



**Renfrewshire  
Council**

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**To:** Finance, Resources and Customer Services Policy Board

**On:** 30 March 2022

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**Report by:** The Chief Executive

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**Heading:** Contract Award: Paisley Museum Re-imagined: Exhibition Fit Out (RC-CPU-21-281)

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**1. Summary**

- 1.1 The purpose of this paper is to seek approval of the Finance, Resources and Customer Services Policy Board to award a contract for the Paisley Museum Re-imagined: Exhibition Fit Out (RC-CPU-21-281) to The Hub Consulting Limited t/a The Hub.
  - 1.2 The Contract is for works and the procurement exercise was conducted in accordance with the Public Contract (Scotland) Regulations 2015 and the Renfrewshire Council's Standing Orders relating to Contracts.
  - 1.3 A Contract Strategy was approved by the Procurement Manager and the Project Director – City Deal and Infrastructure in April 2021 for this requirement.
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**2. Recommendations**

It is recommended that the Finance, Resources and Customer Services Policy Board:

- 2.1 authorise the Head of Governance to award a contract for the Paisley Museum Re-imagined: Exhibition Fit Out (RC-CPU-21-281) to The Hub Consulting Limited t/a The Hub ("Contract").

2.2 Authorise the award of this Contract for the Contract Sum of £6,865,951.52 excluding V.A.T and an additional 10% contingency.

2.3 Note the Contract has sectional completion requirements and the proposed date of possession and proposed dates for completion of those sections are noted below. Any changes to these dates will be confirmed in the Council's Letter of Acceptance:

Section	Dates of possession of sections	Dates for completion of sections
Section 0	N/A, however section 0 will commence at the issue date of the Letter of Acceptance.	17 March 2023
Section 1	30 August 2023	22 September 2023
Section 2	30 August 2023	22 September 2023
Section 3	25 September 2023	10 November 2023
Section 4	13 November 2023	13 December 2023

2.4 Note the award of this Contract requires the provision of a Performance Bond and Collateral Warranties as indicated within the tender documentation.

2.5 authorise that the Head of Governance may enter into a Vesting Agreement with the appointed Contractor in the form provided and as indicated in the Procurement Documents for payment of materials stored off site.

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### 3. **Background**

3.1 In January 2014 Renfrewshire Council approved the Paisley Town Centre Heritage Regeneration Strategy (The Untold Story), setting out the need for change to the function and performance of the town based on its outstanding heritage and cultural assets. The redevelopment of Paisley Museum is the signature project identified within the Strategy. The ambition is to create a world class experience for visitors and local communities, showcasing the internationally significant collections, and embodying the spirit and character of the communities of Renfrewshire and the regional connections with the world.

3.2 Paisley Museum Re-Imagined Project will deliver a cultural facility of significance for Scotland. The project will help to transform Paisley's perception of itself, develop a visitor economy, lead the regeneration of the town centre and once again give Paisley a confident, outward-facing profile to the world.

- 3.3 The project is underpinned by a series of high-level strategic aims that will turn it into a:
- leading international museum — telling the story of Paisley as a pattern and a town
  - visitor destination drawing its audience from Scotland, UK and overseas
  - hub for learning, skills development, innovation and research
  - community resource at the heart of Paisley’s local life; and
  - means of restoring civic pride, and increased feeling of community ownership
- 3.4 This report seeks approval to award a contract following the procurement exercise for the exhibition fit out element of the Paisley Museum Re-imagined Project.
- 3.5 The form of contract for the exhibition fit out contract is the SBCC Standard Building Contract with Quantities for Use in Scotland, SBC/Q/Scot 2016 Edition as supplemented and amended by the Council’s specific ‘Employer’s Amendments’.
- 3.6 The exhibition fit out contract was tendered using the Competitive Procedure with Negotiation (“CPN”), in accordance with both the Public Contract (Scotland) Regulations 2015 and the Council’s Standing Orders Relating to Contracts.
- 3.7 The CPN process that was adopted was mapped by the following stages:
- Stage 1 (Invitation to Participate);
  - Stage 2 (Invitation to Tender – Initial);
  - Stage 3 (Negotiation); and
  - Stage 4 (Final Tender).
- The Council reserved the right to award at the end of Stage 2 if a fully compliant and affordable tender was received, which would mean that it was not necessary to proceed to stages 3 and 4.
- 3.8 Stage 1 of this process was open to all interested bidders, who met the minimum selection criteria. The Contract Notice was published on the Find a Tender Service and Public Contract Scotland websites on 23 April 2021 with the procurement documents available for download from the Public Contracts Scotland – Tender portal on the same date.
- 3.9 During Stage 1, there were twenty-three (23) expressions of interest in the Contract. By the closing date set for submission, 12 noon on 24 May 2021, nine (9) Candidates had submitted a request to participate (RTP).

3.10 The RTPs were evaluated against a pre-determined set of criteria in the form of the Single Procurement Document (SPD) Scotland by representatives from the Council's Corporate Procurement Unit. All nine (9) Candidates satisfied the Council's minimum requirements within the SPD selection criteria.

3.10 As part of the selection process, and to reduce the number of otherwise qualified Candidates, in accordance with the Invitation to Participate as allowed under Regulation 66 of the Public Contracts (Scotland) Regulations 2015, Candidates had to respond to questions relating to previous experience, technical capacity and capability with projects similar in nature, scope and scale to the PMR – Exhibition Fit Out Contract.

3.11 A panel of representatives from the Paisley Museum Re-imagined project team assessed each of the nine (9) Candidate responses to the questions and the five (5) highest scoring Candidates were selected to proceed to the Stage 2 (Invitation to Tender – Initial). The Contract Notice indicated the Council's intention was to invite the top five highest scoring Candidates to Stage 2.

3.12 The selection score for each Candidate within Stage 1 - RTP is noted below:

Candidate	Score	Ranking
The Hub Consulting Limited/ ta The Hub	91.00%	1
HYPSOS B.V. (consortium bid "Hypsos Paisley Team")	70.50%	2
BECK Interiors Limited	70.00%	3
Bruns B.V.	70.00%	4
Elmwood Projects Limited	60.50%	5
Empty S.L. Branch in UK	58.00%	6
Pico In-Creative (UK) Limited.	54.50%	7
ISG Construction Limited	51.00%	8
Stage One Creative Services Limited	50.50%	9

3.13 The initial invitation to tender (ITT) was made available for downloading by the five (5) shortlisted Candidates via the Public Contracts Scotland – Tender portal on 2 June 2021. By the closing date and time of 12 noon on 30 July 2021, five (5) Candidates (then Tenderers) had each submitted an initial tender.

3.14 The tenders received was assessed against the published Award Criteria based on an overall weighting of 30% Price and 70% Quality by a suitably qualified evaluation panel which included members of the Corporate Procurement Unit and the Paisley Museum Project Team,

including representatives from external Consultants Currie & Brown UK Limited, Gardiner & Theobald LLP and Opera Amsterdam B.V. The Tenderer's scores relative to the Award Criteria are detailed in the table below:

Tenderer	Price Score	Quality Score	Total Score	Rank
The Hub Consulting Limited t/a The Hub	28.19%	52.75%	80.94%	1
BECK Interiors Limited	29.49%	49.30%	78.79%	2
Elmwood Project Limited	30.00%	43.60%	73.60%	3
Bruns B.V.	24.15%	46.10%	70.25%	4
HYPSOS B.V. (consortium bid "Hypsos Paisley Team")	25.26%	40.45%	65.71%	5

- 3.15 In addition to 3.7 above the contract notice, reserved the right to award the Contract following the initial tender stage or conduct successive stages of negotiation and retender (Stages 3 and 4) with the three (3) highest scoring Tenderers to improve the tenders with consideration to the affordability of the works and the characteristics, reduction or removal of one or more elements of the Contract which are not minimum requirements.
- 3.16 The Council elected to shortlist the three (3) highest scoring Tenderers after Stage 2 (Invitation to Tender – Initial) to Stage 3 (negotiation) in October 2021 and the three (3) Tenderers accepted the Council's invitation to negotiate.
- 3.17 The Stage 3 negotiation phase was conducted in accordance with Public Contracts (Scotland) Regulations 2015 (Regulation 30). The Council ended the Stage 3 negotiation phase on 5<sup>th</sup> November 2021.
- 3.18 After stage 3, the Council issued a Stage 4 (Final Tender) and this Final ITT was issued via the PCS-tender portal on 8 November 2021, inviting the three (3) Tenderers to submit a final tender. By the final tender submission deadline of 12 noon on 21 December 2021 all three (3) Tenderers had submitted a final tender.
- 3.19 The three (3) final tenders received were assessed against the published Award Criteria by a suitably experienced panel. In accordance with the Procurement Documents, Tenderers had the option to either submit revised responses to the quality criteria or hold to their initial tender proposals. Each Tenderer chose to submit updated responses and the scores relative to the Award Criteria for each revised proposal are detailed in the table below:

Tenderer	Price Score	Quality Score	Total Score	Rank
The Hub Consulting Limited t/a The Hub	28.58%	58.90%	87.48%	1
BECK Interiors Limited	28.46%	52.55%	81.01%	2
Elmwood Project Limited	30.00%	45.85%	75.85%	3

- 3.20 The evaluation of final tenders identified that the submission by The Hub Consulting Limited t/a The Hub was the most economically advantageous tender.
- 3.21 The Contract allows for a 5% retention which will be released in stages until completion of the Contractor's obligations under the Contract.
- 3.22 Community Benefits were requested as part of the procurement process and The Hub Consulting Limited t/a The Hub have committed to delivering the following Community Benefits as part of the Contract:

Community Benefit Outcome/ Activity	No. of People/ Activity
Job for an unemployed individual from a Priority Group	1
Job for a young person (age 16-24) - from the councils most deprived local datazones (SIMD 1 and 2)	1
Graduate (Site Management)	2
Work Experience Placement for an individual 16+ years of age from the councils most deprived local datazones (SIMD 1 and 2)	1
Work Experience Placement for an individual in full time education	1
Business advice/support to a local SME /Social Enterprise/ Voluntary organisation	1
Commitment to ensure that supply chain opportunities are prioritised for Renfrewshire based businesses	1
Event to promote supply chain opportunities	1
S/NVQ (or equivalent) for <ul style="list-style-type: none"> <li>• New Employee</li> <li>• Existing Employee</li> <li>• Supply Chain Employee</li> </ul>	1
Industry Awareness Events <ul style="list-style-type: none"> <li>• Schools</li> <li>• Invest in Renfrewshire – Employability</li> <li>• Further Education</li> </ul>	1
Industry Skill Transfer to Schools.	1
Financial Support for a Community Project	1

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## **Implications of the Report**

1. **Financial** - No financial implications have arisen or are anticipated. Financial and Economic Standing have been assessed as part of the tender selection criteria – which The Hub Consulting Limited passed. The project will be funded from existing approved resources.
2. **HR & Organisational Development** – No HR & Organisational Development implications have arisen or are anticipated.

### **3. Community/Council Planning –**

- *Our Renfrewshire is fair* - Tenderers were assessed within Award Criteria regarding their approach to ensuring fair working practices throughout their organisation and supply chain i.e. payment of the living wage, training and development opportunities etc.
- *Reshaping our place, our economy and our future* – The Museum Re-Imagined Project will deliver a cultural facility of significance for Scotland. The £42m project will help to transform Paisley's perception of itself, develop a visitor economy, lead the regeneration of the town centre and once again give Paisley a confident, outward-facing profile to the world. It will also bring a £79million economic boost to the town over the next 30 years, with 138 jobs supported during construction, and 48.5 jobs per year through revenue and visitor spending. The exhibition fit out contract will contribute to the refurbishment of the Paisley Museum
- *Tackling inequality, ensuring opportunities for all* – The contract will deliver a broad range of Community Benefits including employment opportunities for individuals currently in receipt of employability support, employment for graduates, work placements, support with careers events and a range of business and mentoring support opportunities.
- *Creating a sustainable Renfrewshire for all to enjoy* – In January 2014 Renfrewshire Council approved the Paisley Town Centre Heritage Regeneration Strategy (The Untold Story), setting out the need for change to the function and performance of the town based on its outstanding heritage and cultural assets. The redevelopment of Paisley Museum is the signature project identified within the Strategy. The ambition is to create a world class experience for visitors and local communities, showcasing the amazing

internationally significant collections, and embodying the spirit and character of the communities of Renfrewshire.

- *Working together to improve outcomes* – consultation with key stakeholders and user groups is ongoing to ensure that the building achieves the ambition of the town. The project team have already worked with more than approximately 1800 people and undertaken over 200 events to capture and help tell their stories and these will feature in the museum when it reopens.

4. **Legal** - The procurement of this works contract has been conducted in accordance with the Competitive Procedure with Negotiation of the Public Contracts (Scotland) Regulations 2015 and the Council's Standing Orders Relating to Contracts and the Council's Financial Regulations.

5. **Property/Assets** – the project is underpinned by the following strategic aims which will enhance the Council's asset by turning the Paisley Museum into a:

- leading international museum — telling the story of Paisley as a pattern and a town
- visitor destination drawing its audience from Scotland, UK and overseas
- hub for learning, skills development, innovation and research
- community resource at the heart of Paisley's local life; and
- means of restoring civic pride, and increased feeling of community ownership

6. **Information Technology** – No IT implications have arisen or are anticipated.

7. **Equality & Human Rights** - The Recommendations contained within this report have been assessed in relation to their impact on equalities and human rights. No negative impacts on equality groups or potential for infringement of individuals' human rights have been identified arising from the recommendations contained in the report because for example it is for noting only. If required following implementation, the actual impact of the recommendations and the mitigating actions will be reviewed and monitored, and the results of the assessment will be published on the Council's website.

8. **Health & Safety** – The Hub Consulting Limited t/a The Hub's health and safety credentials were evaluated by Corporate Health and Safety

- and met the Council's minimum requirements regarding health and safety.
9. **Procurement** – The procurement procedures outlined within this report shall ensure that the Council meets its statutory requirements in respect of procurement procedures, efficiency and modern Government.
10. **Risk** – The Hub Consulting Limited t/a The Hub's insurances have been assessed and evaluated and confirm that they will meet the minimum requirements regarding insurable risk.
11. **Privacy Impact** - No Privacy Impact implications have been identified or are anticipated.
12. **Cosla Policy Position** – No Cosla Policy Position implications have arisen or are anticipated.
13. **Climate Risk** – The level of impact associated with the works has been assessed using the Scottish Government Sustainability Test and is considered to be low risk.

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### List of Background Papers

(a) none.

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