

**ITEM 17. TENDER - SYDNEY CHINESE NEW YEAR PROJECTIONS ONTO
THE SYDNEY OPERA HOUSE AND THE SYDNEY HARBOUR
BRIDGE**

FILE NO: 2016/551948

TENDER NO: 1657

SUMMARY

This report provides details of the tenders received for the 2017 Sydney Chinese New Year Projections onto the Sydney Opera House and Sydney Harbour Bridge, with options to extend either set of projections for the 2018 and 2019 Sydney Chinese New Year Festivals.

The Chinese New Year Festival is a celebration of the Lunar New Year. The 2017 Festival, to be held from Friday 27 January to Sunday 12 February 2017, will celebrate the Year of the Rooster.

In Chinese culture, the colour red symbolises good fortune and joy. Red is found everywhere during Chinese New Year and other holidays and family gatherings

The red lighting projections onto the sails of the Sydney Opera House are a contractual requirement the City has with the Sydney Chinese New Year's Festival principal partner. This is the second year of a two year arrangement.

In addition, the City is planning to project the Festival's branding images onto the eastern façades of the north and south pylons of the Sydney Harbour Bridge.

This report recommends that Council accept the tender offer of Tenderer 'A' for Sydney Chinese New Year projections onto the Sydney Opera the House and the Sydney Harbour Bridge.

RECOMMENDATION

It is resolved that:

- (A) Council accept the tender offer of Tenderer 'A' for the Sydney Chinese New Year projections onto the Sydney Opera House and the Sydney Harbour Bridge for a period of one year, with the option of an extension in 2017 and 2018 at the City's discretion;
- (B) authority be delegated to the Chief Executive Officer to negotiate, execute and administer the contracts relating to the tender; and
- (C) authority be delegated to the Chief Executive Officer to exercise the option referred to in clause (A), if appropriate, and negotiate the price to extend the contract accordingly.

ATTACHMENTS

Attachment A: Tender Evaluation Summary (Confidential)

Attachment B: Schedule Of Rates (Confidential)

(As Attachments A and B are confidential, they will be circulated separately from the agenda paper and to Councillors and relevant senior staff only.)

BACKGROUND

1. The City is in the second year of a two year sponsorship agreement with a principal partner which includes lighting the sails of the Sydney Opera House on three key nights of the Sydney Chinese New year Festival.
2. The projections on the sails of the Sydney Opera House form a key element of the Sydney Chinese New Year Festival. The projections in the colour red are utilised to reinforce the notion of prosperity, luck and joy.
3. The City is proposing to partner with The Australian Council for the Promotion of Peaceful Reunification of China for the Opera House project over the dates 27 and 28 January 2017 for the western sails only. The City will be lighting the eastern sails on 27 and 28 January and both the eastern and western sails on 29 January 2017. The costs of the project will be amortised respectively between the two organisations, with the City acting as the principal contractor.
4. The sails of the Sydney Opera House may be lit in the national colours of green and gold on the night of Australia Day, 26 January 2017. The City is in negotiations with the Department of Premier and Cabinet, again to act as the principal contractor for this work, charging the respective costs back to the partner organisations.
5. For 2017 the City is planning to project images onto the pylons of the Sydney Harbour Bridge on 27 to 29 January 2017. The projections on the Sydney Harbour Bridge will consist of an artist-inspired festival logo and image of the rooster symbolising the Lunar New Year of the Rooster.
6. In addition, the pylons may be lit in the national colours of green and gold on the night of Australia Day, 26 January 2017. The City is in negotiations with the Department of Premier and Cabinet, again to act as the principal contract holder for this work.
7. The tender was issued as a schedule of rates, enabling the costs to be broken down on a per day basis in order allocate the respective costs to the partner organisations. The City will enter into an agreement with both organisations, should they decide to proceed with their component of the project.
8. Should either the Sydney Opera House or the Sydney Harbour Bridge decide not to proceed with their component of the project, the City can contract with the supplier for the City's active dates only according to the schedule of rates.

INVITATION TO TENDER

9. The tender was issued through the City's eTender website and advertised in The Sydney Morning Herald and The Daily Telegraph on 20 September 2016, closing on 5 October 2017.

TENDER SUBMISSIONS

10. One submission was received from the following organisation:
 - PM Production Design & Management Pty Ltd, trading as The Electric Canvas
11. No late submissions were received.

TENDER EVALUATION

12. All members of the Tender Evaluation Panel have signed Pecuniary Interest Declarations. No pecuniary interests were noted.
13. The relative ranking of tenders as determined from the total weighted score is provided in the confidential Tender Evaluation Summary – Attachment A
14. All submissions were assessed in accordance with the approved evaluation criteria being:
 - (a) demonstrated capacity and technical ability to carry out the work under contract;
 - (b) demonstrated managerial capability, qualifications, experience and number of personnel;
 - (c) the proposed methodology and operations plan;
 - (d) environmental management;
 - (e) traffic management plan;
 - (f) Work Health & Safety;
 - (g) financial and commercial trading integrity including insurances; and
 - (h) schedule of rates.

PERFORMANCE MEASUREMENT

15. The successful tenderer will have their performance assessed against the following key performance indicators:
 - (a) key objectives/ deliverables;
 - (b) quality of work;
 - (c) time;;
 - (d) reporting
 - (e) communication; and
 - (f) WH&S compliance.

FINANCIAL IMPLICATIONS

16. The tender called for a schedule of rates, identifying the unique costs for:
 - (a) Sydney Opera House - set up and dismantle costs, eastern sails;
 - (b) Sydney Opera House – set up and dismantle costs, western sails;
 - (c) Sydney Opera House – daily projection rate, eastern sails;

- (d) Sydney Opera House – daily projection rate, western sails;
 - (e) Sydney Harbour Bridge Pylons - set up and dismantle costs; and
 - (f) Sydney Harbour Bridge Pylons - daily projection rate.
17. There are sufficient funds allocated for this project within the current year's operating budget and future years' forward estimates for Chinese New Year projections, pending securing the necessary funding through sponsorship agreements. Additional projections will only occur if funding is available via payment or sponsorship from third parties.

RELEVANT LEGISLATION

18. The tender has been conducted in accordance with the Local Government Act 1993, the Local Government (General) Regulation 2005 and the City's Contracts Policy.
19. Attachments A and attachment B contain confidential commercial information of the tenderers and details of Council's tender evaluation and contingencies which, if disclosed, would:
- (a) confer a commercial advantage on a person with whom Council is conducting (or proposes to conduct) business; and
 - (b) prejudice the commercial position of the person who supplied it.
20. Discussion of the matter in an open meeting would, on balance, be contrary to the public interest because it would compromise Council's ability to negotiate fairly and commercially to achieve the best outcome for its ratepayers.

CRITICAL DATES / TIME FRAMES

- | | |
|---|---|
| 21. Set up commences | Monday 23 January 2017 |
| 22. Event operational
(approximately 8pm to midnight each night) | Thursday 26 January – Sunday 29 January |
| 23. Bump out | Monday 30 January – Tuesday 31 January |

OPTIONS

24. The City has a contractual obligation with the Festival's principal partner to deliver the red lighting projections onto the Sydney Opera House on the nights of 27, 28 and 29 January 2017.

ANN HOBAN
Director City Life

Paul Davison, Business Manager Events