

Item 7.

Tender - T-2024-1314 - Mobile Planter Display Program

File No: X100274

Tender No: T-2024-1314

Summary

This report provides details of the tenders received for the Mobile Planter Display Program.

Since 2000, the City has installed seasonal mobile planter displays (formally known as living colour floral displays), which have become one of the largest displays of their kind in Australia, bringing vibrant colour to sites across the City's local government area.

The Mobile Planter Display Program (the Program) contributes toward a sustainable, liveable, creative, and vibrant city. The Program enhances the City by providing vibrant and colourful displays which elevate the quality of public spaces through high quality design, presentation and maintenance. The display sites span the City's Central Business District (CBD) and neighbourhoods to increase green moments and reduce heat through moveable planters where permanent greening is not achievable. These sites create calming, coolness and respite in areas such as Martin Place, St. Mary's Cathedral Forecourt, Town Hall Square and George Street which come alive with colour and encourage the community to engage with ornamental horticulture.

The Program consists of potted plants arranged in patterns in display infrastructure which includes planters that form multiple geometric configurations complemented by hanging baskets, garsy floral towers, a 12 metre greenwall and a pyramid. The Program is very popular with residents, workers and visitors to Sydney, generating compliments and positive feedback.

Sustainability is integral to the Program. Recycled water is used to maintain the plants. At the end of each display suitable plants are recycled through giveaway programs for schools, community and day care centres, and customer service centres, with the remaining plants being composted or used in the City's parks or streetscapes.

This report recommends that Council accept the tender offer of Tenderer A for the delivery of services in the Mobile Planter Display Program.

Recommendation

It is resolved that:

- (A) Council accept the tender offer of Tenderer A for the Mobile Planter Display Program for:
 - (i) the price and contingency outlined in Confidential Attachment A to the subject report; and
 - (ii) for the schedule of rates outlined in Confidential Attachment B to the subject report for a period of 3 years, with the option of 2 extensions, each of one year, if appropriate;
- (B) Council note that the total contract value and contingency for the Mobile Planter Display Program is outlined in Confidential Attachment A to the subject report;
- (C) authority be delegated to the Chief Executive Officer to finalise, execute and administer the contracts relating to the tender; and
- (D) authority be delegated to the Chief Executive Officer to exercise the options referred to in clause (A), if appropriate.

Attachments

Attachment A. Tender Evaluation Summary (Confidential)

Attachment B. Schedule of Rates (Confidential)

Background

1. The City has installed mobile planter displays in the form of living colour since 2000, which have become one of the largest displays of their kind in Australia, bringing vibrant colour to sites across the City's local government area.
2. Mobile planter displays allow for predominantly hardstand areas, such as Martin Place, St. Mary's Cathedral Forecourt and Taylor Square to be greened and to come alive with colour. The displays are in the CBD, plus main streets in the surrounding neighbourhood areas where permanent greening is not achievable due to site constraints or environmental conditions such as utilities, inadequate soil depth or heavy shade.
3. The Program engages with the public through photography and social media, promoting social connectedness and environmental awareness. The Program is very popular with residents, workers and visitors to Sydney, generating compliments and positive feedback.
4. The Program operates on a seasonal, cyclic, annual rotation seen in the below table:

Display	Start date	Duration	No. of Sites
Spring	Second week September	8 weeks	Up to 20
Summer	Second week January	8 weeks	Up to 20
Christmas	Third week November	6 weeks	9
Hanging Baskets	Early September	9 months	15
Greenwall	Early September	9 months	1
George St Light Rail	Continuing	Year round	1

5. Displays for Spring, Summer and Christmas include installation of approximately 120,000 plants in 2,000 planters plus garsy towers and a pyramaid. The sites are as follows:

Central Business District (CBD)	Neighbourhood	Spillover
Customs House Forecourt **	Pirrama Park	Chifley Sq
St Mary's Cathedral Square **	Surry Hills Library **	Hay St, Chinatown
Martin Place	Erskineville Town Hall **	Abercrombie St
Queen Square	Jack Floyd Reserve	Castlereagh St
Hyde Park Barracks	Fitzroy Gardens **	AMP Centre
State Library Forecourt	Springfield Gardens	Park and College St
QVB	Ian Thorpe Aquatic Centre	Farrer Place
Town Hall House	Union Square **	Taylor Square **
Alfred Street	Green Square **	
Sydney Square	Kings Cross	

** Christmas tree locations

6. The Program also consists of:
- 412 hanging baskets installed on smart poles along 15 of the City's main thoroughfares
 - A 12m, double-sided greenwall, that is in the prominent Kings Cross location of William Street and Darlinghurst Road
 - 200 planters along the George Street light rail corridor to assist in managing traffic and pedestrian movement.
7. The scope of the services delivered under the Program includes:
- Design implementation, sourcing and growing-on of plant material. Plant selection is carefully considered to ensure the plants thrive in the challenging conditions of the CBD including heat, shade and wind. As a result, plants include a mix of perennials, annuals, herbs, native and accent plants best suited to the site conditions
 - Logistics and night work to bump in and bump out displays on a seasonal basis using specialised equipment
 - Maintenance of all displays including provision of water from recycled water sources, weeding, pruning, fertilising and cleaning
 - Asset management of display infrastructure including maintenance, repairs, renewals, fabrication and storage.

8. Sustainability is integral to the Program. Recycled water, primarily from the City's recycled water scheme at Sydney Park, is used to maintain the plants. At the end of each display suitable plants are recycled through giveaway programs for schools, community and day care centres, and customer service centres, with the remaining plants being composted or used in the City's parks or streetscapes.
9. Changes in the new contract include:
 - (a) Reusing existing designs owned by the City and cycling through these over the contract term to reduce costs
 - (b) Storage of all display infrastructure from year 2 of the contract as the City's existing storage location will no longer be available
 - (c) Stronger provision for contract administration, performance metrics and reporting deliverables
 - (d) Updated environmental targets including water, fuel, and waste tracking
 - (e) Improved asset management planning to understand asset condition and required renewal requirements for display infrastructure
 - (f) Contract flexibility to allow for maintenance of potential future permanent planters on the pedestrianised areas adjacent light rail.

Invitation to Tender

10. The request for tender was advertised on Tenderlink on 12 November 2024 and closed on 20 December 2024.

Tender Submissions

11. Four submissions were received from the following organisations:
 - Citywide Service Solutions Pty Ltd (94 066 960 085)
 - Future Village Placemaking Pty Ltd (54 089 589 793)
 - Solutions (Australia) Pty Ltd (60 097 217 493)
 - Skyline Landscape Services Pty Ltd (82 073 170 279)
12. No late submissions were received.

Tender Evaluation

13. All members of the Tender Evaluation Panel have signed Pecuniary Interest Declarations. No pecuniary interests were noted.
14. The relative ranking of tenders as determined from the total weighted score is provided in the Confidential Tender Evaluation Summary – Attachment A.
15. All submissions were assessed in accordance with the approved evaluation criteria being:
 - (a) Experience: carrying out services of a similar size and nature
 - (b) Organisational capacity: ensuring structure and proposed team can support service delivery
 - (c) Resourcing: personnel allocation, qualifications, experience and capacity, including sub- contractors and fair work requirements
 - (d) Display delivery program: proposed program provided
 - (e) Methodology: approach for carrying out the services over the annual program in accordance with City's strategic and environmental targets
 - (f) Modern slavery
 - (g) Work, Health and Safety
 - (h) Financial and commercial trading integrity, including insurances (mandatory)
 - (i) Schedule of prices and schedule of rates.

Performance Measurement

16. The appointed Service Provider will have their performance measured against an extensive list of key performance indicators including safety, quality of service, sustainability and contribution to the City's strategic objectives relevant to the services.

Risks

17. A risk assessment was undertaken early in the procurement process to identify risks associated with the services. The identified treatment strategies resulted in changes in the new contract to manage residual financial, environmental and service delivery risks, as detailed in paragraph 9 of this report.
18. The changes in the new contract to treat the residual risks align with the tolerances set out in the City's Risk Appetite Statement for the respective categories of Financial, Environmental and Sustainability and Service Delivery.

Financial Implications

19. There are sufficient funds allocated within the current and next financial year's draft operating budget and future years' forward estimates for Schedule of Prices (lump sum) work.

There are sufficient funds allocated within the current approved long term financial plan for the existing scope of services. Additional funds will be requested within the next iteration of the long term financial plan as part of the approvals for the Sydney Park Former Nursery Depot Re-use project and finalisation of the George Street Pedestrianisation project. Schedule of Rates work is discretionary and only occurs once budget is available. This includes:

- (a) The addition of the permanent planters along the light rail corridor subject to approval of a business case.
 - (b) Infrastructure renewal based on updated asset management planning.
21. The tender does not exceed pre-tender estimates.
22. The total contract value and contingency for the Program is detailed in Confidential Attachment A.
23. The Schedule of Rates is detailed in Confidential Attachment B.

Relevant Legislation

24. The tender has been conducted in accordance with the Local Government Act 1993, and the Local Government (General) Regulation 2021.
25. Local Government Act 1993 - Section 10A provides that a council may close to the public so much of its meeting as comprises the discussion of information that would, if disclosed, confer a commercial advantage on a person with whom the council is conducting (or proposes to conduct) business.
26. Attachments A and B contains 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.
27. 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

28. The existing contract for Living Colour Floral Display Program 1980 ends on 12 May 2025.
29. The new contract is proposed to start on 13 May 2025.
30. The proposed initial contract term is 3 years, with 2 options to extend. Each option is for a period of 1 year. The total proposed contract length is 5 years, ending in 2030.
31. Deferring the decision to award the tender would delay the rendering of services and lead to a lack of service continuity.

Options

32. The Program has been delivered through contracted delivery since 2000. The decision to contract out these services was made at the time due to the specialised capabilities and capacity to render these services. This includes:
 - (a) extensive nursery and storage space and expertise to grow and maintain large volumes of plants throughout the year
 - (b) storage space for display infrastructure and engineering capabilities for structural assessment and repairs
 - (c) workforce flexibility to adjust to the seasonal nature of the works including significant additional resources and night work during bump in and bump out periods
 - (d) significant plant, equipment, transport and logistics management for peak periods during bump in and bump out periods.
33. The broad scope of services of the Program has largely remained unchanged since 2000 so these factors still remain relevant to why contracted service delivery is the recommended delivery model. Internal service provision is not recommended as the City does not have the specialised capabilities to render these services. It would require significantly greater resources (human, financial, property and plant and asset) to render these specialised services internally, and the internal resources lack the flexibility to accommodate the seasonal fluctuations required to successfully deliver the services.

Public Consultation

34. There was no public consultation prior to the tender being advertised.

VERONICA LEE

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