

**United Kingdom-Glasgow: Railway transport services**  
**OJ S 237/2014 09/12/2014**  
**Contract award notice**  
**Services**

**Directive 2004/18/EC**

**Section I: Contracting authority**

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**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

For the attention of: Gary Bogan

E-mail: [transportscotlandcommercialunit@scotland.gsi.gov.uk](mailto:transportscotlandcommercialunit@scotland.gsi.gov.uk)

**Internet address(es):**

General address of the contracting authority: <http://www.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**

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**II.1. Description**

**II.1.1. Title**

ScotRail Franchise Replacement.

**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 has implemented its procurement strategy for the replacement of the existing ScotRail Passenger Franchise. Transport Scotland has appointed Abellio ScotRail Limited (an appropriately experienced and qualified operator) to operate the ScotRail Passenger Services Franchise (the "ScotRail Services").

The maximum length of the contract will be 10 years (subject to the exercise of a discretionary option to extend for up to 26 reporting periods). There will be an appropriate mobilisation period prior to the commencement of operations in April 2015. The ScotRail Services will

involve the operation of intercity services between Glasgow, Edinburgh, Inverness, Aberdeen, Perth, Dundee and Stirling together with a number of commuter, tourist and sub-urban routes. As part of the ScotRail Services Abellio ScotRail Limited will also be required to manage the delivery of the EGIP electrification programme and the procurement and delivery of the EGIP rolling stock and to actively promote social, economic and environmental interests in the delivery of the franchise.

#### **II.1.5. CPV code(s)**

60200000 Railway transport services, 60210000 Public transport services by railways, 34620000 Rolling stock, 34622200 Railway passenger coaches, 34622400 Railway carriages, 45234112 Railway depot construction work, 80530000 Vocational training 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: 7 700 000 000 GBP  
excluding VAT

## **Section IV: Procedure**

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### **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. Price. Weighting 65
2. Quality — Sustainability (20 %), Passenger Experience (40 %), Service Development (35 %), and Long Term Value/Efficiency (5 %). Weighting 35
3. Quality — sub-criteria weighting — Sustainability. Weighting 20
4. Quality — sub-criteria weighting — Passenger Experience. Weighting 40
5. Quality — sub-criteria weighting — Service Development. Weighting 35
6. Quality — sub-criteria weighting — Long Term Value/Efficiency. 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 241-396562](#) of 14.12.2012

##### **Contract notice**

Notice number in the OJ S: [2013/S 132-228852](#) of 10.7.2013

## **Section V: Award of contract**

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**V.1. Date of conclusion of the contract**

18.10.2014

**V.2. Information about tenders**

Number of tenders received: 5

**V.3. Name and address of the contractor**

Official name: Abellio ScotRail Ltd

Postal address: 10th Floor, 133 Finnieston Street

Town: Glasgow

Postal code: G3 8HB

Country: United Kingdom

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

Initial estimated total value of the contract/lot:

Value: 6 150 000 000 GBP

excluding VAT

Total value of the procurement:

Value: 7 700 000 000 GBP

excluding VAT

If annual or monthly value:

Number of months: 126

**V.5. Information about subcontracting**

The contract is likely to be subcontracted: no

**Section VI: Complementary information**

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**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 contract value of the ScotRail Passenger Services Franchise is estimated at 7.7 bn GBP. This is based on forecast total revenue to be received by Abellio ScotRail Limited over the ten year Franchise Term, in 2015/16 prices. No adjustment has been made for inflation over the contract term. The initial estimated total value set out in the Contract Notice was based on the total revenue for the previous ScotRail Franchise in 2011/12 prices and excludes the service improvements and new rolling stock which will be delivered as part of this contract.

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:

- To be considered in the Price Evaluation, Bids had to be within 175 million GBP NPV of the lowest priced compliant Bid achieving the minimum quality and deliverability criteria;
- The Bidder with the lowest NPV scored 100 %;
- 1 % was then deducted from the remaining Bidders for every 1 % their NPV was higher than the lowest NPV.
- The Price percentage scores were multiplied by 65 to give the Price Score and the weighted Quality Score was multiplied by 35 to give the overall Quality Score which were then used in the Combined Price/Quality Evaluation.

### **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 notice of intention to award the contract was announced 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**

4.12.2014