

Expression of Interest for TfL 93815 – Modular Retail Pods

Transport for London would like to invite you to express an interest in the above-referenced opportunity. The principal objective of the Modular Retail Pods project is to deliver a cost effective, flexible and quickly deployable solution for retail partners on TfL premises.

Background:

TfL Commercial Development was created in 2012 to provide a dedicated business unit for the generation of non-fares revenue. We are at the heart of solving some of the city's biggest challenges – housing pressures, TfL's financial challenge and the need to keep London moving, working and growing. We have the ambitious target of generating £1.9bn in non-fares income between 2017/18 and 2021/22 to reinvest in London's transport network, which we will achieve using our transport assets and land – we are one of London's largest land owners with an estate of over 5,700 acres. Working with the Mayor of London, we will use our assets to create homes, jobs and growth across the Capital.

Our Portfolio

Our 2,500-property commercial estate currently includes:

- ❖ 1,000 retail units (both on- and off-station) including shops, cafes, pubs, restaurants and night clubs
- ❖ 150 above-station blocks with a mixture of residential and retail
- ❖ 800 railway arches hosting a mixture of local businesses and industrial units through to high-end boutiques and restaurants
- ❖ A number of commercial office buildings, hotels, and unusual assets including sporting grounds and deep shelters (e.g. Clapham Common).

Modular Retail Pods Project

In line with the Commercial Development objectives listed above, and the forthcoming opening of the Elizabeth Line (Crossrail), an opportunity has been identified to site a number of modular retail pods on various TfL and Crossrail premises and stations. These will not only allow us to provide exciting new retail opportunities for our customers, but also generate enhanced revenue to support investment in London's transport network. We anticipate these pods will mainly be occupied by A1, A3 and A5 tenants such as coffee bars, sandwich / snack retailers, confectionary outlets, newsagents and card retailers. TfL will be providing a steel / glass envelope with appropriate incoming services for tenants to fit out to suit their requirements. Tenant fit out will include the necessary fabric to support their business, but also services which could potentially include three phase power, HVAC and plumbing / drainage.

The Opportunity

TfL has procured a concept design for the pods which is detailed within this enquiry. We are seeking a supply chain to develop this design and then manufacture and install the units. There will also be an ongoing requirement for the provision of spare parts in the event of accidents, vandalism or other damage.

Units are of steel and glass construction and are modular to allow various dimensional options as well as facilitating rapid installation and the possibility of straightforward location moves.

The successful tender(s) will initially receive an order for design development plus the production and installation of one prototype. Further order(s) for volume production will then follow at TfL's discretion once the process of developing suitable sites has been completed. It is not currently possible to quantify the likely total production quantity; however for information only TfL currently estimate approximately 35. It is therefore TfL's intention to request commercial proposals based on the following quantity bands:

- 1-20
- 21-40
- 41-60
- 61+.

Due to the varying nature of TfL premises, there is the potential for two different sets of fire regulations to apply. Consequently, at tender stage we will be seeking proposals for a "standard" unit and a second version with different grade materials with higher fire resistance. Final requirements will be communicated at a subsequent stage in the process.

Installation will be carried out by the successful tenderer(s). Our expectation is that most site work will need to take place during "Engineering Hours," whilst train services are not running. All installations will be to premises served by TfL transport services. Please note that some of these locations are sited outside of Greater London; for example the Elizabeth Line will have stations in Essex and Berkshire. Installation work will generally be phased; however it is important to note that a small window (four to eight weeks) exists to install the pods at Elizabeth Line stations in the summer of 2018. Tenderers would need to ensure that they are able to resource this requirement.

Project timeframe

We anticipate the following timescales for this contract:

Sept – Oct 2017	Market engagement
Oct 2017	ITT issued with approximate one month tender period
Nov – Dec 2017	Supply chain partners appointed and design development commences
Early 2018	Installation commences on site

Expression of Interest

Can we ask that you complete and return the accompanying short questionnaire indicating whether or not you would be interested in bidding for this opportunity?