

The London 2012 Business Network

Opportunities from London 2012

BULLETIN #259 – 09 January 2011

Opportunity



Opportunity Title

Talent Operations Management for London 2012

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:

LOCOG's Sport Presentation team will elevate the sporting experience to a never before seen level in 2012. Sport Presentation aims to educate, inspire and entertain the live audience at each Olympic and Paralympic venue whilst enhancing the competition for the athletes.

As a cohesive team, Sport Presentation is responsible for all video production, sport announcements and commentary, music, audio, lighting and entertainment and the staging of Flower and Victory ceremonies at every sporting session at each competition venue.

This amounts to 900+ sessions and 771 medal ceremonies.

Description

As part of this programme, Sport Presentation will stage a number of entertainment acts, ranging from rock bands to ballet dancers, from acrobats to cheerleaders. In addition, a number of celebrity contributors will be involved in certain venues. All of these acts and appearances will be programmed at specific sessions across the competition and across a number of venues.

LOCOG are looking for a specialist talent operations company to support this entertainment programme.

LOCOG will provide to the company all artist details [ie. party size,

management details] and appearance commitments across Gamestime and will be looking to the event operations company to assume control of the following areas:

- Artist / talent liaison
- Generation of individual travel schedules and hotel bookings including scheduling call times
- Accreditation liaison
- Transport Management in liaison with LOCOG Transport team
- Liaison with LOCOG SPP team for cost reporting and management for all transport solutions
- Liaison with LOCOG Venues team on artist access routes
- Event day implementation of transport plans
- On venue talent management [meet and greet and escort]
- Cross-stakeholder communication

LOCOG anticipate the company being appointed in January 2012 and that a team of dedicated staff will be based at the LOCOG HQ in Canary Wharf during the pre-production period, liaising with appropriate FA's where necessary and then moving into venue positions at Gamestime.

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	UK	
Business Categories	<ol style="list-style-type: none"> 1. Project management 2. Exhibition, event and trade fair organisers 3. Music management and promotion 4. Film studios and production services 	
CompeteFor response deadline	16/01/2012 17:00	
Estimated tender close date	06/02/2012	
Estimated contract award date	27/02/2012	
Estimated contract start date	28/02/2012	
	<p>LOCOG reserves the right at any time to alter the scope of work requested pursuant to this opportunity or to withdraw the opportunity completely.</p> <p>LOCOG regrets being unable to provide feedback following responses on CompeteFor.</p> <p>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</p>	
Additional information for bidders		
Include any special notes for bidders	<p>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</p> <p>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.</p> <p>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</p>	