

Brief for Time Lapse video content at North Shore



Time Lapse and creative video content at BEC's North Shore

Proposals to be submitted to:
tenders@discoverbec.com | 01946 595200
Date 28/06/19
Time 5pm

Thank you for your interest in this tender

In this document you'll find all the information you need to make your application.

1. About us

We are BEC. Think of us as property developers with a difference. Whether we're delivering an urban development, contributing to projects within the community or providing inspiring places to work and live, we keep sustainable building and a low carbon agenda front of mind. That's our 'Golden Thread' and it runs through everything we do.

We combine our expertise in the arena of sustainable development with a responsible business approach and a drive to build extraordinary communities and generate valuable local regeneration. By working in partnership with local and national stakeholders, we support projects that bring about sustained transformation.

We're a dynamic, forward-looking organisation, and we operate with integrity. We care about the local economies in which we operate and we are proud to use both our profits and our time to contribute to their growth.

North Shore

We believe that property is about people, and North Shore is a development that will make a positive difference to the lives of many. By regenerating Whitehaven's harbourside, we plan to attract more visitors, strengthen the local economy and transform the town's northern gateway.

Now we're looking for the right people to help us continue this journey.

2. What we're tendering for

We have many exciting projects in the pipeline, and we're always looking for talented partners to come on board with us. If you're interested in tendering for this commission, have a read through the information below, check that you can provide us with what we're looking for (along with any related evidence) and then impress us with your response.

Overview

We are looking for a talented and technically skilled video partner who can develop high quality construction time lapse footage.

3. Details of the commission

We want you to be able to answer our tender brief as comprehensively as possible, so we've listed below all the details of the job or project we'd like you to get involved with. Remember though, we're not the experts in this area, you are. So, if you can think of anything we might have forgotten, be sure to mention it. It's these extra little thoughtful details that will help you stand out from the crowd.

The North Shore scheme has several components. The first to be built will be the Buzz Station and the Watershed .

To familiarise yourself with these sections we strongly suggest you read and view the following:

- North Shore overview: <https://vimeo.com/278008318>
- Buzz Station overview: <https://vimeo.com/278009287>
- Introducing the Watershed: <https://vimeo.com/335888409>
- Exciting details revealed for the old bus station site, with Sellafield Ltd announced as key partner and funder: <https://becnorthshore.com/exciting-details-revealed-for-the-old-bus-station-site-with-sellafield-ltd-announced-as-key-partner-and-funder/>

- Buzz Station's bold little sister: Whitehaven to get powerful new business incubator: <https://becnorthshore.com/buzz-stations-bold-little-sister-whitehaven-to-get-powerful-new-business-incubator/>
- Construction to start on Buzz Station and Watershed as Thomas Armstrong appointed as lead contractor: <https://becnorthshore.com/construction-to-start-on-buzz-station-and-watershed-as-thomas-armstrong-appointed-as-lead-contractor/>

To support the development and success of these projects, and to deliver first-class stakeholder engagement we are looking for a provider for the following three services.

1. **Construction standard time lapse filming.** We envisage 2 cameras with full monitoring for approximately one year (starting in July). We have considered camera mounting permissions and feel confident we will not have any issues. The building to be monitored is located in Whitehaven, Cumbria. We anticipate moving one of the cameras during the project to give time lapse footage across three views:
 - External building from the North East (Residential unit on corner of Bransty Hill)
 - External building that also encompasses the supporting road works from South West (CCC building)
 - Internal construction (reallocation of North East camera to internal location).
2. 3 x branded milestone videos (i.e. one every 3 months during the build) c.30 seconds in total. We expect quotes to include costs for music and post-production in social media friendly formats. Branding must also support key partners (namely Sellafield Ltd, NDA, Copeland Borough Council and Cumbria County Council) and edits must work well for all parties.
3. 3-5 post construction video edits of 30-90s. Precise messaging and needs to be agreed closer to the time, but we expect these to be developed ready for the opening of the building. They will be used to:
 - Support award entries
 - Build awareness via social media presence (as a guide, the Watershed video above delivered 10k+ organic impressions. This is the traction we are looking for)
 - Improve presentations

4. How to apply and what to expect

We invite you to submit a proposal outlining how you would approach this commission. This should be based on the content within this document and an overview of why you believe we are a good fit.

If you would like to be considered, please send your proposal by email to: tenders@discoverbec.com

By the deadline of: 28/6/2019 at 5pm

With the subject line: North Shore Time Lapse Tender

We envisage this to be a **single stage** tender process. We intend to make our selection based on the document you provide to us, although if needed we will conduct telephone interviews and reference checks.

If you have any questions, please share them with tenders@discoverbec.com before 5pm on the 18th June. We will upload answers to www.discoverbec.com/TimeLapseTender on the 20th June.

Please use the following criteria to ensure that you provide us with the information that we are looking for. We reserve the right to disregard any application that is either late or incomplete.

Who are you?	Tell us about the team we'll be working with. Provide CVs, roles, day rates, experience and what they will bring to the project. We are more than happy to have quote from small firms, freelancers or consortiums.
How do we know you can do it?	Tell us about recent, relevant projects; don't forget testimonials and contacts that would be willing to talk to us about you.
Are you insured?	You will need to evidence that you hold (or are willing to obtain) the following: Professional Indemnity - £1 million Public Liability - £2 million
What's your plan?	Explain to us how you'll deliver on the brief. We'd like to see timescales, milestones and deadlines in as much detail as you can provide.
How much will it cost us?	We'd like to see estimates (net of VAT) broken down by phases or deliverables. Show us clearly how much we'll have to pay if we select

you. We have not indicated a budget but we will be fair and sensible in assessing cost.

Scoring

Your proposal will be scored against the criteria below.

Please note: As well as responding to what we think we need, you have the opportunity to highlight your knowledge and creativity. Think carefully about whether your support could benefit us in areas that we haven't even thought of yet.

Be creative. Be innovative. Give us an extra incentive to talk to you.

Criteria			Weight (%)
1	Fit with BEC values and behaviours	How do you see your company fitting with our values and behaviours (see section 6)? We'd like to see evidence to support this. We place huge importance on this. That's why it's top of the list; it's part of who we are and how we work.	20
2	Strategic approach / understanding of brief	Have you considered all the points in section 3? Do we feel confident that you understand exactly what we're looking for?	20
3	Methodology	What's your plan? How will you make sure you deliver to deadline and keep to budget? Have you convinced us you can work with us to make this happen?	25
4	Your track record	Did you blow us away with your achievements in this field and on similar projects? Are we convinced you know your stuff?	10
5	Your team	Do we feel you have the right people on board, even if that's just you?	10
6	Pricing	Value for money is vital. Do we feel that you're offering us the expertise we need at a fair cost?	15
			100
	BONUS: What have we missed?	Have you added value with your response and shown us something we didn't think of?	15

We would prefer to work with a supplier that can cover all elements of the support we require. However, we're happy to consider a co-operative approach with other companies covering any elements you cannot service in-house. If this is the case, please provide full details of which organisations would be used and which service areas they would be covering. Also, tell us how the contractual arrangement with this partner provider would be set up.

5. Our behaviours and values

At BEC, we don't just talk about values, we live them. In our work, in our home lives and in the way we contribute to the community. We choose to work with people who feel the same way. Contractors, partners and agencies alike, we expect them to demonstrate to us that they have a similar commitment to upholding certain standards.

As part of your proposal, we'll want to see evidence that you and your business share some or all of our behaviours and values – it will make a real difference to your application.

Our behaviours



Our values



Let's get things started

Thank you for your interest in working with us.
We look forward to receiving your proposal.