Technical analysis or consultancy services, 72221000 Business analysis consultancy services, 71620000 Analysis services, 90714200 Corporate environmental auditing services

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

The procurement is covered by the Government Procurement Agreement: yes

II.1.8. Lots

This contract is divided into lots: yes
Tenders may be submitted for all lots

II.1.9. Information about variants

Variants will be accepted: no

II.2. Scope of the procurement

II.2.1. Total quantity or scope

Lot 1 Commercial - 80-100k GBP; Lot 2 Technical - 100-150k GBP; Lot 3 Environmental - 90-130k GBP.

II.2.2. Information about options

Options: no

II.2.3. Information about renewals

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

Start 28.4.2014. Completion 15.8.2014

Information about lots

Lot No: 1

Lot title: Provide commercial Vendor Due Diligence (VDD) to assist potential purchasers of Government Pipeline and Storage System (GPSS)

1) Short description

Commercial VDD will provide bidders with an independent assessment of the pipeline and storage market in which GPSS operates, the market drivers, the outlook, the key market participants and GPSS's competitors. Given that the business has not previously operated within the private sector, the commercial VDD will be particularly important to educate bidders of the current commercial charging regime as well as providing an in-depth assessment of the steps which underpin the business plan and the opportunity to optimise the commercial operations and drive further growth of revenues and earnings. It will present a review and challenge of GPSS EBITDA outlook, highlighting key value drivers, upside potential and downside risks, and sensitivities or opportunities in the business plan. This will be particularly important for non-strategic investors and for strategic investors without a detailed knowledge of the UK market.

2) CPV code(s)

72221000 Business analysis consultancy services, 71620000 Analysis services

3) Quantity or scope

4) Indication about different time frame or duration

Start 28.4.2014. Completion 15.8.2014

5) Additional information about lots

Lot No: 2

Lot title: Provide technical Vendor Due Diligence (VDD) to assist potential purchasers of GPSS

1) Short description

Technical VDD will provide bidders with an independent assessment of the technical capabilities of GPSS's pipeline and storage assets, the fitness for purpose, the asset-integrity and a third party view on any capital investment required to maintain the performance of the assets or expand the network if this forms a part of the business plan. This VDD will be particularly important for non-strategic investors and would likely accelerate the due diligence process for experienced operators. Depending on the agreed scope and timing, a prior analysis and verification of the OPA capital expenditure programme could support the decision around sale perimeter as well as the sale business plan.

2) CPV code(s)

71621000 Technical analysis or consultancy services, 71620000 Analysis services

3) Quantity or scope

4) Indication about different time frame or duration

Start 28.4.2014. Completion 15.8.2014

5) Additional information about lots

Lot No: 3

Lot title: Provide environmental Vendor Due Diligence (VDD) to assist potential purchasers of GPSS

1) Short description

Environmental VDD will provide bidders with an independent assessment of the existence of environmental liabilities and the cost of any remediation. This report would also analyse the environmental regulations which govern the operations of GPSS in the UK and GPSS's compliance with those regulations. This is particularly important for this sector where environmental liabilities will be one of the primary areas of due diligence for prospective buyers. This will be particularly important for non-strategic investors and for buyers who are unable to self-insure the business. Land Quality Assessments (LQA) for all sites have been commissioned and this work will not fall within the scope of any existing contracts.

2) CPV code(s)

90714200 Corporate environmental auditing services, 71620000 Analysis services

3) Quantity or scope

4) Indication about different time frame or duration

Start 28.4.2014. Completion 15.8.2014

5) Additional information about lots

Section III: Legal, economic, financial and technical information

III.1. Conditions related to the contract

III.1.1. Deposits and guarantees required

The Authority reserves the right to ask for an indemnity, guarantee or bank bond if the supplier does not meet the required standard for economic and financial standing.

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

Payment will follow delivery and acceptance of the services.

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

If a group of economic operators submits a bid, the group must nominate a lead organisation to deal with the Authority. The Authority shall require the group to form a legal entity before entering into the contract.

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

List and brief description of conditions: The Authority will apply all the offences listed in Article 45(1) of Directive 2004/18/EC (implemented as Regulation 23(1) of the Public Contract Regulations (PCR) 2006 in the UK) and all of the professional misconducts listed at Article 45 (2) of Directive 2004/18/EC (see also Regulation 23(2) in the PCR 2006) to the decision of whether a Candidate is eligible to be invited to tender.

A full list of the Regulation 23(1) and 23(2) criteria are at <http://www.contracts.mod.uk/delta/project/reasonsForExclusion.html#dspr>

Candidates will be required to sign a declaration confirming whether they do or do not have any of the listed criteria as part of the pre-qualification process. For candidates who are registered overseas, you will need to declare if you have any offences/misconduct under your own countries laws, where these laws are equivalent to the Regulation 23 lists.

Candidates who have been convicted of any of the offences under Article 45(1) are ineligible and will not be selected to bid, unless there are overriding requirements in the general interest for doing so.

Candidates who are guilty of any of the offences, circumstances or misconduct under Article 45 (2) may be excluded from being selected to bid at the discretion of the Authority.

III.2.2. Economic and financial ability

List and brief description of conditions: (a) Appropriate statements from banks or, where appropriate, evidence of relevant professional risk indemnity insurance;

(b) The presentation of balance-sheets or extracts from the balance-sheets, where publication of the balance-sheet is required under the law of the country in which the economic operator is established;

(c) A statement of the undertaking's overall turnover and, where appropriate, of turnover in the area covered by the contract for a maximum of the last three financial years available, depending on the date on which the undertaking was set up or the economic operator started trading, as far as the information on these turnovers is available.

Certified audit accounts in statutory form will be sought as part of the Pre-Qualification Questionnaire exercise response.

Minimum level(s) of standards possibly required: The estimated contract value is 400 000 GBP. If the estimated contract value is greater than 25% of the supplier's turnover, the Authority reserves the right to exclude the supplier from being selected to tender except where the supplier provides, to the satisfaction of the Authority, evidence showing it has sufficient economic and financial capability, eg such evidence may include:

- (1) any additional information proving it has sufficient economic and financial resources to deliver the requirement: and
- (2) state whether the supplier is willing to provide the Authority with an indemnity, guarantee or bank bond.

The supplier has to demonstrate that they are able to honour any indemnity that comes out of their work.

III.2.3. Technical and professional ability

List and brief description of conditions:

- (b) a list of the principal deliveries effected or the main services provided in the past three years, with the sums, dates and recipients, whether public or private, involved. Evidence of delivery and services provided shall be given: - where the recipient was a contracting authority, in the form of certificates issued or countersigned by the competent authority, - where the recipient was a private purchaser, by the purchaser's certification or, failing this, simply by a declaration by the economic operator
- (f) The educational and professional qualifications of the service provider or contractor and/or those of the undertaking's managerial staff and, in particular, those of the person or persons responsible for providing the services or managing the work
- (g) For public works contracts and public services contracts, and only in appropriate cases, an indication of the environmental management measures that the economic operator will be able to apply when performing the contract
- (h) A statement of the average annual manpower of the service provider or contractor and the number of managerial staff for the last three years
- (j) An indication of the proportion of the contract which the services provider intends possibly to subcontract

This will be provided as selection criteria in the Pre-Qualification Questionnaire (PQQ).

Minimum level(s) of standards possibly required:

This will be contained within the PQQ. In addition, any supplier will need to be professionals and experts in their respective fields - eg technical, commercial and environmental. The CV's of the individuals proposed by suppliers will be assessed.

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: yes

Section IV: Procedure

IV.1.

Type of procedure

IV.1.1. Type of procedure

Accelerated restricted

Justification for the choice of accelerated procedure: The Restricted procedure timescales are impracticable due to reasons of urgency.

IV.1.2. Information about the limits on the number of candidates to be invited

Envisaged minimum number 5: and Maximum number 6

Objective criteria for choosing the limited number of candidates: The selection criteria will be in accordance with the minimum standards quoted in the advert, and the criteria set down in the Pre-Qualification Questionnaire exercise.

Commercial PQQ Questions Lot 1

1 Please provide details of up to 3 contracts from either or both the public or private sector, that are relevant to the Commercial VDD requirement awarded and undertaken by you.

Contract for the supply of goods or services should have been performed during the past 3 years. Work contracts may be from the past 5 years. (The customer contact should be prepared to speak to the purchasing organisation to confirm the accuracy of the information provided below if we wish to contact them).

Contract 1 Contract 2 Contract 3

Customer Organisation (name):

Customer contact name, phone number, and e-mail;

Contract start date;

Contract completion date;

Contract value;

Brief description of contract (max 150 words) including evidence as to your technical capability in this market.

If you cannot provide at least one example, please briefly explain why (100 words max).

2 Please provide details of how your Company currently monitors and manages its internal performance in order to meet customer requirements and to ensure customer satisfaction (Max 500 words).

3 Describe where your company has successfully developed collaborative mutually beneficial relationships with clients. Please include the key factors that contributed to the success of the relationships, how you managed any issues within the relationship and the eventual outcomes. (Max 500 words).

4 Please provide evidence of your experience of relevant market analysis and competitive positioning, particularly in relation to the aviation and fuel sector. Your response should include:

a) Overview of the downstream oil & gas pipeline market in the UK;

b) Market outlook;

c) Aviation fuel demand and supply;

d) Ground fuel demand and supply;

e) Competitive landscape and supplier positioning (Max 500 words).

5 Please provide evidence of capital investment reviews in relation to growth projects. Your answer should focus on CAPEX and revenue-generating investments. (Max 500 words)

6 Please provide evidence of having reviewed business plans as well as the supporting financial analysis including risks, sensitivities and vulnerabilities and upsides as part of this review. (Max 500 words)

Technical PQQ Questions Lot 2

1 Please provide details of up to 3 contracts from either or both the public or private sector, that are relevant to the Technical VDD requirement awarded and undertaken by you. Contract

for the supply of goods or services should have been performed during the past 3 years. Work contracts may be from the past 5 years. (The customer contact should be prepared to speak to the purchasing organisation to confirm the accuracy of the information provided below if we wish to contact them).

Contract 1 Contract 2 Contract 3

Customer Organisation (name):

Customer contact name, phone number, and e-mail;

Contract start date;

Contract completion date;

Contract value.

Brief description of contract (max 150 words) including evidence as to your technical capability in this market.

If you cannot provide at least one example, please briefly explain why (100 words max).

2 Please provide details of how your Company currently monitors and manages its internal performance in order to meet customer requirements and to ensure customer satisfaction (Max 500 words)

3 Describe where your company has successfully developed collaborative mutually beneficial relationships with clients. Please include the key factors that contributed to the success of the relationships, how you managed any issues within the relationship and the eventual outcomes. (Max 500 words)

4 Please detail how you have carried out a technical performance assessment in relation to pipeline and storage assets which meets the technical VDD requirement. Your answer needs to address:

a) operation and maintenance;

b) asset condition and serviceability;

c) network development and design;

d) technical record keeping;

e) the company's capital investment programme (Max 500 words).

5 Please provide evidence where you have carried out a risk/compliance assessment to target the key technical processes and information that supported the business in this area. This should include comparison against industry norms. (Max 500 words).

6 Please detail evidence of process mapping that has supported compliance with the requirements of key oil and gas pipeline and storage (or similar) industry legislation. (Max 500 words)

Environmental PQQ Questions Lot 3

1 Please provide details of up to 3 contracts from either or both the public or private sector, that are relevant to the Environmental VDD requirement awarded and undertaken by you. Contract for the supply of goods or services should have been performed during the past 3 years. Work contracts may be from the past 5 years. (The customer contact should be prepared to speak to the purchasing organisation to confirm the accuracy of the information provided below if we wish to contact them).

Contract 1 Contract 2 Contract 3

Customer Organisation (name):

Customer contact name, phone number, and e-mail;

Contract start date;

Contract completion date;

Contract value.

Brief description of contract (max 150 words) including evidence as to your technical capability in this market.

If you cannot provide at least one example, please briefly explain why (100 words max)

2 Please provide details of how your Company currently monitors and manages its internal performance in order to meet customer requirements and to ensure customer satisfaction (Max 500 words)

3 Describe where your company has successfully developed collaborative mutually beneficial relationships with clients. Please include the key factors that contributed to the success of the relationships, how you managed any issues within the relationship and the eventual outcomes. (Max 500 words)

4 Please provide examples of how you have carried out an assessment of a business's environmental liabilities and costs of remediation. (Max 500 words)

5 Please demonstrate a knowledge of environmental regulations in relation to oil and gas pipelines and storage assets and the application to support business compliance. (Max 500 words)

6 Please demonstrate evidence of environmental work undertaken relating, but not limited to, areas such as soil and ground water quality, storage of petrochemicals, waste management, air emissions, noise and vibration and environmental permits. Please provide evidence of where you have based this work on Land Quality Assessments. (Max 500 words)

Scoring Criteria

Fail

0 – No Answer

1 – Poor

2 – Satisfactory

3 – Good

4 – Very Good

5 – Excellent

PQQ Question score pass/fail

Question 1

Question 2

Question 3

Question 4

Question 5

Question 6

Total Score for Questions 1 to 6

If a bidder receives a score of 0 or 1 for any of the above questions, this will be regarded as not having demonstrated sufficient capability to be issued with an Invitation to Tender (ITT). Please note that all marks thereafter will be tabled so that a minimum of 5 and up to 6 suppliers, in terms of the total scores, will be down selected and issued with an ITT.

IV.1.3. Information about reduction of the number of solutions or tenders during negotiation or dialogue

IV.2. Award criteria

IV.2.1. Award criteria

The most economically advantageous tender in terms of Price is not the only award criterion and all criteria are stated only in the procurement documents

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 authority

HOCS-CM8/00008

IV.3.2. Previous publication concerning this procedure

Prior information notice

Notice number in the OJ S: [2014/S 32-051780](#) of 14.2.2014

IV.3.3. Conditions for obtaining specifications and additional documents or descriptive document

Time limit for receipt of requests for documents or for accessing documents: 21.3.2014 - 12:00

Payable documents: no

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

21.3.2014 - 10:00

IV.3.5. Estimated date of dispatch of invitations to tender or to participate to selected candidates

IV.3.6. Languages in which tenders or requests to participate may be submitted

English.

IV.3.7. Minimum time frame during which the tenderer must maintain the tender

IV.3.8. Conditions for opening of tenders

Section VI: Complementary information

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

The contracting authority considers that this contract may be suitable for economic operators that are small or medium enterprises (SMEs). However, any selection of tenderers will be based solely on the criteria set out for the procurement, and the contract will be awarded on the basis of the most economically advantageous tender. Suppliers interested in working with the Ministry of Defence should register on the MOD Supplier Information Database (SID) Register, available at www.contracts.mod.uk. The MOD SID is a database of active and potential suppliers available to all MOD and UK Defence procurement personnel, and is the main supplier database of MOD Procurement organisations. Please note: the registration and publication of a company profile on the MOD SID does not mean or imply that the supplier has in any way been vetted or approved by the MOD. Suppliers wishing to compete for advertised MOD contracts must respond to any specific call for competition by submitting a separate expression of interest in accordance with the instructions of the purchasing organisation. From 2.4.2014 the Government is introducing its new Government Security Classifications Policy (GSC) to replace the current Government Protective Marking Scheme. A key aspect of this is the reduction in the number of security classifications used. All suppliers to the Department are encouraged to make themselves aware of the changes as it may impact on this Requirement. The link below to the Gov.uk website provides information on the new GSC.

<https://www.gov.uk/government/publications/government-security-classifications> The Authority reserves the right to amend any condition related to security of information to reflect any changes in national law or government policy. If any contract documents are accompanied by instructions on safeguarding classified information (e.g. a Security Aspects Letter), the Authority reserves the right to amend the terms of these instructions to reflect any changes in national law or government policy, whether in respect of the applicable protective marking scheme, specific protective markings given, the aspects to which any protective marking applies, or otherwise. Advertising Regime OJEU:- This contract opportunity is published in the Official Journal of the European Union (OJEU), the MoD Defence Contracts Bulletin and www.contracts.mod.uk Suppliers must read through this set of instructions and follow the process to respond to this opportunity. The information and/or documents for this opportunity are available on <http://www.contracts.mod.uk/delta>. You must register on this site to respond, if you are already registered you will not need to register again, simply use your existing username and password. Please note there is a password reminder link on the homepage. Suppliers must log in, go to your Response Manager and add the following Access Code: 45864T823R. Please ensure you follow any instruction provided to you here. The deadline for submitting your response(s) is 21.3.2014 10:00. Please ensure that you allow yourself plenty of time when responding to this invite prior to the closing date and time, especially if you have been asked to upload documents. If you experience any difficulties please refer to the online Frequently Asked Questions (FAQ's) or the User Guides or contact the MOD DCO Helpdesk by emailing - support@contracts.mod.uk or call +44 8452707099. Suppliers must read through this set of instructions and follow the process to respond to this opportunity. The information and/or documents for this opportunity are available on <http://www.contracts.mod.uk>. You must register on this site to respond, if you are already registered you will not need to register again, simply use your existing username and password. Please note there is a password reminder link on the homepage. Suppliers must log in, go to your Response Manager and add the following Access Code: 4FJBF9925J. Please ensure you follow any instruction provided to you here. The deadline for submitting your response(s) is detailed within this contract notice, you will also have visibility of the deadline date, once you have added the Access code via DCO as the opening and closing date is visible within the opportunity. Please ensure that you allow yourself plenty of time when responding to this opportunity prior to the closing date and time, especially if you have been asked to upload documents. If you experience any difficulties please refer to the online Frequently Asked Questions (FAQ's) or the User Guides or contact the MOD DCO Helpdesk by emailing support@contracts.mod.uk or Telephone +44 8452707099. GO Reference: GO-2014310-DCB-5516393.

VI.4. Procedures for review

VI.4.1. Review body

Official name: DE&S Commercial, DE&S

Postal address: Room 2.1.02, Level 2, Kentigern House, 65 Brown Street

Town: Glasgow

Postal code: G2 8EX

Country: United Kingdom

E-mail: descomrclcc-hocs-co4@mod.uk

Telephone: +44 1412242672

Fax: +44 1412242669

Body responsible for mediation procedures

Official name: DE&S Commercial, DE&S
Postal address: As above

VI.4.2. Review procedure

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

Official name: DE&S Commercial, DE&S
Postal address: As above

VI.5. Date of dispatch of this notice

10.3.2014