

United Kingdom-Glasgow: Railway transport services
OJ S 124/2014 02/07/2014
Contract award notice
Services

Directive 2004/18/EC

Section I: Contracting authority

I.1. Name and addresses

Official name: Transport Scotland on behalf of The Scottish Ministers

Postal address: Buchanan House, 58 Port Dundas Road

Town: Glasgow

Postal code: G4 0HF

Country: United Kingdom

Contact person: Commercial Unit

For the attention of: Alastair Richards

E-mail: transportscotlandcommercialunit@scotland.gsi.gov.uk

Internet address(es):

General address of the contracting authority: <http://transportscotland.gov.uk>

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

General public services

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

Caledonian Sleeper Rail Franchise.

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

Services

Service category No 18: Rail transport services

Main site or place of performance: Scotland.

NUTS code UKM Scotland

II.1.3. Information about a framework agreement or a dynamic purchasing system (DPS)

II.1.4. Short description of the contract or purchase(s)

Transport Scotland is implementing its procurement strategy for the replacement of the existing ScotRail Passenger Franchise. Under this notice Transport Scotland has appointed an appropriately experienced and qualified operator to run overnight rail passenger services between Scotland and London (the "Caledonian Sleeper Service"). The contract will commence in April 2015. The maximum length of the franchise will be 15 years and that there will be a mobilisation period of 9 months prior to the commencement of operations in April

2015. The Caledonian Sleeper Service currently forms part of the existing ScotRail Franchise. From the expiry of the existing ScotRail Franchise, the Caledonian Sleeper Service will be delivered under a separate Franchise Agreement by Serco Caledonian Sleepers Limited. The Caledonian Sleeper Service will involve the operation of overnight rail passenger services in both directions between London Euston and each of Edinburgh, Glasgow, Inverness, Aberdeen and Fort William. Services will also be required to call at specified intermediate stations between these terminus points within Scotland.

The current rolling stock used to deliver the existing service is in need of replacement or refurbishment involving significant modernisation to meet passenger and ministerial expectations. Transport Scotland will make a capital investment of GBP 60m to facilitate the modernisation of rolling stock. As such Serco Caledonian Sleepers Limited will be required to manage the delivery of new rolling stock to bring the service in line with passenger and ministerial expectations. This capital investment coupled with the launch of a new brand and a reinvigorated approach to marketing modernise the existing service and lead to an increase in passenger numbers and revenues. Serco Caledonian Sleepers Limited will be expected to maximise the transformation of the Caledonian Sleeper Services through the effective approach and deployment of capital funding, innovative marketing and retailing strategies. Serco Caledonian Sleepers Limited will be required to actively promote social, economic and environmental interests in the delivery of the franchise.

II.1.5. CPV code(s)

60200000 Railway transport services

II.1.6. Information about the Government Procurement Agreement (GPA)

The procurement is covered by the Government Procurement Agreement: no

II.2. Total value of the contract/lot

II.2.1. Total value of the contract/lot

Value: 462 000 000 GBP
excluding VAT

Section IV: Procedure

IV.1. Type of procedure

IV.1.1. Type of procedure

Negotiated with a call for competition

IV.2. Award criteria

IV.2.1. Award criteria

The most economically advantageous tender in terms of

1. Rolling Stock Enhancements (approach 65 %, deployment 35 %). Weighting 35
2. Station Enhancements (approach 65 %, deployment 35 %). Weighting 5
3. Passenger Experience (approach 50 %, deployment 50 %). Weighting 20
4. Mobilisation, Management and Operations (approach 50 %, deployment 50 %). Weighting 15
5. Retail, Marketing and Branding (approach 50 %, deployment 50 %). Weighting 20
6. Assessment and Refinement Plan. Weighting 5

IV.2.2. Information about electronic auction

An electronic auction has been used: no

IV.3. Administrative information

IV.3.1. File reference number attributed by the contracting authority

IV.3.2. Previous publication concerning this procedure

Prior information notice

Notice number in the OJ S: [2012/S 241-396563](#) of 14.12.2012

Contract notice

Notice number in the OJ S: [2013/S 66-110574](#) of 4.4.2013

Section V: Award of contract

V.1. Date of conclusion of the contract

27.5.2014

V.2. Information about tenders

Number of tenders received: 5

V.3. Name and address of the contractor

Official name: Serco Caledonian Sleepers Limited

Postal address: Collins House, Rutland Square

Town: Edinburgh

Postal code: EH1 2AA

Country: United Kingdom

V.4. Information on value of the contract/lot

Initial estimated total value of the contract/lot:

Value: 375 000 000 GBP

excluding VAT

Total value of the procurement:

Value: 462 000 000 GBP

excluding VAT

If annual or monthly value:

Number of months: 189

V.5. Information about subcontracting

The contract is likely to be subcontracted: no

Section VI: Complementary information

VI.1. Information about European Union funds

The procurement is related to a project and/or programme financed by European Union funds:
no

VI.2. Additional information

The Quality / Deliverability Assessment combined with the Financial Assessment formed the basis of ranking the Bidders and identifying the winning Bid. The ranking of Bidders was carried out as follows:

— A Quality score of 70/100 was set as the target quality level.

— For every Quality point that a Bid submission scores above 70 an amount of GBP 1 million was deducted from the Price of the Bid in NPV terms.

— Conversely, for every Quality point that a Bid submission scores below 70 an amount of

GBP 1 million was added to the Price of the Bid in NPV terms.

— The Final Tender with the lowest combined NPV was deemed by Transport Scotland to be the most economically advantageous tender.

— The most economically advantageous tender, submitted by Serco Caledonian Sleepers Limited, also required the lowest public subsidy over the 15 year Franchise Term.

VI.3. Procedures for review

VI.3.1. Review body

VI.3.2. Review procedure

Precise information on deadline(s) for review procedures: Transport Scotland provided for a voluntary standstill period of 10 calendar days after the contract was awarded for the unsuccessful tenderers to challenge the award decision before the contract was entered into. The unsuccessful tenderers were provided with full information on the award decision at the commencement of the voluntary standstill period. An economic operator that suffered, or risked suffering, loss or damage could bring proceedings in the Sheriff Court or the Court of Session. The standstill period has now passed.

VI.3.3. Service from which information about the review procedure may be obtained

VI.4. Date of dispatch of this notice

27.6.2014