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Tender

TD2317 - Management of Derby City Council Leisure Centres

Derby City Council

UK4: Tender notice - Procurement Act 2023 - [view information about notice types](#)

Notice identifier: 2026/S 000-002024

Procurement identifier (OCID): ocds-h6vhtk-059b61 ([view related notices](#))

Published 9 January 2026, 4:23pm

Scope

Reference

TD2137 / DN800111

Description

The Authority is undertaking a Procurement for the "Management of Derby City Council Leisure Centres"

The Scope of the Contract will include the management of:

- Derby Arena (including Café 42)
- Springwood Leisure Centre

This procurement is not divided into Lots. The Council does not consider that subdivision into lots would be appropriate, as this could risk tendering the execution of the Contract excessively technically difficult or expensive, and the need to coordinate different operators for the lots could seriously risk undermining the proper performance of the

Contract and achievement of the Services' outcomes.

The objective of the procurement will be to secure the most advantageous tender considering the Authority's strategic outcomes whilst maximising the payment to the Authority.

In undertaking this procurement, the Authority wishes to achieve the following outcomes:

- Establish a long-term partnership with an experienced operator
- Financial stability for the Centres through reduced costs and increased income due to a more commercial approach
- Capital investment by the Operator for backlog maintenance and future works at the facilities
- Planned and funded lifecycle investment, given age of facilities and future requirements
- Increased participation of the Centres
- Increased participation by those residents who are normally less likely to use a leisure centre
- Promotion of improved wellbeing for residents
- Positive impact on reducing physical activity and health inequality in the City
- Maximise Derby Arena's primary focus as a regional, national, and international, sports venue that supports the City's sporting aspirations.

It is anticipated that the Contract will commence in April 2027.

The estimated value of the contract over the maximum 20 year term is between £82m-£98.4m. This has been calculated based on the total turnover estimated to be generated by the Operator at the Leisure Centres over the maximum 20 year term.

Total value (estimated)

- £82,000,000 excluding VAT
- £98,400,000 including VAT

Above the relevant threshold

Contract dates (estimated)

- 1 April 2027 to 31 March 2037
- 10 years

Options

The right to additional purchases while the contract is valid.

1 x 4-year extension

2 x 3-year extensions

The extensions may not be in this particular order but will be 10 years overall. The full term of the contract including extensions will be 20 years.

Main procurement category

Services

CPV classifications

- 92610000 - Sports facilities operation services

Contract locations

- UKF11 - Derby
-

Participation

Technical ability conditions of participation

Set out in ITT Part One - Process Overview document.

Submission

Enquiry deadline

30 January 2026, 11:59pm

Submission type

Requests to participate

Deadline for requests to participate

13 February 2026, 12:00pm

Submission address and any special instructions

Documents are available at www.eastmidstenders.org

Please search for TD2317

Please note: we will only accept expressions of interest through the e-tendering system.

Tenders may be submitted electronically

Yes

Languages that may be used for submission

English

Award decision date (estimated)

30 November 2026

Award criteria

Name	Type	Weighting
Price	Price	60%
Quality	Quality	40%

Other information

Payment terms

Set out in Part Three - Specification

Description of risks to contract performance

Set out in Part Three - Specification

Applicable trade agreements

- Government Procurement Agreement (GPA)

Conflicts assessment prepared/revised

Yes

Procedure

Procedure type

Competitive flexible procedure

Special regime

Light touch

Competitive flexible procedure description

Stage 1: Invitation to Participate

The Council will publish a Procurement Notice and issue the Invitation to Tender (ITT) at the commencement of the procurement. The ITT applies to all stages of the Competitive Flexible Procedure and sets out the structure, requirements and rules for each stage. The ITT remains in force throughout the procedure, subject to any refinements or updated documents issued by the Council. The Council does not intend to re-issue the ITT at each stage.

In Stage 1, suppliers will be required to complete a response to the Procurement Specific Questionnaire (PSQ). Responses to the PSQ will be assessed against the stated conditions of participation as detailed in the ITT Part One - Process Overview and associated assessment methodology. The Council intends to limit the number of

participating suppliers invited to submit an Initial Tender at Stage 2 to a maximum of four (4) suppliers.

Stage 2 - Invitation to Submit Initial Tender

In Stage 2, Suppliers will be invited to submit Initial Tenders. Initial Tenders will be evaluated against the award criteria set out in the ITT. Following evaluation, the Council will invite a maximum of three (3) suppliers to participate in Stage 3.

The Council is interested in exploring the possibility of adopting an agency model for the delivery of the Services at the Leisure Centres. Those suppliers which are shortlisted at Stage 2 will be invited to submit a non-mandatory variant tender (which would only be permitted in addition to the submission of each supplier's standard tender) to enable the Council to consider the potential benefits of an agency model further. The Council reserves the right not to progress with its exploration of an agency model and to cease its consideration of variant tenders at any time during the Procurement process.

Stage 3 - Invitation to Participate in Negotiation

Suppliers invited to Stage 3 will be required to participate in structured negotiations with the aim of exploring their proposals for the Services further.

Stage 4 - Invitation to Submit Final Tenders (ISFT)

In Stage 4, suppliers will be invited to submit final tenders. The Council will seek to award the Contract to the supplier which submits the most advantageous tender. This could be on the basis of a standard tender or variant tender (see ITT for details).

Progression between stages will be managed through formal invitations issued via the E-Procurement System. Each invitation will confirm the stage, documents in force, submission requirements and timetable. Progression is not automatic.

Further Details on the assessment criteria and shortlisting arrangements can be found in Part One - Process Overview of the tender pack.

Documents are available at www.eastmidstenders.org

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Contracting authority

Derby City Council

- Public Procurement Organisation Number: PQVM-1383-ZBXP

The Council House - Corporation Street

Derby

DE1 2FS

United Kingdom

Email: procurement@derby.gov.uk

Website: <https://www.derby.gov.uk/>

Region: UKF11 - Derby

Organisation type: Public authority - sub-central government

Other organisation

These organisations are carrying out the procurement, or part of it, on behalf of the contracting authorities.

MAX ASSOCIATES (HOLDINGS) LIMITED

Summary of their role in this procurement: Consultancy specialising in public sector sports, leisure, and cultural services

- Companies House: 07809606
- Public Procurement Organisation Number: PWLJ-6612-XBTD

6th Floor Capital Tower

London

SE1 8RT

United Kingdom

Email: kirsty@max-associates.com

Website: <http://www.max-associates.com>

Region: UKI45 - Lambeth

Contact organisation

Contact Derby City Council for any enquiries.