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Planning

Oracle Fusion Cloud

Cornwall Council

UK2: Preliminary market engagement notice - Procurement Act 2023 - [view information about notice types](#)

Notice identifier: 2026/S 000-002084

Procurement identifier (OCID): ocds-h6vhtk-060353

Published 11 January 2026, 10:01pm

Scope

Description

INTRODUCTION

Cornwall Council is planning to undertake preliminary market engagement to ensure we are receiving best value regarding our Oracle Fusion platform.

Since transitioning to Oracle Fusion in 2020, we have not yet realised the full return on our cloud investment; therefore, we intend to continue with Oracle Fusion in order to fully realise the value of our investment.

As part of developing our plans to meet this requirement we are issuing this Request for Information (RFI).

This RFI is looking to confirm that we are receiving the best value from our licensing agreement for HCM, ERP and EPM modules and additionally gain a greater understanding of the market's abilities.

This RFI will allow the Council to review supplier responses and use the provided information and insights in future decision making for the Council's strategic Oracle Fusion requirements.

It is intended that the responses supplied will enable the Council to develop a business proposal. Any such proposal would be subject to the development and approval of a business case, and, as such, this exercise implies no commercial commitment. This is not a formal tender document.

Participation of this early market engagement will not prejudice suppliers participating in any potential future procurement.

Suppliers are invited to submit a response to this RFI. Please provide your response by 15:00 on 4 February 2026. Responses should be submitted via email addressed to: Alex.Kirk@cornwall.gov.uk

The Council may hold virtual meetings via Microsoft Teams with suppliers that respond to the RFI. These meetings will be to discuss the suppliers' RFI responses in further detail. The Council will decide whether to host these meetings once the RFI responses have been received and reviewed, also communicating the decision with participating suppliers at that time.

CURRENT SERVICE OVERVIEW

Oracle Fusion is one of Cornwall Council's core strategic IT platforms and a cornerstone system to several of our key strategic and operational functions within the Council. These include:

Human Resources:

- Payroll – supporting 35,000 individual staff across 31 employers, including volunteers, electoral workers, contingent workers, councillors and non-core personnel.
- Core HR – Employee records, goal planning, performance management, career development.
- Absence & leave management – sickness, leave and other absences
- Time & Labour – enabling the entry and approval of overtime and other payments through self-service
- Recruitment – via Oracle Recruitment cloud
- Compensation – facilitates automation of compensation such as grade ladders, additional payments and the annual Pension Increase

Finance & Procurement:

- EPM Accounting & budgeting – general ledger, financial reporting and compliance
- Expenses & Invoice Processing – Automated invoice handling and expense claims redirected through payroll
- Procurement & Purchasing – Purchase requisitions, orders, supplier portal and self-service procurement
- Receivables – raising sales invoices and management of the Council's sundry debt.
- Cash Management – bank statement reconciliation.

The above details of the services the Council currently provides using the Oracle Fusion platform also acts as a summary of the Council's contract requirements. The estimated licencing volumes can be found in a separate file that can be provided upon request (email Alex.Kirk@cornwall.gov.uk). Once received, please use the licence volumes to provide the indicative costs for the related RFI question.

Total value (estimated)

- £6,100,000 excluding VAT
- £7,320,000 including VAT

Above the relevant threshold

Contract dates (estimated)

- 1 December 2027 to 30 November 2032
- Possible extension to 30 November 2037
- 10 years

Main procurement category

Goods

CPV classifications

- 48000000 - Software package and information systems

Contract locations

- UKK3 - Cornwall and Isles of Scilly

Engagement

Engagement deadline

4 February 2026

Engagement process description

ROUTE TO MARKET

Cornwall Council currently procure their Oracle Fusion platform direct from Oracle. The contract ends in November 2027, so we are coming to the market to ensure we have a continued licensing agreement to allow us to seamlessly continue supporting the business needs of the Council after that date.

Cornwall Council has not yet determined its preferred procurement route. Preliminary market engagement is being used to help inform this decision. At this stage, the Council is not committed to either a competitive tender process or a direct award. All transparency notices, and any tender notices where applicable, will be published on the Central Digital Platform via the Find a Tender Service.

RFI QUESTIONS AND INDICATIVE PRICING

1. Please provide an estimated cost for the ongoing annual licencing of the Oracle software and any related services.

2. Please confirm that you can provide the required modules of Oracle Fusion as detailed within the RFI.
3. Please detail your service level agreement and provide an example copy as part of your response.
4. Please explain what flexibility you can provide on licensing volumes and types within the length of the contact.
5. Please confirm what additional capabilities you can provide around software asset management above those already provided by Oracle.
6. What level of service do you provide around product roadmap visibility and client specific adoption.
7. What support do you provide towards support and maintenance, adopting and testing of existing and new modules.
8. If the Council chooses to run a competitive tender, which route to market would you advise we take (Framework, DPS, CDP, etc.)

Please email Alex.Kirk@cornwall.gov.uk for a PDF file that provides the licence volumes to be used for providing indicative pricing.

Submission

Publication date of tender notice (estimated)

1 June 2026

Contracting authority

Cornwall Council

- Public Procurement Organisation Number: PYRH-9827-DWLP

County Hall

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United Kingdom

Contact name: Mr Alex Kirk

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Website: <http://www.cornwall.gov.uk>

Region: UKK30 - Cornwall and Isles of Scilly

Organisation type: Public authority - sub-central government