

This is a published notice on the Find a Tender service: <https://www.find-tender.service.gov.uk/Notice/001193-2022>

Contract

## **Printing, Fulfilment and Mailing**

EFFICIENCY EAST MIDLANDS LIMITED

F03: Contract award notice

Notice identifier: 2022/S 000-001193

Procurement identifier (OCID): ocds-h6vhtk-02d1be

Published 14 January 2022, 2:28pm

### **Section I: Contracting authority**

#### **I.1) Name and addresses**

EFFICIENCY EAST MIDLANDS LIMITED

Unit 3 Maisies Way, The Village

Derbyshire

DE55 2DS

#### **Contact**

Jonathan Tomalin

#### **Email**

[jonathan@eem.org.uk](mailto:jonathan@eem.org.uk)

#### **Telephone**

+44 1246395610

#### **Country**

United Kingdom

**NUTS code**

UK - United Kingdom

**Internet address(es)**

Main address

<https://eem.org.uk/>

**I.2) Information about joint procurement**

The contract is awarded by a central purchasing body

**I.4) Type of the contracting authority**

Body governed by public law

**I.5) Main activity**

Housing and community amenities

---

## **Section II: Object**

### **II.1) Scope of the procurement**

#### **II.1.1) Title**

Printing, Fulfilment and Mailing

Reference number

EEM0025

#### **II.1.2) Main CPV code**

- 79800000 - Printing and related services

#### **II.1.3) Type of contract**

Services

#### **II.1.4) Short description**

Efficiency East Midlands Ltd (EEM) is a not for profit consortium which establishes

and manages a range of framework and DPS agreements. Our membership has now grown to 251 public sector organisations including housing associations and ALMO's, Local Authorities, NHS trusts, Education Providers, Blue Light Services, Government Agencies and Charities. EEM have also established a formal collaboration with 3 like-minded procurement consortia -

Westworks, South East Consortium and Advantage South West. The membership

list for these three consortia may be obtained from the following website addresses:

[www.westworks.org.uk](http://www.westworks.org.uk) (<https://www.westworks.org.uk>)

[www.southeastconsortium.org.uk](http://www.southeastconsortium.org.uk) (<https://www.southeastconsortium.org.uk>)

[www.advantagesouthwest.co.uk](http://www.advantagesouthwest.co.uk) (<https://www.advantagesouthwest.co.uk>)

EEM conducted this procurement exercise and have subsequently awarded and entered in framework agreements with suppliers for the provision of printing, fulfilment, mailing & hybrid mail services.

The Framework was tendered and awarded based on the following lots:

Lot 1 - Printing, Fulfilment and Mailing

Lot 2 - Hybrid Mail

Contracting Authorities who requires a single service provider to manage the service can compliantly procure a single supplier via EEM0025. Contracting Authorities can use either a Direct Selection or via Mini Competition to appoint a service provider from the Framework.

### **II.1.6) Information about lots**

This contract is divided into lots: Yes

### **II.1.7) Total value of the procurement (excluding VAT)**

Value excluding VAT: £5,000,000

## **II.2) Description**

### **II.2.1) Title**

Printing, Fulfilment and Mailing

Lot No

1

### **II.2.2) Additional CPV code(s)**

- 79800000 - Printing and related services

### **II.2.3) Place of performance**

NUTS codes

- UKC - North East (England)
- UKD - North West (England)
- UKE - Yorkshire and the Humber
- UKF - East Midlands (England)
- UKG - West Midlands (England)
- UKH - East of England

- UKI - London
- UKJ - South East (England)
- UKK - South West (England)
- UKL - Wales

#### **II.2.4) Description of the procurement**

EEM have tendered this exercise to procure a Print Management Services Framework to replace our existing Framework. The Framework will provide EEM Members with a provision for their printing, fulfilment, mailing and hybrid mail solution, including but not limited to, full printing services, fulfilment and storage, and mail sorting and postage.

The framework has been procured by Efficiency East Midlands Ltd (EEM) on behalf of their members and the other organisations described in Section VI.3) as being authorised users. The call-off contracts to be awarded pursuant to the framework agreements to be entered at conclusion of the procurement exercise may extend for a duration of up to 2 years beyond expiry of the 4-year framework term. The estimated lot value as described in II.2.6) takes into account the full framework term, the possibility that the EEM membership may grow over the framework lifetime.

#### **II.2.5) Award criteria**

Quality criterion - Name: Quality / Weighting: 40

Quality criterion - Name: Minimum Competence / Weighting: Pass/Fail

Cost criterion - Name: Main Pricing / Weighting: 20

Cost criterion - Name: Scenario Pricing / Weighting: 30

Cost criterion - Name: Additional Pricing / Weighting: 10

#### **II.2.11) Information about options**

Options: No

## **II.2) Description**

### **II.2.1) Title**

Hybrid Mail

Lot No

2

### **II.2.2) Additional CPV code(s)**

- 79824000 - Printing and distribution services

### **II.2.3) Place of performance**

NUTS codes

- UKC - North East (England)
- UKD - North West (England)
- UKE - Yorkshire and the Humber
- UKF - East Midlands (England)
- UKG - West Midlands (England)
- UKH - East of England
- UKI - London
- UKJ - South East (England)
- UKK - South West (England)
- UKL - Wales

### **II.2.4) Description of the procurement**

EEM have tendered this exercise to procure a Print Management Services Framework to replace our existing Framework. The Framework will provide EEM Members with a provision for their printing, fulfilment, mailing and hybrid mail solution, including but not limited to, full printing services, fulfilment and storage, and mail sorting and postage.

The framework has been procured by Efficiency East Midlands Ltd (EEM) on behalf

of their members and the other organisations described in Section VI.3) as being authorised users. The call-off contracts to be awarded pursuant to the framework agreements to be entered at conclusion of the procurement exercise may extend for a duration of up to 2 years beyond expiry of the 4-year framework term. The estimated lot value as described in II.2.6) takes into account the full framework term, the possibility that the EEM membership may grow over the framework lifetime.

#### **II.2.5) Award criteria**

Quality criterion - Name: Method Statement / Weighting: 40

Quality criterion - Name: Minimum Competence / Weighting: Pass/Fail

Cost criterion - Name: Main Pricing / Weighting: 20

Cost criterion - Name: Scenario Pricing / Weighting: 30

Cost criterion - Name: Additional Pricing / Weighting: 10

#### **II.2.11) Information about options**

Options: No

---

## **Section IV. Procedure**

### **IV.1) Description**

#### **IV.1.1) Type of procedure**

Open procedure

#### **IV.1.3) Information about a framework agreement or a dynamic purchasing system**

The procurement involves the establishment of a framework agreement

#### **IV.1.8) Information about the Government Procurement Agreement (GPA)**

The procurement is covered by the Government Procurement Agreement: No

### **IV.2) Administrative information**

#### **IV.2.1) Previous publication concerning this procedure**

Notice number: [2021/S 000-019023](#)

---

## **Section V. Award of contract**

### **Lot No**

1

### **Title**

Printing. Fulfilment and Mailing

A contract/lot is awarded: Yes

### **V.2) Award of contract**

#### **V.2.1) Date of conclusion of the contract**

5 January 2022

#### **V.2.2) Information about tenders**

Number of tenders received: 9

Number of tenders received by electronic means: 9

The contract has been awarded to a group of economic operators: Yes

**V.2.3) Name and address of the contractor**

Adare SEC Ltd

Leicester

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

Yes

**V.2.3) Name and address of the contractor**

GPS Document Management

Bath

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

Yes

**V.2.3) Name and address of the contractor**

PSL Print Management Ltd

Preston

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

Yes

**V.2.3) Name and address of the contractor**

Latcham Direct Ltd

Bristol

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

Yes

**V.2.3) Name and address of the contractor**

Continuous Data Print UK Ltd

Liverpool

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

Yes

**V.2.3) Name and address of the contractor**

Paragon Group UK Ltd

London

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

Yes

**V.2.4) Information on value of contract/lot (excluding VAT)**

Total value of the contract/lot: £2,500,000

---

**Section V. Award of contract**

**Lot No**

2

**Title**

Hybrid Mail

A contract/lot is awarded: Yes

**V.2) Award of contract**

**V.2.1) Date of conclusion of the contract**

5 January 2022

**V.2.2) Information about tenders**

Number of tenders received: 9

Number of tenders received from SMEs: 9

Number of tenders received by electronic means: 9

The contract has been awarded to a group of economic operators: Yes

**V.2.3) Name and address of the contractor**

GPS Document Management

Bath

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

Yes

**V.2.3) Name and address of the contractor**

PSL Print Management Ltd

Preston

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

Yes

**V.2.3) Name and address of the contractor**

Adare SEC Ltd

Leicester

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

Yes

**V.2.3) Name and address of the contractor**

Financial Data Management Plc

London

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

Yes

**V.2.3) Name and address of the contractor**

Forth Communication

Bagnor

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

Yes

### **V.2.3) Name and address of the contractor**

Latcham Direct Ltd

Bristol

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

Yes

### **V.2.4) Information on value of contract/lot (excluding VAT)**

Total value of the contract/lot: £2,500,000

---

## Section VI. Complementary information

### VI.3) Additional information

The call-off contracts to be awarded pursuant to the framework agreements to be entered at conclusion of the procurement exercise may extend for a duration of up to 5 years beyond expiry of the 4-year framework term. Please note that the total potential value of GBP stated within this notice is in relation to the full 4-year framework and takes into consideration the lot structure, length of call-off contracts and that the EEM membership may grow over the framework lifetime.

This framework has been procured by Efficiency East Midlands Ltd (EEM Ltd) on behalf of their members and the other organisations described below as being authorised users. The following contracting authorities will be entitled to agree and award contracts under this framework agreement as authorised users:

- 1) Any Member of EEM which for the avoidance of doubt currently includes 3 partner consortia - Westworks([www.westworks.org.uk](http://www.westworks.org.uk) (<https://www.westworks.org.uk>)), Advantage South West ([www.advantagesouthwest.co.uk](http://www.advantagesouthwest.co.uk) (<https://www.advantagesouthwest.co.uk>)) and South East Consortium ([www.southeastconsortium.org.uk](http://www.southeastconsortium.org.uk) (<https://www.southeastconsortium.org.uk>)). A full list of current members is available at [www.eem.org.uk](http://www.eem.org.uk) (<https://www.eem.org.uk>)
- 2) Any future member of EEM or our partner consortia and in all cases being an organisation which has applied to join EEM or our partner consortia in accordance with the applicable constitutional documents:
- 3) An EEM participant being an organisation which is neither a current or EEM

member (as defined at 1 above) nor a future member of EEM (as defined at 2 above) based within England and Wales which owns and/ or maintains/manages housing stock in one or more geographic area in which it operates and/or is an NHS Trust (which includes acute trusts, mental health trusts, care service trusts and ambulance trusts) or an organisation, police authority, fire authority, ambulance trust, university, higher/further education college, school or academy or other public sector organisation.

Further details regarding the authorised users of this framework can be found within the tender documents.

#### **VI.4) Procedures for review**

##### **VI.4.1) Review body**

Royal Courts of Justice

The Strand

London

WC2A 2LL

Country

United Kingdom

##### **VI.4.2) Body responsible for mediation procedures**

Royal Courts of Justice

The Strand

London

WC2A 2LL

Country

United Kingdom

**VI.4.4) Service from which information about the review procedure may be obtained**

The Cabinet Office

Correspondence Team, Cabinet Office, Whitehall

London

SW1A 2AS

Country

United Kingdom