

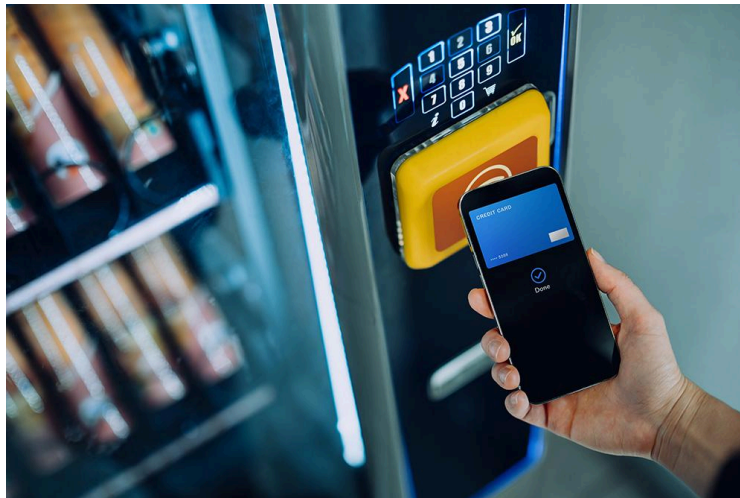


Crown  
Commercial  
Service

# Buyer Needs

## RM6350 Income Generation from Estates, Assets and IP

### Dynamic Purchasing System Agreement



## Contents

<b>1. Introduction</b>	<b>3</b>
<b>1.1 Customer Needs Statement</b>	<b>3</b>
<b>1.2 The Opportunity</b>	<b>3</b>
<b>1.3 The current situation</b>	<b>6</b>
<b>2. Specification (Schedule 2 Part A Goods and/or Services)</b>	<b>7</b>
<b>2.1 Our priorities</b>	<b>7</b>
<b>2.2 Scope</b>	<b>7</b>
<b>3. Mandatory Service Requirements:</b>	<b>8</b>

## **1. Introduction**

### **1.1 Customer Needs Statement**

Crown Commercial Service (CCS) is seeking to establish a Dynamic Purchasing Agreement (DPS) for the provision of Income Generation from Estates, Assets and IP for all UK central government departments, wider public sector organisations and charities as listed in the FTS Contract Notice for RM6350 – Income Generation from Estates, Assets and IP DPS.

This RM6350 – Income Generation from Estates, Assets and IP DPS Agreement will be managed by CCS and any contract(s) awarded under this DPS Agreement will be managed by individual Customers.

The intended duration period of the RM6350 DPS Agreement is for 4 years (2+1+1). In the event that the RM6350 DPS Agreement is terminated, CCS shall give the Supplier no less than ninety (90) days written notice. CCS acknowledges that the RM6350 DPS Agreement will not be terminated within the initial first two (2) months from the commencement date.

CCS may extend the duration of this RM6350 DPS Agreement for any period or periods up to a maximum of two (2) years (2+1+1) in total from the expiry of the Initial RM6350 DPS Agreement period by giving the Supplier no less than ninety (90) days written notice.

Customers may enter into a contract with you for a period of their determining which may exceed the duration of the RM6350 DPS Agreement.

The flexibility of the contracting period allows the customer to determine appropriate contracting timelines required in order that the supplier can meet the needs of the customer for large and complex projects.

## **1.2 The Opportunity**

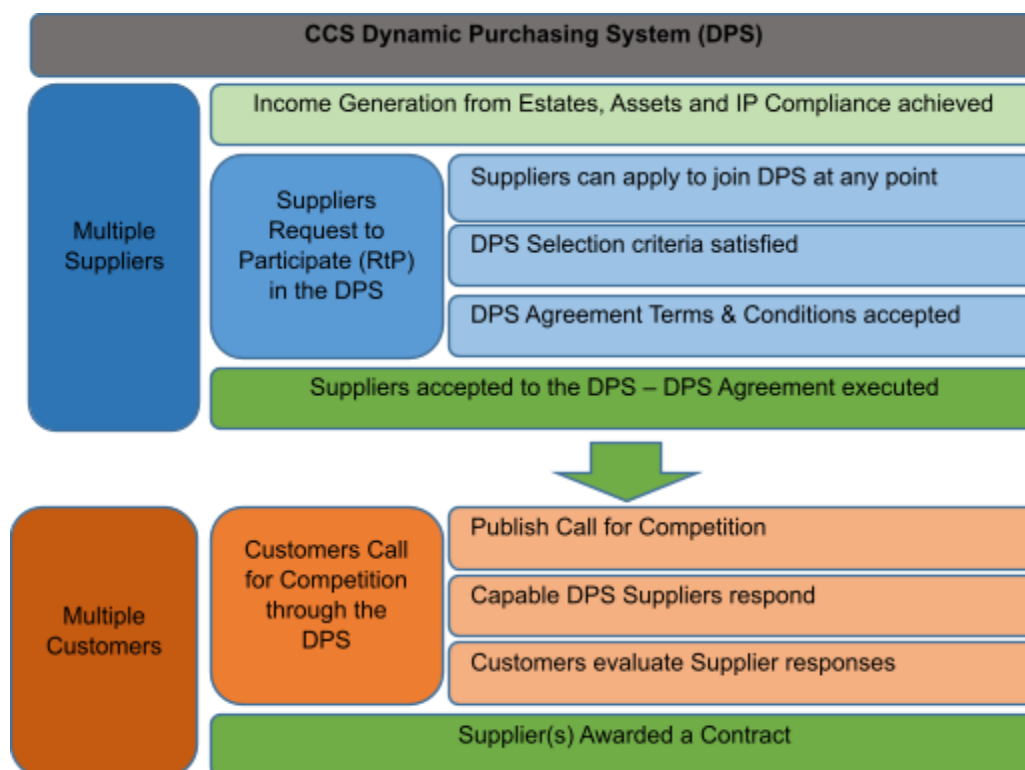
The RM6350 – Income Generation from Estates, Assets and IP DPS Agreement will provide central government and wider public sector departments with the opportunity to procure an extensive range of income generating services for the public sector via a comprehensive number of suppliers.

Upon application to join the RM6350 DPS Agreement, bidders are required to indicate which categories and services they are able to bid for. It is therefore essential that bidders select the exact elements relevant to their service offering in order to be invited to the relevant competitions.

Customers will use the product and service element filters as detailed in Attachment 1 – RM6350 – Income Generation from Estates, Assets and IP Product and Services Matrix, to short list appointed suppliers offering their service requirements and invite to competition.

### **What is a Dynamic Purchasing System (DPS)?**

A DPS is a public sector sourcing tool for common goods and services under regulation 34 (Dynamic Purchasing Systems) of the [PCR 2015](#). Bidders can apply to join at any point and don't require any special IT equipment as a DPS eliminates unnecessary activity for the bidder, up front.



### How will the services within the DPS for RM6350 – Income Generation from Estates, Assets and IP – be organised?

The RM6350 DPS will be organised into distinct categories so:

- Bidders can indicate all elements relevant to their service offering, and
- Customers can filter the elements to produce a shortlist of appointed suppliers to invite to a competition.

The three (3) distinct categories comprise of:

- Self Service Vending and Automated Retail – including traditional and non-traditional vending , pop-up/retail automated vending, Photobooths, ATMs, storage lockers and reverse vending solutions.
- Commercial Out of Home Advertising - Including internal and external large and small formats, experiential, sponsorship and brand licensing , ie advertising billboards
- Staffed Retail Services – including short term retail pop up services and staffed mobile and device charging service

Full details of the three (3) distinct categories and the sub-categories can be found at Attachment 1 – RM6350 – Income Generation from Estates, Assets and IP Product and Services Matrix.

### **Who are the Customers of the RM6350 – Income Generation from Estates, Assets and IP DPS Agreement?**

The RM6350 – Income Generation from Estates, Assets and IP DPS Agreement will be used by Central Government Departments, their agencies, (including publicly owned transport organisations), Non Departmental Public Bodies, and all other UK Public Sector bodies, including local authorities, health, education providers, airports, devolved administrations and charities. Including, but not limited to;

Central Government:

- Environment
- Defence
- Other Central Government

Wider Public Sector:

- Education
- Fire and Rescue
- Health
- Local Government
- Not for Profit (Charitable)
- Police
- Housing Association

Other Wider Public Sector

## **What are the benefits of the RM6350 – Income Generation from Estates, Assets and IP DPS Agreement?**

- Simpler, quicker process – accessible for both SMEs and other suppliers seeking opportunities to provide services to the public sector.
- Automated, electronic process – streamlined electronic process.
- Flexible - new bidders can apply to join at any point.
- Choice - increased scope/scale of service offerings and access to public sector business.
- Filtering of supplier offering - ensures suppliers receive notifications of competitions that are relevant to their service offering.
- Dynamic – Customers can create bespoke specifications, competitions and contracts.
- Supports localism and Social Value - enabling appointed suppliers to bid for business either locally, regionally or nationally.
- Savings – drives savings through the ‘Call for Competition’ procedure.
- Efficiencies – reduces Customers costs and process cycle time

## **What is the estimated value of the RM6350 – Income Generation from Estates, Assets and IP DPS Agreement?**

The estimated value is £700m over four years This will comprise multiple contracts with multiple suppliers, however there is no guarantee of work or spend under this RM6350 DPS Agreement.

### **1.3 The current situation**

This RM6350 – Income Generation from Estates, Assets and IP DPS Agreement is a new offering from CCS. It will be accompanied by a framework for Income Generation from Estates & Assets (RM6349) covering commercial out of home advertising and end to end car park management.

## **2. Specification (Schedule 2 Part A Goods and/or Services)**

The main Service requirements governing the RM6350 – Agreement can be found in DPS Schedule 1- Specification.

### **2.1 Our priorities**

Crown Commercial Service (CCS) key priorities are to help customers to generate income from their estates, assets and IP, improving the efficiency of the procurement process to appoint a supplier and maximising value.

## **2.2 Scope**

The Supplier shall provide products and services as detailed in the Product and Services Matrix of DPS Schedule 2 (Key Performance Indicators and Services) of RM6350 DPS Agreement.

The core requirement of RM6350 – Income Generation from Estates, Assets and IP shall include but not be limited to:

Filters three (3) distinct categories:

- Self Service Vending and Automated Retail – including traditional and non-traditional vending , pop-up/retail automated vending, Photobooths, ATMs, storage lockers and reverse vending solutions.
- Commercial Out of Home Advertising - Including internal and external large and small formats, experiential, sponsorship and brand licensing , ie advertising billboards
- Staffed Retail Services – including short term retail pop up services and staffed mobile and device charging service

Other key elements:

- Services provided across the UK at local, regional and/or national levels.

## **3. Mandatory Service Requirements:**

The main Service requirements governing the RM6350 – Income Generation from Estates Assets and IP can be found in DPS Schedule 1- Specification.

## ANNEX A – Glossary

Term	Definition