

# The London 2012 Business Network

Opportunities from London 2012

BULLETIN #10 – 08 February 2010

## Opportunity



### Opportunity Title **Provision of Security & Safety Services to the London 2012 Olympic and Paralympic Games**

|                                |   |
|--------------------------------|---|
| Buying Organisation            | The London Organising Committee of the Olympic Games and Paralympic Games Ltd |
| Website                        | <a href="http://www.london2012.com">www.london2012.com</a>                    |
| Opportunity Method             | Contract Opportunity  |
| Opportunity Type               | London 2012 supply chain (private sector)                                     |
| Nature of Opportunity          | Services  |
| Estimated contract value (GBP) | Not disclosed   |

#### **About the buyer:**

The London Organising Committee of the Olympic Games and Paralympic Games Ltd (LOCOG) is responsible for staging both the London Olympic and Paralympic Games.

Security is a vital component of LOCOG's aim 'to host an inspirational, safe and inclusive Olympic and Paralympic Games and leave a sustainable legacy for London and the UK.'

LOCOG Security has overall responsibility for delivering security at Olympic and Paralympic venues, and will manage the private security element of Games time security.

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| Description | <p>The combined people requirements for the Games will represent the largest peace-time mobilisation in the United Kingdom. The scale of private security within this mobilisation will be significant. There is an unprecedented requirement for personnel with the appropriate skills interfacing with emergency services and integrating into the volunteer programme, which will supply in the region of 70,000 people in support of the overall look and feel of the event.</p> |
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#### **About the Opportunity:**

LOCOG's private security needs extend across all areas of Games activity and the UK. We are providing security at 36 competition venues, primarily in London, but also in Cardiff, Manchester, Glasgow, Newcastle and Weymouth. Whilst the main focus will be at these venues, there are also test events, non competition venues, hotels and distribution facilities which will require security measures to be

provided by private security.

The general planning principle for security at competition venues is that they are searched, sealed and supported by accreditation and search regimes. In-venue safety will form part of LOCOG's overarching security and safety requirement. For the purposes of this approach the roles have been scoped jointly.

There are two categories of private security requirement:

#### 1. Security & Safety Personnel

The requirements for private security personnel undertaking SIA\* functions have been defined as follows:

Operational Management

Supervision

Static Guarding

Safety

Access Control

CCTV Monitoring

Bag & body searching, incorporating the use of x-ray and arch metal detectors\*\*

Patrol & Response

Dog & handlers\*\*\*

\*These roles need to be seen in the context of Licensed Premises, which requires staff to carry SIA Door Supervisor licenses when undertaking a security function.

\*\* The provision of search equipment is outside the scope of this opportunity.

\*\*\* Restricted to asset protection.

A significant part of the workforce is expected to be involved in the searching of people and vehicles into the competition venues. Current estimates of private security personnel are in excess of 6,000 at their peak.

#### 2. Cash Transportation

The requirement for cash transportation is anticipated to be linked to retail and ceremonies, specifically medals, although arrangements have yet to be concluded.

LOCOG is seeking innovative solutions to their private security requirements. They have, through their planning process, made a number of assumptions about workforce availability and consequently made provision for the supply of a proportion of the overall people requirement through education. The Bridging the Gap (BtG) initiative was instigated to fill the shortfall of available, trained people in the security industry. The BtG project has engaged 50 colleges to deliver a number of courses that will supply qualified individuals to meet the demands of the LOCOG private security operation.

The BtG project provides one aspect of LOCOG's security needs. There is also a requirement for a complementary industry workforce. A significant part of the LOCOG security and safety requirement will focus on substantiating and enhancing the BtG initiative with industry knowledge and expertise. There will be a need for significant input into

training, implementation, integration and logistics.

LOCOG is now inviting expressions of interest for two categories;

1. Supply partners to deliver a managed service solution i.e. suppliers capable of delivering the full range of services to all venues as a managed services solution, either directly or through a range of suppliers. Suppliers in this category will be expected to demonstrate how they can support small and medium sized organisations in their delivery of the private security requirement to maximise the availability of skilled workforce.

2. Supply partners to deliver people with the appropriate skills i.e. suppliers with the necessary skills and expertise in their respective service and/or geographic areas, who are prepared to provide selected services. This option is primarily around individual suppliers contributing. Suppliers may, under this category, foresee an opportunity to bring together a number of companies to expand their capacity.

These two options have been assessed as the best fit for LOCOG's requirements. Suppliers will, if invited to tender, be encouraged to expand and develop solutions around LOCOG's principle requirements.

**About the buyer's selection process:**

Responses to the questions contained within this opportunity will be evaluated and a shortlist of suppliers who best reflect LOCOG's security requirement will be prepared.

Responses from shortlisted suppliers will be subject to further evaluation prior to determining a tender list. LOCOG reserves the right to issue a Pre-Qualification Questionnaire (PQQ) and/or invite shortlisted suppliers to provide further evidence in support of their responses.

Suppliers invited to tender will receive further details of LOCOG's requirements. Unfortunately we are not in a position to give feedback to those not invited to tender.

Tenders will be evaluated against criteria provided within the invitation to tender and successful suppliers will be invited to interview in support of their proposals. LOCOG may require a multi-round interview process in order to fully evaluate and test supplier proposals. Successful supplier(s) will be notified and de-briefings will be available for unsuccessful bidders.

Our procurement process will also provide your organisation with the opportunity to become an official London 2012 sponsor. The Games present companies with an unprecedented partnership opportunity in the UK; through the acquisition of marketing and sponsorship rights, they offer the chance to showcase expertise and capability, delivering significant business benefits to your organisation on the back of one of the most powerful brands in the world. As one of LOCOG's commercial partners, your organisation would contribute towards the success of an inspirational event that leaves a lasting legacy. At the same time, your organisation will enjoy an exclusive and valuable bundle of sponsorship rights, opportunities and support available only to LOCOG's official partners. The CompeteFor questions will allow you

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| Delivery point                | to express your interest in acquiring marketing and sponsorship rights.   |
| Business Categories           | Various <ul style="list-style-type: none"> <li>1. Project management</li> <li>2. Facilities management</li> <li>3. Security services</li> </ul> |
| Construction Categories       | <ul style="list-style-type: none"> <li>1. Security services</li> </ul>  |
| CompeteFor response deadline  | 16/02/2010 17:00  |
| Estimated tender close date   | 31/05/2010  |
| Estimated contract award date | 31/07/2010  |
| Estimated contract start date | 01/09/2010  |

CompeteFor is an e-brokerage tool. The advertisement of LOCOG opportunities does not constitute the start of a tendering process, but represents an invitation for expressions of interest.

**Additional information for bidders** Include any special notes for bidders

LOCOG is committed to demonstrating leadership in sustainable development and ensuring that the Games are managed in a way that is environmentally sound, economically viable, and socially responsible. With this in mind, prospective suppliers should read the LOCOG Sustainable Sourcing Code, available at [www.london2012.com/business](http://www.london2012.com/business).

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

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