

Background

Horndean Technology College (HTC) is a secondary school located within East Hampshire District Council. The school is located in the very south of the district boundary and currently has over 1,200 pupils enrolled.

HTC pride themselves on offering good quality facilities for students and the wider community, recent investment was made into a new artificial grass pitch and associated floodlights, this has improved the offer for both students and the wider community.

HTC have 7 non floodlit tennis courts on site and have been successful in obtaining grant funding to refurbish the courts, including allowing for additional floodlighting to 3 of the courts. HTC are excited to begin work to improve the courts and have appointed a contractor who is working towards a completion date of late summer (subject to planning).

HTC are looking to appoint a tennis specialist for an initial 5-year period to operate and manage the provision of community tennis at the site. Through this project, HTC want to see the delivery of tennis outcomes that will help to increase physical activity rates and improve the health and wellbeing of the local community, across all age groups.

The appointed operator will be expected to support public access as well as delivering a strong programme of tennis initiatives and a varied coaching offer to drive tennis participation. This will need to be delivered during 'community hours' outside of education use. The appointed operator will be expected to manage an appropriate booking and access system and to market the facilities to increase usage.

The operator will be expected to manage a charged model of operation with some free access, that encourages and enables good levels of participation whilst ensuring financial sustainability. An annual management fee will be payable in line with LTA recommendations to support future investment in court refurbishment.

At this initial stage, we are keen to hear from you and whether you feel this is a project you would like to engage with. Should you wish to be involved in the formal tender process for the operation of the tennis offer at Horndean Technology College, **please complete and return this form by no later than Monday 26th June 2023** by email to info@rwsport.co.uk

Further and more detailed information relating to this project will be contained within the service specification which will make up part of the Invitation to Tender.

Horndean Community Tennis

SUPPLIER MARKET TESTING QUESTIONNAIRE

Thank you for engaging with us.

Please take the time to complete this questionnaire, which will help us to further develop the specification for this project. All information will be treated as CONFIDENTIAL, to be shared amongst the Horndean Community Tennis project Team only.

Please answer the following questions

Q1. Company Name:

Q2. Please indicate which of the following best describes the size of your organization, by inserting an X in the appropriate box below the description

MICRO Enterprise Up to 10 employees Turnover less than £2m	SMALL Enterprise Up to 50 employees Turnover less than £10m	MEDIUM Enterprise Up to 250 employees Turnover less than £50m	LARGE Enterprise Over 250 employees Turnover exceeding £50m
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Q3. Please can you indicate if you would be interested in this tender on what you have learned today?

DEFINITELY	YES	MAYBE	NO
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

If you have answered NO or MAYBE, can you offer some feedback on your decision? Is our proposed model attractive to you? If not how can it be developed?

Horndean Community Tennis
SUPPLIER MARKET TESTING QUESTIONNAIRE

Q4. Is there anything that has been outlined regarding this project which falls outside your normal line of business?

YES	NO

If yes, please outline below which elements of the project do not appeal to you:

Horndean Community Tennis

SUPPLIER MARKET TESTING QUESTIONNAIRE

Q5. Do you think the proposed requirements, as presented, are fair and reasonable and also offer a commercial incentive for suppliers?

SPECIFICATION	YES	NO	MAYBE
Operation of court booking system			
Delivery of tennis initiatives and coaching programme			
Marketing and promotion of tennis activities			
Routine maintenance of the tennis courts			
Payment of management fee			

If not, please outline the reasons below:

Horndean Community Tennis

SUPPLIER MARKET TESTING QUESTIONNAIRE

Q6. Do you think the proposed term is appropriate and one that your company could readily support ?

YES Very Attractive	YES Proportionate	NO Too short	NO Too long

Please outline the reasons below:

Q7. Is this your company's core area of business?

YES This is our only business specialism	YES But we are part of a larger organisation offering other services	NO We do not deliver these services currently but are interested in doing so	NO This business is not for us

Q8. Do you have experience of completing the ITT process and is this something that you would be happy to participate in?

YES	NO

Horndean Community Tennis

SUPPLIER MARKET TESTING QUESTIONNAIRE

Q9. Do you have any other points that you would like to make which might help to shape the development of the specification for this project or would encourage you to submit a tender?

Thank you for taking the time to complete this supplier testing questionnaire.

Richard Wood

RW Sport

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