

**ITEM 20. TENDER – DATA AND COMMUNICATIONS FOR 2017 – 2019  
SYDNEY NEW YEAR’S EVE (WITH OPTION TO EXTEND FOR 2020  
AND 2021)**

**FILE NO: X008402.001**

**TENDER NO: 1714**

**SUMMARY**

This report provides details of the tenders received for the provision of data and communications for 2017 – 2019 Sydney New Year’s Eve (with an option to extend for 2020 and 2021).

Sydney New Year’s Eve is one of the biggest annual celebrations in the world, attracting one million spectators along the Sydney Harbour foreshore and a global audience of one billion. The event is recognised as a Hallmark Event by the NSW Government and has an annual direct economic impact on NSW of more than \$133 million.

The event includes two fireworks displays and a Welcome to Country ceremony on Sydney Harbour, lighting and projections on the Sydney Harbour Bridge, and on-water displays on Sydney Harbour. The City also operates a number of publicly accessible vantage points.

The provision of data and communications services and equipment is essential to enable the effective command and control the event. Activities must be coordinated in real time across a number of land and marine locations, with some requiring synchronisation.

A tender was conducted for the supply of data and communications for the event for the next three years, with an option to extend for a further two years. The scope of works includes radios and communications systems, show playback and recording, networking, and a hearing loop system for the Lord Mayor’s New Year’s Eve Picnic event for children with special needs and their families and carers.

This report recommends that Council accept the tender offer of Tenderer ‘B’ for the provision of data and communications for 2017 – 2019 Sydney New Year’s Eve (with option to extend for 2020 and 2021).

**RECOMMENDATION**

It is resolved that:

- (A) Council accept the tender offer of Tenderer ‘B’ for the provision of data and communications for a period of three years to cover 2017 – 2019 Sydney New Year’s Eve, with the option of an extension of two years (to cover the event in 2020 and 2021);
- (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 for Additional Items (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. Sydney New Year's Eve is one of the world's biggest annual celebrations, and a Hallmark Event for NSW. The event includes two main fireworks displays and a Welcome to Country ceremony on Sydney Harbour, and lighting and projections on the Sydney Harbour Bridge. In addition, the City provides a number of free vantage points and services for the general public, and produces two invitation-only events at outdoor locations.
2. To enable effective command and control of the event occurring across a number of land and marine locations, the City requires data and communications services and equipment during bump-in and bump-out, as well as during the event on 31 December.
3. Tenders were invited for the supply of data and communications for the event for the next three years (2017 – 2019), with an option to extend for a further two years (covering 2020 and 2021).
4. Tenderers were required to demonstrate experience providing radio networks, communications solutions, networked systems and data management solutions for large-scale complex events involving synchronised performance components and live broadcasts.
5. The scope of work in the Request for Tender included:
  - (a) two-way radios;
  - (b) show playback;
  - (c) lighting network;
  - (d) event TCP/IP network systems;
  - (e) closed loop communications;
  - (f) recording; and
  - (g) hearing loop system.
6. The City will pay a lump sum for the provision of the scope of work for each Sydney New Year's Eve event. A list of additional items was also specified, priced on a schedule of rates basis, to enable the City to add particular items per event as required, at its sole discretion.
7. As part of the Request for Tender, partial sponsorship packages were considered. Tenderers were invited to offer value-in-kind (VIK) in exchange for a package of benefits detailed by the City in the Request for Tender document.

## **INVITATION TO TENDER**

8. The Request for Tender was advertised in The Sydney Morning Herald, The Daily Telegraph and via the City's online eTendering portal on Tuesday 14 March 2017. The closing date for submissions was Tuesday 11 April 2017.

**TENDER SUBMISSIONS**

9. Four submissions were received from the following organisations:
- Gearhouse Broadcast
  - Motorola Solutions Australia Pty Ltd
  - Riedel Communications Australia Pty Ltd
  - The P.A. People Pty Ltd.
10. No late submissions were received.

**TENDER EVALUATION**

11. All members of the Tender Evaluation Panel have signed Pecuniary Interest Declarations. No pecuniary interests were noted.
12. The relative ranking of tenders as determined from the total weighted score is provided in the Confidential Tender Evaluation Summary – Attachment A.
13. All submissions were assessed in accordance with the approved evaluation criteria being:
- (a) demonstrated relevant experience, capacity and technical ability to carry out the work under the contract;
  - (b) demonstrated capability, qualifications and experience of the specified personnel;
  - (c) the suitability of the proposed solution and methodology to achieve the specification;
  - (d) Work, Health and Safety; and
  - (e) financial and commercial trading integrity including insurances.

**PERFORMANCE MEASUREMENT**

14. Key Performance Indicators were set out in the Request for Tender documentation as follows, and will be included in any resultant contract:
- (a) delivery of all elements of the scope;
  - (b) quality of work;
  - (c) time;
  - (d) reporting;
  - (e) communication; and
  - (f) Work, Health and Safety compliance.

15. Performance of the contractor will be evaluated regularly, at least annually following each Sydney New Year's Eve event, and always upon completion of the contract.

**FINANCIAL IMPLICATIONS**

16. There are sufficient funds allocated for this project within the 2017/18 operating budget and future years' forward estimates.

**RELEVANT LEGISLATION**

17. 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.
18. Attachments A and 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.
19. 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**

20. To enable the contractor sufficient lead time to deliver data and communications for 2017 Sydney New Year's Eve, contracts must be signed by the end of July 2017.
21. Deferral of a decision would impact on the contractor's ability to deliver the services for 2017 Sydney New Year's Eve to a high standard or, in the event of a significant delay, the ability to deliver the services at all.

**OPTIONS**

22. Not proceeding with engaging a contractor to provide data and communications would put the City's ability to deliver the Sydney New Year's Eve event at risk. Effective command and control not only enables delivery of the show elements, but is also critical to safety and security operations such as crowd and transport management.

**ANN HOBAN**  
Director City Life

Kirsten McLeod, Business Operations Manager Sydney New Year's Eve