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**United Kingdom-Edinburgh: Land management services  
2020/S 120-293581**

**Prior information notice**

**This notice is for prior information only**

**Services**

**Legal Basis:**

Directive 2014/24/EU

**Section I: Contracting authority**

**I.1) Name and addresses**

Official name: Crown Estate Scotland

Postal address: 6 Bell's Brae

Town: Edinburgh

NUTS code: UKM SCOTLAND

Postal code: EH4 3BJ

Country: United Kingdom

Contact person: Maurice McTeague — Procurement Manager

E-mail: [maurice.mcteague@crownestatescotland.com](mailto:maurice.mcteague@crownestatescotland.com)

Telephone: +44 1314607657

**Internet address(es):**

Main address: <http://crownestatescotland.com/>

Address of the buyer profile: [https://www.publiccontractsscotland.gov.uk/search/Search\\_AuthProfile.aspx?ID=AA29444](https://www.publiccontractsscotland.gov.uk/search/Search_AuthProfile.aspx?ID=AA29444)

**I.2) Information about joint procurement**

**I.3) Communication**

Additional information can be obtained from the abovementioned address

**I.4) Type of the contracting authority**

Other type: Public Corporation

**I.5) Main activity**

Other activity: Property

**Section II: Object**

**II.1) Scope of the procurement**

**II.1.1) Title:**

Provision of Property Management Services

Reference number: CES\2020\06-1

**II.1.2) Main CPV code**

70332100 Land management services

**II.1.3) Type of contract**

Services

II.1.4) **Short description:**

Crown Estate Scotland operates an outsourced business model for a significant part of its property management functions across its Rural, Coastal, Urban/Built Development, Minerals and Mines Royal and some of its Marine, Energy and Infrastructure activities. Currently there a series of contracts in place with firms of Managing Agents (MA's) with specialist property management skills, capacity and experience which are due to end in March 2021. Crown Estate Scotland is looking for expressions of interest from parties capable of providing managing agent services.

II.1.5) **Estimated total value**

Value excluding VAT: 10 500 000.00 GBP

II.1.6) **Information about lots**

This contract is divided into lots: yes

The contracting authority reserves the right to award contracts combining the following lots or groups of lots:

The contracting authority will consider market input to determine appropriate lotting structure. This may include but is not restricted to the following:

- 1) whole rural and coastal service nationwide (rural, coastal, salmon fishing rights, minerals and mines royal),
- 2) full coastal service — nationwide,
- 3) full rural service nationwide (including salmon fishing rights, minerals and mines royal),
- 4) rural service — North (excluding salmon fishing rights but including minerals and mines royal),
- 5) rural service — South (excluding salmon fishing rights but including minerals and mines royal),
- 6) full minerals and mines royal service — nationwide,
- 7) full salmon fishing rights service — nationwide,
- 8) urban service.

II.2) **Description**

II.2.1) **Title:**

Provision of Property Management Services

Lot No: 1

II.2.2) **Additional CPV code(s)**

70000000 Real estate services  
70100000 Real estate services with own property  
70110000 Development services of real estate  
70111000 Development of residential real estate  
70112000 Development of non-residential real estate  
70120000 Buying and selling of real estate  
70121000 Building sale or purchase services  
70121100 Building sale services  
70121200 Building purchase services  
70122000 Land sale or purchase services  
70122100 Land sale services  
70122110 Vacant-land sale services  
70122200 Land purchase services  
70122210 Vacant-land purchase services  
70123000 Sale of real estate  
70123100 Sale of residential real estate  
70123200 Sale of non-residential estate

70130000 Letting services of own property  
70200000 Renting or leasing services of own property  
70210000 Residential property renting or leasing services  
70220000 Non-residential property renting or leasing services  
70300000 Real estate agency services on a fee or contract basis  
70310000 Building rental or sale services  
70311000 Residential building rental or sale services  
70320000 Land rental or sale services  
70321000 Land rental services  
70322000 Vacant-land rental or sale services  
70330000 Property management services of real estate on a fee or contract basis  
70331000 Residential property services  
70332000 Non-residential property services  
70332100 Land management services  
70332200 Commercial property management services  
70332300 Industrial property services  
70333000 Housing services  
77000000 Agricultural, forestry, horticultural, aquacultural and apicultural services  
77100000 Agricultural services  
77110000 Services incidental to agricultural production  
77231000 Forestry management services  
77700000 Services incidental to fishing  
14523000 Related minerals, precious metals and associated products  
14523100 Minerals

II.2.3) **Place of performance**

NUTS code: UKM SCOTLAND

Main site or place of performance:

Various sites across Scotland, please refer to the further information provided.

II.2.4) **Description of the procurement:**

Crown Estate Scotland operates an outsourced business model for a significant part of its property management functions across its rural, coastal, urban/built development, minerals and mines royal and some of its marine, energy and infrastructure activities. Currently there a series of contracts in place with firms of managing agents (MA's) with specialist property management skills, capacity and experience.

The delivery of Crown Estate Scotland's obligations in respect of property management across the property assets involves a high degree of complex operational management of lease agreements, financial management, adherence to regulatory provisions and standards, management of relationships, health and safety compliance

and delivery of various services to meet all landlord obligations and the expectations of tenants and other stakeholders.

Crown Estate Scotland is looking for expressions of interest from parties capable of providing managing agent services for our geographically wide, varied portfolio of land and properties. Innovation would be welcomed, particularly supporting the progressive nature of Crown Estate Scotland.

Current contracts expire in March 2021 and re-tendering needs to be completed and implemented prior to this date. Allowing for an appropriate transition to any new arrangements is a key consideration to ensure all property management functions and services are maintained.

It is proposed to offer 3-year term with an option to extend for a longer term (e.g. 3 + 2 + 2 years) reflecting the work involved in tendering and bidding and the upfront costs of any new contract. This would help with long term planning and resourcing.

Please respond directly to [maurice.mcteague@crownestatescotland.com](mailto:maurice.mcteague@crownestatescotland.com)

II.2.14) **Additional information**

Initial expressions of interest should be noted through this PCS Portal.

Interested providers will be invited to respond to a questionnaire included as an additional document which will be used to contribute to the development of the lot and fee structure and revised statements of requirement and the development of the contract strategy for this procurement.

II.2) **Description**

II.2.1) **Title:**

Provision of Property Management Services (Final Lots Still to be Advised)  
Lot No: 2

II.2.2) **Additional CPV code(s)**

70000000 Real estate services  
70100000 Real estate services with own property

II.2.3) **Place of performance**

NUTS code: UKM SCOTLAND  
Main site or place of performance:  
Various sites across SCOTLAND, please refer to additional information.

II.2.4) **Description of the procurement:**

See description in lot 1.

II.2.14) **Additional information**

See lot 1.

II.3) **Estimated date of publication of contract notice:**

27/07/2020

**Section IV: Procedure**

IV.1) **Description**

IV.1.8) **Information about the Government Procurement Agreement (GPA)**

The procurement is covered by the Government Procurement Agreement: yes

**Section VI: Complementary information**

VI.3) **Additional information:**

Crown Estate Scotland is tasked with managing land and property on behalf of Scottish Ministers.

Crown Estate Scotland works with tenants, partners and other stakeholders to ensure that the assets are enjoyed and developed sustainably to deliver benefits to Scotland and its communities. We return all revenue profit to Scottish Government.

Crown Estate Scotland's commercial remit allows us to take a long-term view, informing our investment strategy and interest in development. It is therefore in our interest to commission targeted research to inform and, where appropriate, facilitate future development on land under Crown Estate Scotland management.

Crown Estate Scotland, a public corporation, was established by Scottish Ministers in early 2017 to manage assets which were, until then, part of a wider UK portfolio of land and property managed by The Crown Estate. Crown Estate Scotland's role is to enhance the capital value of the property in our charge, with net revenue profits flowing to the Scottish Consolidated Fund.

Crown Estate Scotland's purpose is to invest in property, natural resources and people to generate lasting value for Scotland.

Crown Estate Scotland is responsible for a geographically wide, varied portfolio:

- 37 000 hectares of rural land with agricultural tenancies, residential and commercial properties and forestry on four rural estates (Glenlivet, Fochabers, Applegirth and Whitehill);
- salmon fishing rights on many Scottish rivers;
- just under half the foreshore, including 5 800 moorings and some ports and harbours;
- leasing of virtually all seabed out to 12 nautical miles covering some 750 fish farming sites and agreements with cables and pipeline operators;
- the rights to renewable energy and gas and carbon storage out to 200 nautical miles;
- retail and office units at 39-41 George Street Edinburgh;
- minerals and mines royal rights.

The Scottish Crown Estate Act 2019 was implemented on 1 April 2020. It sets out our statutory duty to manage the assets to support sustainable development generally, and economic development, regeneration, social and environmental wellbeing specifically.

Assets are held 'in right of The Crown' and the Monarch remains the legal owner. In 2018/19, the property assets were valued at GBP 385 800 000 value and generated c.GBP 19 000 000 of gross revenue, with GBP 11 400 000 revenue profit going to the Scottish Consolidated Fund.

The staffing complement consists of a small central team (circa 45 staff across three locations, with the majority based in Edinburgh), supported by external managing agents (mainly for the Rural and Coastal portfolios) and advisors.

Some property portfolios are managed in-house by the central team.

More information on the business and governance arrangements can be found at <http://crownestatescotland.com>

Companies with the capability and capacity to deliver managing agent services to support our portfolio should register interest.

Note: to register your interest in this notice and obtain any additional information please visit the Public Contracts Scotland website at [https://www.publiccontractsscotland.gov.uk/Search/Search\\_Switch.aspx?ID=623829](https://www.publiccontractsscotland.gov.uk/Search/Search_Switch.aspx?ID=623829)  
(SC Ref:623829)

VI.5) **Date of dispatch of this notice:**  
19/06/2020