

The London 2012 Business Network

Opportunities from London 2012 BULLETIN #235 – 14 November 2011

Opportunity



Opportunity Title

Provision of Training facilities and trainers

Buying Organisation

The London Organising Committee of the Olympic Games and Paralympic Games Ltd

Website

www.london2012.com

Opportunity Method

Contract Opportunity

Opportunity Type

London 2012 supply chain (private sector)

Nature of Opportunity

Services

Estimated contract value (GBP)

Not disclosed

About the Opportunity:

Description

The London Organising Committee of the Olympic and Paralympic Games (LOCOG), invite expressions of interest for the delivery of tailored training packages for traffic management operatives and Venue managerial staff. These training packages are to be delivered in the run up to the Games between the period of March through to August 2012 to enable our staff (internal and contracted) to prepare for the Olympic and Paralympic Games 2012. Approximately 3000 contractors and 200 managerial staff will require the training modules. The training modules and their deployment will need to be developed in conjunction with the LOCOG functional area (Transport including Transport Workforce Training) and the workforce personnel (includes Central Training).

It is anticipated that a variety of locations will be required due to the varied locations of the competition venues dispersed around the country. There will be a requirement to establish local training facilities in proximity to venues around the country or other locations which will be agreed with LOCOG. It is anticipated that the training packages will be split into Lots.

Lot 1 Inner London Venues:

Olympic Park & Excel, Wembley & Wembley Arena, Wimbledon, Lords Cricket Ground, Earls Court, Royal Artillery Barracks, Greenwich Park, North Greenwich Arena, Hampton Court Palace.

Lot 2 Outer London Venues:
Eton Dorney, Hadleigh Farm, Lee Valley White Water Centre, Brands Hatch.

Lot 3 City of Coventry Stadium

Lot 4 Millenium Stadium

Lot 5 Old Trafford

Lot 6 St James Park

The training packages are likely to be a collection of classroom based learning and on site training and will include Olympic Games related content, role specific information including client skills, etiquette and protocol services, venue familiarisation, UK highway competence and Health and Safety. Training delivery will be to large groups (up to 250) in some instances. This means that a variety of methods are sought to ensure the target audience are fully aware of their responsibilities and able to perform their duties. Support in the preparation and printing of a Handbook would also be expected.

Demonstrable understanding of training delivery through module duration, materials, presentation and evaluation methods is required.

About the buyer's selection process:

Responses to these CompeteFor questions will be evaluated and a shortlist of potential suppliers will be prepared. Successful applicants will be those which, in LOCOG's sole opinion, are most capable of fulfilling LOCOG's requirements as set out in this opportunity.

Successful shortlisted suppliers will be e-mailed with details of next steps after the opportunity has closed on CompeteFor. In addition to responding to these questions on CompeteFor, applicants should be prepared to provide evidence to their responses, in the event of being shortlisted.

Bidders should note that LOCOG may manage the next phase of the procurement process online using our eTendering system.

LOCOG operates a fair and transparent procurement process. Further information on that values that underpin LOCOG procurement can be found in our Diversity and Inclusion Business Charter, available here on the London 2012 website:
<http://www.london2012.com/businesscharter>

LOCOG's view of value for money is different to that of some other companies. In support of our vision for London 2012 (as described

in the 'About the buyer' section below), we must consider a broad range of criteria when assessing proposals from bidders. As such, LOCOG defines value for money on the basis of a range of criteria, namely:

- Quality, delivery and disposal
- Commercial
- Sustainability
- Diversity and inclusion
- Legal, financial, health and safety

For further information about LOCOG and our procurement process, please read the LOCOG Invitation to Tender (ITT) Part 1 which is available on the London 2012 website:
<http://www.london2012.com/ITT1>

About the buyer:

LOCOG is responsible for preparing and staging memorable Olympic and Paralympic Games in 2012. LOCOG is also responsible for staging a series of Test Events in the run-up to the Games; recruiting and training volunteers; and overseeing the four-year Cultural Olympiad leading up to the Games.

Find out more about LOCOG and the people delivering the Games:
<http://www.london2012.com/about-us>

LOCOG's vision is to use the power of the Games to inspire lasting change.

This means change in people's lives; in levels of sport participation; in attitudes to disability; and change in the communities across London, particularly east London. It means change in attitudes towards sustainability and protecting the world we live in; in how everyone participates and engages with the Games; and in how cities host the Games.

To realise this vision we aim to deliver Games that:

- provide experiences of a lifetime;
- capture the imagination of young people all over the world; and
- create physical, social and sporting legacies to meet the long-term needs of people and their communities.

Our suppliers will play a critical role in helping LOCOG to stage a memorable Games and supporting the delivery of our vision for London 2012. LOCOG contract opportunities cover a range of goods and services, split into eight different categories:

- Artists, performance and events
- Facilities management and catering
- Security
- Services
- Sports
- Technology

- Transport and logistics
- Venues and infrastructure

We will periodically update and share our schedule of future CompeteFor opportunities. View the latest information on the London 2012 website:
<http://www.london2012.com/futureopportunities>

Delivery point see "About the Opportunity" above.

Details of specialist staff required (if any) Experienced training facilitators

- Business Categories
1. Training services
 2. Training consultants
 3. Health and Safety Training
 4. Educational training providers
 5. Training centres
 6. Vehicle fleet management consultants

CompeteFor response deadline 18/11/2011 17:00

Estimated tender close date 05/12/2011

Estimated contract award date 27/01/2012

Estimated contract start date 30/01/2012

LOCOG reserves the right at any time to alter the scope of work requested pursuant to this opportunity or to withdraw the opportunity completely.

LOCOG regrets being unable to provide feedback following responses on CompeteFor.

Additional information for bidders Suppliers who are successful in winning work with LOCOG will be required to sign up to our standard terms which can be downloaded from the London 2012 website:
<http://www.london2012.com/documents/business/locog-standard-terms-of-procurement.pdf>
 Include any special notes for bidders

Marketing rights are only granted to our international and UK partners:
<http://www.london2012.com/about-us/the-people-delivering-the-games/international-and-uk-partners/index.php>

To ensure that Suppliers do not prejudice LOCOG's ability to raise money from its marketing partners, contracts with Suppliers contain

the London 2012 'No Marketing Rights Clauses'. These prevent Suppliers from marketing their involvement in the Games and also prohibit ambush marketing.

For further information, please see the 'No marketing rights protocol' which is available from the London 2012 website:
<http://www.london2012.com/documents/business/no-marketing-rights-suppliers-protocol-feb-2010.pdf>