

**United Kingdom-Birmingham: Point of sale (POS) software package**

OJ S 151/2015 07/08/2015

Contract notice

Supplies

Directive 2004/18/EC

**Section I: Contracting authority**

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**I.1. Name and addresses**

Official name: West Coast Trains Ltd

Postal address: Meridian, 85 Smallbrook Queenway

Town: Birmingham

Postal code: B5 4HA

Country: United Kingdom

Contact person: West Coast Trains Ltd

For the attention of: VT Procurement Team

E-mail: [vt.procurement@virgintrains.co.uk](mailto:vt.procurement@virgintrains.co.uk)

Telephone: +44 7920155870

**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**

Other: Transport

**I.3. Main activity**

Other: Train Operating Company

**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**

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

VT/JB/On board/station catering and retailing EPOS solution.

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

Supplies

A combination of these

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)**

Provision of a Catering and Retail Solution for West Coast Trains Limited (Virgin Trains)  
Virgin Trains needs little introduction. Since winning the West Coast Franchise in 1997, we have delivered on our original vision to 'transform rail travel' for both our customers and staff. We now want to 'create amazing' for everyone on our 56 Pendolino and 20 Super Voyager trains; in our 11 First Class lounges; at our 10 service centres; and at the 17 stations we operate and the additional 26 stations we serve.

The successful partner will provide a solution (hardware and software) for retailing meals, perishable and non-perishable consumer products on-board our trains and in our station lounges. The solution will display available products by location and entitlement; facilitate customer and staff-assisted ordering and payment; expedite order processing, preparation and fulfilment; monitor and manage stock control and replenishment; and support time-based product promotions.

The solution will interface with our Catering Operations Teams and Supply Chain Partner and will help us to better understand consumer demand, optimise supply, increase product sales, and drive down wastage.

The successful partner will assist with the branding, configuration and implementation of the solution; they will provide training materials and 'train-the-trainer'; and they will support the solution in operation. And it goes without saying that they will work with us to identify and implement improvements in all aspects of the solution and the services provided.

How to Express Interest in this Tender~:

1. Register your company on the eSourcing portal (this is only required once) — Browse to the eSourcing Portal: <https://in-tendhost.co.uk/virgintrains> and click the link to register — Enter your correct business and user details — Note: your username will be the email address you have entered — you will also shortly receive an email confirmation.
2. Express an Interest in the tender — Select 'Express Interest' within the Tender Details. On doing so, you will instantly have access to the Tender Management area for that tender. Any available documentation will be available via the various relevant tabs. You can access this area at any point by logging in, navigating to 'My Tenders' and selecting 'View Details'.
3. Responding to the tender — There will be a tab allocated to any tender stage (e.g. PQQ and /or ITT). Under the 'My Tender Return' area, you will be required to complete any mandatory questionnaires and upload any requested documentation. You will now also be able to use the 'Correspondence' function to communicate with the buyer and seek any clarification (any clarifications will be found within the 'Clarifications' tab). — Note the deadline for completion, then follow the onscreen instructions to complete and submit your response. — There may be a mixture of online & offline actions for you to perform (there is detailed online help available). You must then submit your reply using the 'Submit Response' button at the bottom of the page. If you require any further assistance please consult the online help, or contact the In-tend Support Desk (+44 844 2728810). Alerts will be sent to your request email addresses when any correspondence, alterations or clarifications are issued.

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

48110000 Point of sale (POS) software package, 79211120 Sales and purchases recording services, 72212110 Point of sale (POS) software development services

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

The procurement is covered by the Government Procurement Agreement: no

### **II.1.8. Lots**

This contract is divided into lots: no

### **II.1.9. Information about variants**

Variants will be accepted: no

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

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

### **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 1.4.2016. Completion 31.3.2017

## **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**

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

#### **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**

### **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**

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

Envisaged number of candidates: 1

**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**

REF 00000067

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

no

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

Payable documents: no

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

3.9.2015

**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**

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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**

**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**

4.8.2015