

**Market Testing Document**

**TITLE:** Inter-Campus Bus Service for Falmouth Exeter Plus

**PROCUREMENT REF:** 1356FXPLUS

**RETURN DATE:** Friday 01st March 2019 at 5.00pm (UK Time)

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| **Version Control** | |
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| Post: Director of Campus Residencies and Facilities | Post: Head of Procurement |
| Version: REV01 | 01.02.2019 |

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7. **Background:**

Falmouth Exeter Plus is the service delivery partner of Falmouth University (Falmouth) and the University of Exeter (UoE). We deliver shared Higher Education services and facilities for UoE and Falmouth in Cornwall. Our purpose is to help Falmouth and UoE achieve their global ambitions and support them in providing their students with a life-changing university experience. Our name reflects the strong link to our university partners. It also signifies the added value that we bring through the development and delivery of shared facilities and services for students and staff.

1. **Purpose of Market Testing Document:**

Falmouth Exeter Plus’s existing contract for the provision of an inter-campus bus service for the transportation of students and staff between the two campuses at Penryn and Falmouth comes to an end on the 08/09/19. As a result the University will be initiating a market testing exercise to establish if there is a feasible cost effective proposal for potential partners to provide this service. FX Plus will be looking for an operator/ collaborative partnership who can best demonstrate commitment to providing a reliable, commercial, cost effective service and present a friendly, helpful attitude towards the passengers.

1. **Project Expectations:**

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| Parties wishing to take part in this Market Testing exercise are asked to submit an initial 2-3 page document that provides the following: -   * A brief description of your organisation and background. * Summary of proposed pricing / costs * Summary of how you would deliver this service. * Summary of proposed pricing / costs (based on the below information) * Summary of current clients * How you have helped organisations to reduce costs and develop innovation * Any other information you feel would be of interest to the University |

# Background Information

**Fares and Subsidy:**

We currently operate a fare of £1.00 (of which FX Plus currently subsidises approximately 0.30p) for students for single journeys between Falmouth (Campus or Centre) and Penryn Campus, including intermediate journeys between these points seven days a week.

# Below is a list of current services and routes for the inter campus service:

* 1. U1/U2 - Falmouth and Penryn Campus service every 10 minutes, (30 minutes in ‘shoulder’ periods).

**Falmouth Moor to Penryn Campus;**

* 1. U1 Tuesdays-Fridays 0105-0145-0225-0305 (**plus an additional service on 0345 Thursday night only)**
  2. Saturdays all of the above.

**Penryn Campus to Falmouth Moor;**

1. U1 Tuesdays-Fridays 0043-0123-0243 (**plus an additional service on 0323 Thursday night only)**
2. Saturdays all of the above
   1. ‘U3’ Falmouth Wood lane (TR11 4RH) to Penryn Campus (TR10 9FE) express service:

**Hours of operation**:

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| During the undergraduate academic year  (approx. 31 weeks) | Weekdays 06.00-00.20 | Saturdays and Sundays  08.00-21.30 |
| Requirement for remainder of the year  (approx. 20 weeks) | Weekdays 07.30- 18.30 | Limited weekend service required |

* 1. U4 – Penryn to Penzance (Via Helston / Porthleven).
     1. Weekdays & Saturday – 06.40am- 23.02pm

1. **Circular Route**

An outline of the circular route is listed below:-

* Penryn Campus
* Penryn Town
* Penryn Bridge
* Falmouth Dracaena Crossroads
* Falmouth Campus (Woodlane)
* Falmouth Earle’s Retreat
* Falmouth The Moor
* Falmouth Killigrew Street
* Falmouth Campus (Woodlane)
* Falmouth Dracaena Crossroads
* Penryn Harbour Office
* Penryn The Sidings
* Penryn Campus (Tremough)

**Times of operation**

* Seven days a week during the undergraduate academic year, starting at approximately 07:30 and running until approximately 21:30 on weekdays (and from 08:00 to 21:30 at weekends**.)**
* The frequency needs to allow for the transport of approximately 300 passengers per hour during the undergraduate academic year on weekdays from 07:30 to 10:00 and 15:00 to 17:30, with a capacity for approximately 200 passengers per hour throughout the remainder of the day.
* During weekends and outside of the undergraduate academic year, capacity will be reduced to approximately 50 passengers per hour.

**Dates of the undergraduate academic year 2018/19**

For a **provisional indication** of the required operational schedule, the term dates for the 2018/19 academic year are shown below. The exact schedule may vary each year and will be agreed with the successful Tenderer.

* **Autumn Term: 17th September 2018 - 10th December 2018**
* **Spring Term: 28th January 2019 – 08th April 2019**
* **Summer Term: 03rd June 2019 – 19th August 2019**

Daily rates are in the region of 2,100 passengers per weekday during the undergraduate academic year.

The service will require drivers to handle cash in the form of fare payments from passengers. Depending on the Contract awarded, fares collected may be credited directly to FX Plus.

We require branding of all vehicles used throughout this Contract with designed artwork on side and rear panels. The initial cost of supplying the branding will be covered by FX Plus, but maintenance and repair of the branding will be at the operator’s expense. The exact design will be agreed with the successful Tenderer. Vehicles will also be required to display a service number and / or a destination point for each vehicle which will be clearly visible during hours of darkness.

The service will require a contactless /cashless payment option and full Wi-Fi technology. The service should also offer a downloadable app/ options (Apple and Android) for enquiries and bookings.

1. **Future aspirations**

* Additional bus services to Camborne and Newquay (via airport)
* Additional bus service to Treliske Hospital
* Subsidised routes for staff and students to Truro, Helston, Camborne/Redruth, Newquay

1. **Anticipated Time Scales**

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| Issue Market Testing Document | **Friday 08th Feb 2019** |
| Deadline for Clarifications | **Friday 22nd Feb 2019** |
| Deadline for Submission of Market Testing Documents | **Friday 01st March 2019 at 5.00pm.** |

1. **Correspondence**

All market testing/tender activity between the University and suppliers/bidders will be conducted via our e-mail address – [Procurement@fxplus.ac.uk](mailto:Procurement@fxplus.ac.uk)

All clarifications and completed submissions must be received by the requested deadlines.