

# The London 2012 Business Network

Opportunities from London 2012

BULLETIN #227 – 24 October 2011

## Opportunity



**Opportunity Title**      **VHF Radio Assistive Hearing Systems**

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      Works

Estimated contract value (GBP)      Not disclosed

**About the Opportunity:**

LOCOG is looking to provide assistive hearing systems in a number of Olympic and Paralympic venues. Initial estimates have shown the assistive hearing systems will need to be installed and available in twenty six venues; the exact number of venues is to be decided. There will be a commentary service provided at venues by LOCOG staff which will service multiple user groups:

1. Those who are blind or partially sighted;
2. Those who are hard of hearing; and,
3. General spectators.

**Description**

There will be a single shared service across the venue for all user groups, i.e. there won't be a separate Audio Description channel for user group 1 and 2. The commentators will have received training in how to deliver commentary to these user groups, in particular the specialist area of audio description. It is anticipated that there will be a requirement of approximately 1,000 receiver devices to service the assistive hearing services.

In addition, LOCOG intends to sell receivers at venues to the general public so that they can listen to the commentary service

whilst watching the Games in those venues where the service is provided. Initial estimates suggest that approximately eight venues will be suitable to offer this service at. The anticipated volume of receivers is likely to be in excess of 100,000 for this optional requirement.

Initial feasibility studies have been carried out and the most suitable technology to service all three requirements is a VHF, FM solution in the 60-62 MHz range. The receivers need to be battery powered and suitable for use by the general public as well as those who are blind or partially sighted. LOCOG are also interested in hearing from bidders who can offer a solution that provides a local induction loop for hearing aid users from either the same receiver or a similar portable device.

Companies are invited to express their interest for the provision of a complete solution, i.e. transmitters, aerials, general receivers, induction loop receivers and installation / support on site. LOCOG welcomes expressions of interest from companies who offer a rental solution as well as a purchase solution for the transmitter hardware. The exact detail of receivers will be provided in the ITT, however a buy-back scheme for unsold receivers will be integral to a successful bid.

Equipment installation will be scheduled in mid 2012, and delivery of the receivers to LOCOG warehouses will be required in May 2012.

**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 London 2012 Competition Venues, London

1. Television and radio aerials - suppliers and erectors
2. Radio communication equipment
3. Hearing aids
4. Radio telephone services

Business Categories

CompeteFor response deadline 04/11/2011 17:00

Estimated tender close date 30/11/2011

Estimated contract award date 31/01/2012

Estimated contract start date 01/02/2012

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.

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>

**Additional information for bidders**

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>