

# The London 2012 Business Network

Opportunities from London 2012

BULLETIN #129 – 21 March 2011

## Opportunity



### Opportunity Title

### Dental Equipment and Consumables

Buying Organisation

The London Organising Committee of the Olympic Games and Paralympic Games Ltd

Website

[www.london2012.com](http://www.london2012.com)

Opportunity Method

Contract Opportunity

Opportunity Type

London 2012 supply chain (private sector)

Nature of Opportunity

Goods

Estimated contract value (GBP)

Not disclosed

### About the Opportunity:

LOCOG is looking to appoint a supplier (or suppliers) to provide the equipment and consumables to support the provision of dentistry. The equipment and consumables are grouped into different lots:

Description

- Delivery system including X-ray arm
- Hardware including drills and endodontic equipment
- Surgical equipment with integral water supply
- Hand instruments
- Minor equipment e.g. gas burners, impression mixer
- OPG X-Ray
- Decontamination units
- Compressor
- Consumables

These items will be required for the three Polyclinics based in the Olympics and Paralympics Villages: Stratford, Weymouth and Eton Dorney.

Each piece of equipment needs to be CE and MHRA (Medicines and Healthcare products Regulatory Agency) certified.

**About the buyer's selection process:**

Responses to these CompeteFor questions will be evaluated and a shortlist of potential suppliers will be prepared. Successful applicants will be those which, in LOCOG's sole opinion, are most capable of fulfilling LOCOG's requirements as set out in this opportunity.

Successful shortlisted suppliers will be e-mailed with details of next steps after the opportunity has closed on CompeteFor. In addition to responding to these questions on CompeteFor, applicants should be prepared to provide evidence to their responses, in the event of being shortlisted.

Bidders should note that LOCOG may manage the next phase of the procurement process online using our eTendering system.

LOCOG operates a fair and transparent procurement process. Further information on that values that underpin LOCOG procurement can be found in our Diversity and Inclusion Business Charter, available here on the London 2012 website:  
<http://www.london2012.com/businesscharter>

LOCOG's view of value for money is different to that of some other companies. In support of our vision for London 2012 (as described in the 'About the buyer' section below), we must consider a broad range of criteria when assessing proposals from bidders. As such, LOCOG defines value for money on the basis of a range of criteria, namely:

- Quality, delivery and disposal
- Commercial
- Sustainability
- Diversity and inclusion
- Legal, financial, health and safety

For further information about LOCOG and our procurement process, please read the LOCOG Invitation to Tender (ITT) Part 1 which is available on the London 2012 website:  
<http://www.london2012.com/ITT1>

**About the buyer:**

LOCOG is responsible for preparing and staging memorable Olympic and Paralympic Games in 2012. LOCOG is also responsible for staging a series of Test Events in the run-up to the Games; recruiting and training volunteers; and overseeing the four-year Cultural Olympiad leading up to the Games.

Find out more about LOCOG and the people delivering the Games:  
<http://www.london2012.com/about-us>

LOCOG's vision is to use the power of the Games to inspire lasting change. This means change in people's lives; in levels of sport participation; in attitudes to disability; and change in the communities across London, particularly east London. It means change in

attitudes towards sustainability and protecting the world we live in; in how everyone participates and engages with the Games; and in how cities host the Games.

To realise this vision we aim to deliver Games that:

- provide experiences of a lifetime
- capture the imagination of young people all over the world
- create physical, social and sporting legacies to meet the long-term needs of people and their communities.

Our suppliers will play a critical role in helping LOCOG to stage a memorable Games and supporting the delivery of our vision for London 2012. LOCOG contract opportunities cover a range of goods and services, split into eight different categories:

- Artists, performance and events
- Facilities management and catering
- Security
- Services
- Sports
- Technology
- Transport and logistics
- Venues and infrastructure

We will periodically update and share our schedule of future CompeteFor opportunities. View the latest information on the London 2012 website:

<http://www.london2012.com/futureopportunities>

Delivery point UK

Details of specialist staff required (if any) None

Business Categories 1. Dental equipment and supplies  
2. Medical and dental laboratories  
3. Dental technicians

CompeteFor response deadline 01/04/2011 16:00

Estimated tender close date 30/06/2011

Estimated contract award date 30/09/2011

Estimated contract start date 30/05/2012

**Additional** LOCOG reserves the right at any time to alter the scope of work

**information  
for bidders**  
Include any  
special notes  
for bidders

requested pursuant to this opportunity or to withdraw the opportunity completely.

LOCOG regrets being unable to provide feedback following responses on CompeteFor.

Suppliers who are successful in winning work with LOCOG will be required to sign up to our standard terms which can be downloaded from the London 2012 website:

<http://www.london2012.com/documents/business/locog-standard-terms-of-procurement.pdf>

Marketing rights are only granted to our international and UK partners:

<http://www.london2012.com/about-us/the-people-delivering-the-games/international-and-uk-partners/index.php>

To ensure that Suppliers do not prejudice LOCOG's ability to raise money from its marketing partners, contracts with Suppliers contain the London 2012 'No Marketing Rights Clauses'. These prevent Suppliers from marketing their involvement in the Games and also prohibit ambush marketing.

For further information, please see the 'No marketing rights protocol' which is available from the London 2012 website:

<http://www.london2012.com/documents/business/no-marketing-rights-suppliers-protocol-feb-2010.pdf>