

# Section I: Contracting authority

## I.1) Name and addresses

The Minister for the Cabinet Office acting through Crown Commercial Service  
9th Floor, The Capital, Old Hall Street  
Liverpool  
L3 9PP

### Telephone

+44 345 010 3503

### Email

[info@crowncommercial.gov.uk](mailto:info@crowncommercial.gov.uk)

### Country

United Kingdom

### NUTS code

UK - United Kingdom

### Internet address(es)

#### *Main address*

<https://www.gov.uk/ccs>

#### *Buyer's address*

<https://www.crowncommercial.gov.uk>

## I.1.2) Information about joint procurement

The contract is to be awarded by a central purchasing body

## I.1.3) Communication

Additional information can be obtained from the above-mentioned address

#### **I.1.4) Type of the contracting authority**

Ministry or any other national or federal authority, including their regional or local sub

#### **I.1.5) Main activity**

Public procurement

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## **Section II: Object**

### **II.2.1) Scope of the procurement**

#### **II.2.1) Title**

##### **Revenue Generation Solutions including:**

- Self service – Vending, ATMs, Automated Retail, Photobooth Services
- Pop Up Retail
- Sponsorship
- Brand Licensing

Agreement reference number: RM6350

#### **II.2.2) Main CPV code**

##### **Self Service**

- 42933000 - Vending machines
- 30123200 - Automatic cash dispensers
- 55000000 - Hotel, restaurant and retail trade services
- 31440000 – Batteries

##### **Sponsorship & 3<sup>rd</sup> Party Licensing Services**

- 79000000 - Business services: law, marketing, consulting, recruitment, printing and security
- 79340000 - Advertising and marketing services

### **II.2.3) Type of contract**

Services

### **II.2.4) Short description**

Crown Commercial Service as the authority intends to put in place a new pan-government collaborative agreement for the provision of revenue generation solutions.

This solution is intended for use 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, devolved administrations and charities.

This agreement will be a Dynamic Purchasing Solution or similar enabling government and public sector bodies to run mini competitions to establish concession or management agreements with suppliers to manage, promote and operate a range of activity.

Services will include but are not limited to:

- Vending Machines – Traditional and Non-Traditional
- ATMs – Automated Cash Machines
- Photoboosts
- Reverse Vending Machines
- Portable Power
- Sponsorship
- 3<sup>rd</sup> Party Licensing

CCS is also intending to create a framework agreement for wider revenue generation services including:

- Commercial out of home advertising
- Car parking management

There will be separate PIN and Contract Notice for the framework agreement (RM6349), but at this stage we will be covering the services to be provided through both agreements in our market and customer engagement programme.

#### **II.2.5) Estimated total value**

We expect the total value of the DPS agreement to be in excess of £50m. We are undertaking an extensive market engagement programme and are also working collaboratively with customers across central government, their agencies, (including transport providers), health, local authorities, education and devolved administrations. This engagement will inform the development of the agreement and the estimated total value.

#### **II.2.6) Information about lots**

This contract is divided into lots: No

### **III.3) Description**

#### **III.3.1) Title**

Self Service and automated vending, general concessions, sponsorship and 3rd party licensing.

#### **III.3.2) Additional CPV code(s)**

- 42933000 - Vending machines
- 30123200 - Automatic cash dispensers
- 55000000 - Hotel, restaurant and retail trade services
- 31440000 – Batteries

#### **III.3.3) Place of performance**

##### ***NUTS codes***

UK - United Kingdom

##### ***Main site or place of performance***

#### **III.3.4) Description of the procurement**

Automated self-service covers a wide range of commercial revenue generating categories. Automated self service provides both customer experience improvements as well as additional revenue generating opportunities. The self-service areas will include but are not limited to vending both traditional and non-traditional, ATMs, photobooth services, automated food retailing, portable power backs and reverse vending machines.

Sponsorship – we are seeking agencies to support with the valuation and viability of existing projects within a customer portfolio but also to assist with the identification of opportunities not currently scoped for commercial sponsorship. The agencies should be able to help customers respond to demands from the market regarding the types of projects brands are looking to invest in.

3rd Party Licensing – seeking suppliers to manage and develop 3rd party licensing opportunities and wider brand licensing programmes for customers.

Agencies will be expected to manage and develop customers Brand Licensing programme - which is the commercialisation of the customer brand and its Intellectual Property (IP) across varied ranges of consumer products in the UK and potentially Internationally

We are seeking to identify and engage with suppliers across the various markets to support in delivering a new dynamic purchasing solution

### **III.3.5) Additional information**

The date relating to the publication of the future frameworks or DPS is tentative and may be subject to change. All future tender documentation will be made available via <https://www.crowncommercial.gov.uk> and potential tenderers should register on this website to ensure they have access to the tender documentation when the tender is published. Please note any estimated framework values contained within this PIN notice are subject to change and will be published in the future contract notice. The estimated range value for this Framework is £50m. Please note, there is no guarantee of the volume required during the framework or to the exact value of orders over the Framework Period.

### **III.3.6) Estimated date of publication of contract notice**

August 2024

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## **Section VI. Procedure**

### **VI.6.1) Description**

## **VI.6.2) Information about the Government Procurement Agreement (GPA)**

The procurement is covered by the Government Procurement Agreement: Yes

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## **Section VI. Complementary information**

### **VI.6.2) Additional information**

This Prior Information Notice is to make the market aware of our plans to develop commercial agreements for revenue generation solutions and to signal our intention to commence market engagement with the commercial out of home advertising and car parking services markets.

Crown Commercial Service (CCS) will be undertaking market engagement between July and December 2023 with industry experts and suppliers who may be interested in bidding for the resulting pan-government agreements.

We are running two market engagement events on the following dates:

Monday 31 July 2023 2.30-4.30 pm  
Monday 7 August 2023 2.30-4.30 pm

We have yet to confirm the venue for these events but they will take place in London. We would like to meet face to face, but you can ask for a virtual option if needed.

We are working collaboratively with major public transport providers and other key customers from across the public sector who will join us at the above events. We are seeking interest from organisations who are capable of providing services in these markets.

To register your interest please email [marcommsandresearch@crownccommercial.gov.uk](mailto:marcommsandresearch@crownccommercial.gov.uk) stating 'Revenue Generation Solutions RM6349 & RM6350 - Market Engagement' in the subject line and provide your contact details, organisation name, job title, organisation website link and the preferred date for the market engagement session.

CCS will publish notices relating to this procurement on the UK [Find a Tender Service](#) (FTS). You are advised to register and monitor on FTS for the notification of the release of the ITT documents for this procurement.

We will also publish information and updates on the CCS website at <https://www.crownccommercial.gov.uk/agreements/upcoming>

Please note any estimated values contained within this PIN notice are subject to change and will be published in the future contract notice.

This PIN is for information only.