



INVITATION TO TENDER:

Professional Services Team to support RIBA Stages 3 and 4 for key development opportunities at Goonhilly Earth Station.

OUR AIM:

To take forward phases 1 and 2 developments (to RIBA Stage 4) of key buildings within the Goonhilly Earth Station Masterplan 2019.

CONTEXT:

The Goonhilly Earth Station (GES) site is 164 acres of land and assets, designated as an Enterprise Zone and a strategically important telecommunications location for both Cornwall and the UK. The site has a dual and diverse connectivity combined with satellite communications and sub-sea cables making it one of the most connected business parks in the world. With access to space communications, data storage and processing facilities, well-equipped labs, ample office and workshop space, and zero business rates, the Goonhilly Enterprise Zone offers a fantastic opportunity for business development.

GES is a place of significant heritage interest in the history of the space and satellite industry. 'Goonhilly' is one of the most recognised names in the space and satellite communications industry. It's famous throughout the world for being one of three earth stations involved in the first trans-Atlantic TV transmission (via Telstar) in 1962. It was present at the birth of Intelsat, Eutelsat and Inmarsat as well as the birth of the Internet as networks on the East and West coasts of USA were linked to Europe.

Goonhilly beamed the Moon Landings to millions of viewers in 1969, Live-Aid in 1985, it took part in almost every major satellite communication development becoming the UK's main route for international telephone calls via satellite, and it was the largest ground station for the INMARSAT network. As well as these astonishing firsts, Goonhilly was one of the main drivers of the new commercial economy of space communications opening up a gateway between the new satellite operators and the international telephone, TV and data networks.

Goonhilly is synonymous with innovative British engineering and technological skills and for being at the heart of the satellite communications industry. Now, under the private ownership of Goonhilly Earth Station Ltd (GES Ltd), it continues to expand its commercial satellite communication service portfolio and is leading the way on private sector deep space communications.

Since 2016 Goonhilly Earth Station has won the backing of the UK Government with the status of an Enterprise Zone (EZ) which brings significant additional capital investment and offers benefits to incoming customers.

Businesses that locate on the EZ can access:

- Up to 100% business rate discount worth up to £275,000 per business over a 5-year period
- Simplified local authority planning within specified areas.
- Government support to ensure that superfast broadband is rolled out throughout the zone, and, if necessary, public funding
- 100% enhanced capital allowances (tax relief) to businesses making large investments in plant and machinery on 8 Zones in Assisted Areas (including GES).

GES Ltd is winning new commercial business and providing services to all of the major satellite operators as well as providing a diverse portfolio of space communication and data related services to a broad customer base.

Following the successful completion of the **Goonhilly Earth Station Masterplan** (part-funded through EZ Growth Fund and GES Ltd) we are now ready to progress with the development work required to take forward phases 1 and 2 of the Masterplan. This project forms an important step towards development at the GES site as part of the EZ Programme (and Cornwall Space Sector ambition).

THE COMMISSION:

GES Ltd. are seeking to work with a professional services team, **under one identified lead contractor**, to support specific opportunities identified through the 2019 Goonhilly Masterplan through to RIBA Stage 4.

We have identified 2 key developments on site we are now in a position to move to the next stage:

- 1) An advanced manufacturing hub, laboratories and linked specialist workspace: **The Receiver Factory and workSpace.**

The Receiver Factory and workSpace	Gross floorspace (Approx.)
<i>Advanced manufacturing facility</i>	1,445m ²
<i>Workspace/laboratory space</i>	1,368m ²

NB: This also includes the identification of receiver dish expansion zones on-site for planning approval.

- 2) A new science based research/learning centre and **visitor space** as a first development on 'Arthur's Yard' – taking forward a new vision for the 'outside the wire' area of the GES site. This is a refurbishment and extension of an existing building.

'Outside the fence' development	Gross floorspace (Approx.)
<i>Refurbish visitor's space</i>	1,780m ²

Various funding applications are currently pending for the capital investment required for these developments. To minimise risk and to accelerate delivery we are seeking a professional services team to commence the development work required to achieve RIBA stages 3 and 4.

We are open to solutions from bidders on how best to achieve these developments within the rapid timescales outlined (due to external investment opportunities).

This ITT supports activity across both developments (Receiver Factory and Visitor Space) to develop the schemes from the concept designs produced to date (masterplan), through survey, submission of a detailed planning application for the buildings, to preparation for construction and building approvals:

- **RIBA Stage 3:** Developed design for both Receiver Factory and Visitor Space. This would conclude with a detailed planning submission for 3 buildings:
 - Advanced Manufacturing Hub
 - *workSpace* (bespoke workspace and laboratories)
 - Visitor Space
 - And, receiver dish expansion zones on-site.
- **Preparation of documentation for planning submission:** It is anticipated that submission would take place in July or August (at the latest) 2019.
- **RIBA Stage 4:** Preparation of a fully co-ordinated set of working drawings to allow construction tenders to be sought (for building construction only). It would also involve drawings and specifications for building regulation approvals.

DETAILED REQUIREMENTS:

We would like a consortium approach to deliver against a single contract under one lead contractor.

Key requirements (subject to finalisation in discussion with the successful bidder):

1) RIBA Stage 3:

- a. Develop existing RIBA Stage 2 schemes from the concept designs produced as part of the masterplan, in enough detail to ensure that they will perform well structurally, environmentally and are affordable.
- b. Support the client with all aspects of this development stage and advise on specialist external support if required.
- c. This stage will conclude with the submission of a detailed planning application for the 3 buildings and receiver dish expansion zone(s) by early **AUGUST 2019**.

2) RIBA Stage 4:

- a. This stage involves preparing a fully co-ordinated set of working drawings to allow construction tenders to be sought. It will also involve submitting drawings and specifications for Building Regulations approval.
- b. Dialogue with the Local Authority planning authority will continue throughout this workstage.
- c. This stage would be anticipated to conclude by **September/October 2019** (depending on planning approval). Construction could start by **Q1 2020** if funding is successful.

TIMEFRAME

Milestones	
Commence procurement	07/06/2019
Clarification questions submitted	14/06/2019
Tenders returned by	21/06/2019 (12 noon)
Confirm contract winner	25/06/2019
Commence contract (inception meeting)	27/06/2019
RIBA Stage 3 complete	16/08/2019
RIBA Stage 4 complete	31/10/2019
End date (in case of slippage)	31/12/2019

*****Completed proposals to be returned by 12 noon 21st June 2019*****

GOVERNANCE/REQUIREMENTS

GES Ltd contract terms will apply to the contract. These terms are attached at **Annex 1**.

Tenders will be assessed using the following weightings/scores:

Question	Weighting
Understanding of requirements	20
Experience of similar work and credibility with stakeholders	20
Proposed approach to this work	20
Proposed team	20
Pricing (total cost comparison)	20

Score	
0	No response or extremely limited response. Response inconsistent and/or unworkable and/or does not address GES requirements. Shows extremely limited understanding of, and/or extremely inappropriate approach to, the matter in question.
1	Response is limited and is lacking in relation to a significant proportion of material elements, is unworkable and/or inconsistent and only partially meets GES requirements. Shows limited understanding of, and/or inappropriate approach to, the matter in question.
2	Response broadly responds to GES requirements at a reasonable standard. Shows reasonable understanding of, and/or acceptable approach to, the matter in question.
3	Response meets GES requirements at a high standard and exceeds them in one or two respects. Shows very sound understanding of, and appropriate approach to, the matter in question.
4	Response meets GES requirements at a very high standard and exceeds them in a number of respects. Shows extremely sound understanding of, and highly appropriate approach to, the matter in question.
5	Exemplary response: exceeds an expectation in all respects, and Bidder could not be expected to answer question more comprehensively or appropriately.

Each tender will be scored in accordance with the scoring criteria stated above. Clarifications may be sought in writing from the suppliers and scores adjusted accordingly. Full or partial proposals that in the opinion of GES Ltd are unrealistically low or not sustainable (in terms of quality or price) may be rejected. The weighted scores will be added together to arrive at the total score.

Following the award of the contract, a project lead will be assigned by GES Ltd to be the point of contact for the work.

The successful lead contractor will be expected to meet with GES Ltd. on inception and at agreed milestones during each Stage. These meetings will take place at Goonhilly Earth Station, Cornwall.

BUDGET

The anticipated budget available for the delivery of this brief is circa. £170,000, exclusive of VAT.

We require an overall cost of anticipated works.

GES Ltd reserves the right to cancel the tender process. No work is guaranteed to be awarded under the tender process and GES Ltd is not responsible for any costs incurred as part of the bidding process.

GES Ltd reserves the right to terminate the contract before all stages are completed.

SUBMISSION OF TENDER

Completed proposals to be returned by 12 noon 21st June 2019 to info@goonhilly.org. Clarification questions can be sent to the same email address.

ATTACHMENTS:

NONE