



# Traffic Management Technology 2

Customer guidance notes RM1089

Agreement start date: 31 October 2016  
Agreement expiry date: 31 October 2020  
OJEU contract notice

4576-16 (May 19)



Crown  
Commercial  
Service

# Traffic Management Technology 2 (TMT2) Commercial Agreement Offer

**TMT2 offers a wide range of transport management technologies and services. It includes roadside infrastructure and back-office systems, such as asset management, intelligent transport systems and database systems. This agreement extends to include professional services related to transport technology, and a long list of transport technology products.**

## **Who can use this Commercial Agreement**

Central government is mandated to use this commercial agreement. UK public sector can also use this agreement to buy goods and services.

## **Benefits of using the framework**

- A range of suppliers that meet all your technology requirement for transport management
- Opportunity to consult with suppliers before issuing a further competition
- Access to suppliers that have been quality assured
- Flexible and straight forward ways to buy
- Wide range of products
- Use of NEC3 contracts at call-off
- SME friendly

## **Agreement duration and value**

- This framework agreement will cover the period from 31 October 2016 to 31 October 2020
- There is no maximum call-off contract term
- Total spend through the lifetime of this framework of up to £750m

# How the framework is structured

You can choose from 15 service options (known as 'lots'). They all include:

the supply of any related products and services

- part or complete end to end solutions for products and services
- maintenance and repair
- transfer of responsibility of any existing products and services

Below a description of the goods and services included in each of the lots without limitation

## **Lot 1 Traffic Signal Junctions, Controlled Pedestrian Crossings and Ramp Metering**

Without limitation, goods and services relating to this lot includes traffic head signals, traffic signal controllers, ramp metering equipment, ramp metering controllers, pedestrian signal heads, pedestrian signal controllers, push button units, traffic detection systems, Outstation Transmission Units (OTU) and Outstation Monitoring Units (OMU).

## **Lot 2 Traffic Monitoring and Traffic Enforcement Cameras**

Without limitation, goods and services relating to this lot includes Automatic Number Plate Recognition (ANPR), safety cameras, CCTV, Automatic Traffic Counters (ATC), Selective Vehicle Detection (SVD) systems, type approved enforcement technology to identify traffic offences, motorway incident and traffic detection systems, commercial vehicle operations compliance systems and equipment, height and weight compliance systems and equipment, road charging and toll systems and associated real time data services.

## **Lot 3 Geographic Information Systems (GIS) Data Systems**

Without limitation, goods and services relating to this lot can include GIS based traffic, incident, environmental, and planning management systems, SMART technologies and telematics.

## **Lot 4 Variable Message Signs**

Without limitation, goods and services relating to this lot can include Urban Variable Messaging Signs, Motorway Variable Messaging Signs, vehicle activated signs, temporary traffic management signs and VMS control systems.

## **Lot 5 Parking and Access Control Systems**

Without limitation, goods and services relating to this lot can include pay and display equipment, space counting and bay monitoring, intercom systems, car park barriers, gate automation, parking and access control RFID systems including biometric gates and software systems for data capture and processing services.

## **Lot 6 Environmental Monitoring Systems (fixed and mobile)**

Without limitation, goods and services relating to this lot can include pollution monitoring systems and equipment, noise level monitoring systems and equipment, flood level monitoring systems and equipment, meteorological systems and equipment and ambient light monitoring systems and equipment.

### **Lot 7 Urban Traffic Management Control and Common Database Systems**

Without limitation, goods and services relating to this lot can include Urban Traffic Control (UTC), Urban Traffic Management and Control systems (UTMC), UTC/UTMC Common Database Platforms (CDB) and systems, priority detection systems, common database integration, central business district services, congestion charge systems, monitoring outstations, traffic engineering design services, control of traffic signal controllers, traffic control compliant system to system adaptor software, traffic control training and support services and data exchange services.

### **Lot 8 Asset Data Capture and Management**

Without limitation, goods and services relating to this lot can include surveys to capture asset data (using technologies such as LiDAR, high resolution photography and ground penetrating radar), asset data management, asset data analysis and asset data processing.

### **Lot 9 Street and Exterior Lighting**

Without limitation, goods and services relating to this lot can include street and exterior lighting equipment, lighting control systems, survey and asset review, upgrade of existing assets to high efficiency lighting and ancillary lighting and equipment for road signs, bollards, central beacons and zebra crossings.

### **Lot 10 Sustainable Transport Infrastructure**

Without limitation, goods and services relating to this lot can include charge point equipment, inductive wireless charges, access and payment solutions, Charge Point Management Systems (CPMS) and portable and transportable electrical energy storage and recharging solutions.

For electric vehicles, including electric motorcycles, please see our [Vehicle Purchase agreement](#).

### **Lot 11 Traffic Management Communications**

Without limitation, goods and services relating to this lot can include radio communications, emergency telephone equipment and systems, routers, modems, mesh networks, cloud services, backups and communications equipment associated with the provision of cooperative Intelligent Transport Systems, connected vehicles and autonomous vehicles.

### **Lot 12 Traffic Management Professional Services**

Without limitation, goods and services relating to this lot can include traffic management technology professional services, type approval and certification of traffic equipment, traffic surveying, data capture and processing services, feasibility study services, inspection services, traffic impact assessment reports, design services, public consultation and stakeholder engagement services, traffic modelling services, database services, data management services, transport systems consultancy services, strategy development and implementation services and the supply of any related services.

### **Lot 13 Ancillary Roadside Equipment**

Without limitation, goods and services relating to this lot can include cabinets, cabinet frames, security straps and associated equipment, power supply units, cables and connectors.

### **Lot 14 Intelligent Transport Systems (ITS)**

Without limitation, goods and services relating to this lot includes deployment, provision, integration, application maintenance, system administration, testing and/or development of Intelligent Transport Systems (ITS), common database integration, data exchange services, cloud services, backups.

### **Lot 15 Catalogue**

Without limitation, goods and services relating to this lot includes the provision of commoditised goods, services and works associated with any item within the scope of the agreement.

# How you can buy through this framework

This commercial agreement offers two purchasing options:

- Direct award
- Further competition or tender

The following NEC3 contracts are used:

- NEC3: Supply Contract (SC)
- NEC3: Supply Short Contract (SSC)
- NEC3: Professional Services Contract (PSC)
- NEC3: Professional Services Short Contract (PSSC)
- NEC3: Engineering and Construction Contract (ECC)
- NEC3: Engineering and Construction Short Contract (ECSC)
- NEC3: Term Service Contract (TSC)
- NEC3: Term Service Short Contract (TSSC)

## Further competition

Further competition is a process that allows you to refine your requirements by going to tender in the traditional way but under the terms of the commercial agreement. Suppliers respond by providing formal quotations, which align to your requirement and/or specification.

The further competition process is broken down into 6 simple steps explained below:

### Step 1 Identify your needs and produce your specification

It is important that you spend time assessing your requirements and producing a good quality specification of those requirements. The more detailed and accurate your specification, the less likelihood there will be for scope creep and additional costs throughout the life of the contract.

The specification should provide a description of the characteristics or outputs for the products and/or service. Focus on the actual requirement, i.e. what you require, delivery timescales etc, and not criteria such as supplier experience, technical capability, financial standing - these have already been evaluated in the framework procurement process. Avoid being prescriptive with your specification as it will limit innovation. By making your specification output based, you will allow potential providers to provide a solution for you and quote on an equal basis without preferencing any particular supplier.



Engage with the suppliers on the framework before issuing a further competition. During this pre-market engagement you can ask suppliers questions to help refine your requirement and also give suppliers early insight into the opportunity. If you do decide to embark on any pre-market engagement activities it must be fair, transparent and open.



You can engage via a Request for Information (RFI) which can either be sent via email using the supplier details located under the 'lot details' tab of the framework webpage or by using our eSourcing portal.



Our eSourcing portal for conducting your RFI is free to access and available [here](#)



For NEC3 guidance, including advice on which form of contract to use, please call **NEC** on **020 7665 2446** or email **daryl.saines@necontract.com** quoting CCS Traffic Management Technology 2 in the subject title.


## Step 2 Finalise your requirements

It is important you clearly describe your exact requirements so the suppliers can accurately bid. Therefore, please ensure that the requirements are clearly indicated within your further competition documents.

## Step 3 Complete documentation

Once you are ready to send your requirements to the suppliers, complete the further competition documentation, made up of:

- ITT (Invitation to Tender) including timetable and evaluation criteria
- Requirements specification (which can be included in the above)
- Draft NEC3 contract

 Including a draft NEC3 contract, completed as far as possible, will help save time in getting the order placed with the successful supplier at the end of the further competition process and will also help clarify your requirement.

 Document templates can all be downloaded from the framework agreement web page (documents tab [here](#)).


Allow suppliers time to prepare and submit their bids. We recommend that the minimum time for bid windows should be 4-6 weeks. You should include precise detail of the closing time and date in the documentation so suppliers are clear on their deadlines.

You will also need to tell the suppliers how you will be evaluating their bids - so clearly describe your evaluation model, including criteria and their relative importance.

## Step 4 Issue further competition


You are obliged to invite all suppliers on the relevant lot to bid for your requirement. During the further competition process you must keep an audit trail of any dialogue and communication with the potential suppliers. This can either be done via your own procurement system or using our free eSourcing portal.

 Access our CCS eSourcing portal by clicking on this [link](#)

 The suppliers on this framework agreement are able to select which further competitions they participate in. If suppliers choose not to bid against your requirement they should inform you of this as part of the procurement process.

## Step 5 Evaluation

During your bid evaluation, you must treat all suppliers equally and fairly using the Most Economically Advantageous Tender (MEAT) criteria. It is also vital that you evaluate the bid in the same way you stipulated in the evaluation criteria set out in step 3 and also keep an audit trail.


 **Top tip:** Include your social value requirements in your quality criteria. You may have specific social value priorities, in which case you will need to make these clear as part of your further competition.

## Step 6 Award

Once you have identified which bid was the most economically advantageous tender, we would recommend you apply a standstill period - usually a minimum of 10 calendar days. You must tell all the suppliers of the outcome of the further competition via email or letter.

Although providing feedback is part of the procurement regulations, it is also invaluable information, which may help suppliers improve their further bids.

After the standstill is complete, you can place your order with the successful supplier by finalising and placing the completed NEC3 contract. The completed contract will contain the details of the supplier's response and pricing. We expect you to work with the successful supplier in the population of the contract as necessary.

 Draft outcome letters can be downloaded from the framework agreement web page (documents tab [here](#)).

**NB:** Non-compliant buying will directly impact the legality and reputation of the framework and is strictly prohibited. Customers who do not follow the correct buying processes will be at risk, and the framework's contractual protections may be rendered null and void in such cases.

### Direct Award

The [Government eMarketplace](#) catalogue offers products and services for you to buy as a direct award. It is primarily for low volume, low value purchases, in accordance with your own internal governance. When you order from the Government eMarketplace catalogue, your direct award decision must be made on the basis of the catalogue content plus the NEC3 Supply Short Contract. The Contract will be a PDF attached to the catalogue item you are looking at. For audit purposes, you must keep a copy of both the catalogue content and the NEC3 Supply Short Contract.

Where catalogue entries meet those requirements specifically laid out by Highways England found [here](#), this will be stated.

It is imperative that possible variations in the terms provided for each product and/or service are considered.

## Award Criteria

### Direct Award

The following criteria shall be applied:

Criteria Number	Criteria - ranked in order of importance	Percentage Weightings - ranked in order of importance
1	Price (life cycle costs, cost effectiveness and price, price and running costs)	100%
2	Quality (including delivery time, sales service, good value, accessories, service fitness for purpose)	Pass/Fail

### Further Competition award criteria

The following criteria shall be applied:

Criteria Number	Criteria - ranked in order of importance	Percentage Weightings - ranked in order of importance
1	Price (life cycle costs, cost effectiveness and price, price and running costs)	10-50%
2	Quality (including delivery time, sales service, good value, accessories, service fitness for purpose)	50-90%




# Pre-market Engagement

Pre-market engagement is an essential step in any procurement activity and positively encouraged, especially the procurement of something as complex as transport technology can be. This activity helps refine your requirement and increases suppliers' awareness and interest in your potential procurement. Suppliers are more likely to respond to an opportunity if they have prior awareness of it.

The approach for the engagement may include one or more of these activities dependent upon the scale and complexity of your requirement:



**1.** Advertise the supplier engagement event to the market and register supplier interest. You may do this by direct mail, publication of a PIN, or easiest of all, use our eSourcing portal (by publishing an RFI) to ensure that you reach the right suppliers. We regularly update our supplier records and this is the best way to ensure you contact the right people.

 Access our CCS eSourcing portal by clicking on this [link](#)

**2.** Host the supplier market engagement event consisting of a general presentation of the procurement approach, your current assets and services, the vision for your new technology and your anticipated commercial model and timescales. It is good practice to provide an opportunity for questions and answers.

The hosted event may take various forms; it is worth considering virtual events, such as webinars, for convenience and resourcing purposes.

**3.** Publish the engagement presentation material along with questions and answers, together with any draft specification documentation that you may have. Ensure you make this available to all capable suppliers on your chosen lot(s), not just those that attended the event, should your opportunity progress to further competition.

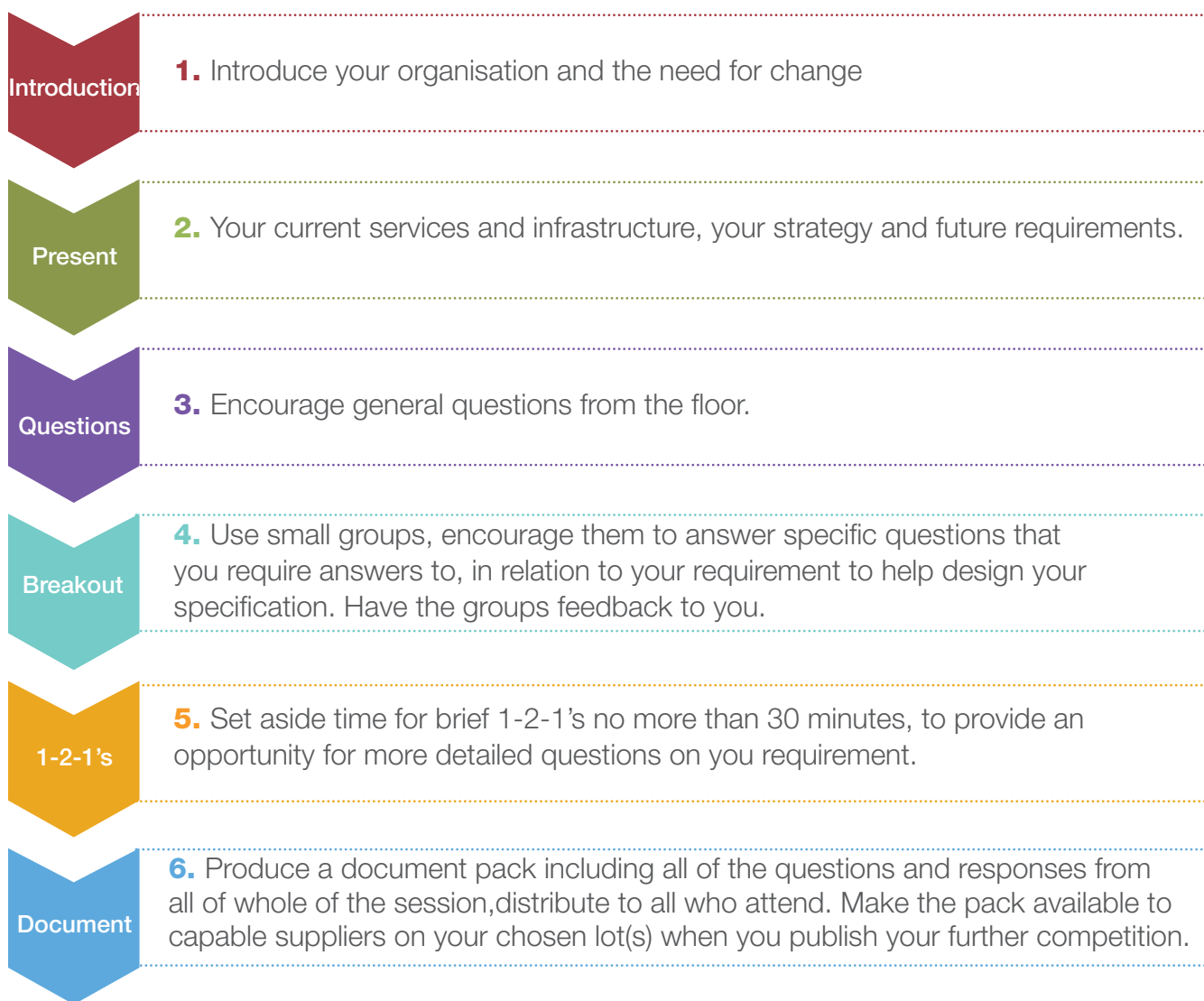
**4.** If your requirement is complex in nature, you may also wish to hold a discovery day.

**5.** Publish the discovery day feedback to all.



***For convenience, why not combine the pre-market and discovery day in one event?***

# The discovery day process



The purpose of this discovery day engagement process is to:

- Allow potential suppliers more detailed discussion to understand your organisation and objectives
- Provide indicative costs, as well as a sanity check on the requirements definition i.e. if indicative costs are way out maybe the requirements need further definition or clarity
- Test the market, gain feedback and input into your final specification and tender documentation

The basic principles of discovery days are:

- Discovery days are undertaken before commencing competitive procurement activity
- No subsequent procurement can be implied or guaranteed from the initiation of discovery days - it is an extension of your pre-market engagement
- 2-way non-disclosure agreements (NDAs) should be considered before entering into this process - particularly if your incumbent providers are attending - in order to maintain ethical walls between their bid team and service delivery function. Also consider an NDA if your project is of a sensitive nature
- All potential suppliers in the relevant lots proposed for the procurement are invited to participate
- Outputs from meetings that potentially affect the requirement must be shared with the other potential supplier
- You may have anything from a single to a series of meetings with potential suppliers

## **Benefits**

Discovery days have benefits to both potential suppliers and yourselves, some of which are listed below.

### Potential supplier:

- An opportunity to fully understand your organisation and any specific requirements
- Fully understand your existing estate
- Discuss/explore the potential delivery strategies
- Implementation – options and alternatives
- Allows the gathering of sufficient information to deliver a quality proposal, if there is a resultant procurement

### You, the customer:

- An opportunity to discuss and validate what the market can offer
- Information to assist developing your internal business case
- Developing requirements definition, deliverables and milestone plan
- Developing tender documentation and evaluation criteria
- Discussion and exploring implementation options, alternatives and risks
- Understanding cost-drivers and risks with a view to mitigation or removal
- Knowing that potential suppliers have a clearer understanding of your requirements, deliverables and delivery plan, which should enable the submission of quality tenders.

## Help and advice

If you would like help deciding which service or buying option will best meet your specific needs please get in touch with our category experts:

[inf@crowcommercial.gov.uk](mailto:inf@crowcommercial.gov.uk)

**0345 410 2222**

If you would like NEC3 guidance, help is available via [NEC's YouTube channel](#).  
Alternatively, please email:

[duncan.markwell@thomastelford.com](mailto:duncan.markwell@thomastelford.com) quoting  
"CCS Traffic Management Technology 2" in the email subject title.

If you need general advice about using CCS please contact our helpdesk:

**0345 410 2222**

You can also learn more about our range of commercial deals and latest offers online:

[www.crowcommercial.gov.uk](http://www.crowcommercial.gov.uk)

 [@gov\\_procurement](https://twitter.com/gov_procurement)

 **Crown Commercial Service**