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Planning

YPO - 001223 - ICT Managed Service & Digital Transformation Solutions

The Association of North East Councils Limited
Yorkshire Purchasing Organisation

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

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Scope

Reference

001223

Description

This notice is to advise that preliminary market engagement commenced prior to the Procurement Act 2023 (in January 2025) and is aiming to be completed by COP 13th February 2026. Suppliers who are interested in this proposed Procurement may email the ICT Procurement Team to ask any questions or clarifications on the contact details within this notice, prior to the deadline noted within Stage 3 of this PME Notice.

Scope:

YPO is looking to establish a solution for the delivery and supply of ICT managed services and digital transformation solutions, which promotes strategic, long-term partnerships between providers and contracting authorities enabling digital transformation solutions within the IT, document management and print remit.

This may be for a new solution, or upgrade of an existing solution, with a view to enabling full end-to-end management of the contracting authority's digital IT solution.

The purpose of the proposed procurement solution is to enable a route to market whereby a contracting authority can align with a strategic provider who will collaborate with the contracting authority throughout their digital IT transformation project, no matter the size of the requirement, or length of the journey, to successfully achieve the desired outcomes to transform/streamline business processes and efficiencies. This may be for single solutions, or end-to-end management.

Background Information:

The proposed procurement opportunity is a brand-new offering to YPO which has been developed due to;

- Previous collaborative Framework agreements terminating and leaving YPO with no alternative route
- The expiration of a YPO Framework (ICT Managed Service)
- Market research which shows a gap in the market for an all-encompassing ICT managed service and digital transformation route to market
- Customer engagement showing the demand for such a route
- YPO's internal contracts expiring in the near future, with a requirement to reprocure which we would aim to be via this proposed procurement route

Stage 1 – Initial, Early Engagement:

From January 2025, YPO has engaged with suppliers regarding an upcoming tender opportunity for proposed procurement solution. Market engagement commenced prior to the Procurement Act 2023. Due to the reasoning provided in the bullet points above, YPO had already established an anticipated Scope of Requirements and proposed procurement structure, which has strengthened, but not changed from the original scope set out.

Due to research showing the size of the market and expanse of digital ICT solutions, Stage 1 of pre-engagement focussed initially on meeting with suppliers whereby we

already had an existing relationship with, either via expired, or current Framework Agreements within the ICT Category. The suppliers outlined within this first stage of PME have not been placed at an advantage as YPO have not limited engagement to these suppliers only, this was just a starting point to commence engagement.

Stage 2 – Additional Market Research:

Stage 2 of engagement included undertaking market research via sources such as Contracts Finder and Oxygen Finance, to understand customer spend and requirements further, as well as identify and engage with any Suppliers in which we had not captured via the first stage noted above.

Research Utilised;

- Contracts Finder
- Find a Tender
- Oxygen Finance
- Current and expired Framework Agreement suppliers
- YPO internal procurement suppliers
- Industry events
- Stakeholder engagement sessions
- SWOT analysis of the solution, public sector landscape and market

YPO have also engaged with internal and external stakeholders who also have an interest in using this proposed procurement solution to understand any additional suppliers or requirements, to ensure all elements have been fully captured.

Other means this proposed solution has been advertised:

- through the YPO Technology Frameworks page (IT Managed Services & Digital Transformation Solutions | YPO) which shows the opportunity to be coming soon and how to contact the buyer to discuss further
- at industry events such as YPO Supplier summit, BETT, Procurex and DigiGov in which ICT Category members attended, scoped out suppliers and were on the stand
- discussed at SPG and customer engagement sessions

All discussions have focussed on the same agenda areas (detailed below).

The purpose of engagement was to ensure that the proposed specification and routes to market contains fair, achievable requirements for both SME's and larger organisations, which are in line with the market and customer buying trends. The aim of pre-engagement sessions was to improve on previous Framework offerings and discuss the following:

- Any potential new products and opportunities for innovation (such as AI)
- Development of YPO T&Cs to ensure suitability for both the market and Contracting Authorities
- Relevant insurance requirements
- Relevant legislative requirements, quality standards and industry practices
- Social value requirements relevant within the market
- YPO's approach to the proposed procurement route and customer buying trends and how customers buy, i.e. further competition and direct award which will now be known as competitive selection procedures and award without competition
- Supplier pricing models and mechanisms
- Appropriate procedure, Conditions of Participation and Mandatory Requirements which are relevant and achievable for both SME's as well as larger enterprises and meets customer requirements and expectations

Outcomes as of 14/01/2026:

- Specification development ensuring that the proposed structure is suitable, future proofed and captures innovation including any new and emerging technologies which may arise within the next 4 years.
- Development of lot structure and ensuring the products/services within are relevant and achievable for both SME's and larger enterprises as well as meeting customer requirements and expectations.
- Drafting of the proposed T&Cs ensuring suitability for the products/services which may be purchased within this proposed procurement solution
- Setting the appropriate insurance levels which are in line with the products/services which may be purchased within this proposed procurement solution, ensuring they are achievable for both SMEs and larger enterprises.

- Setting the appropriate legislative requirements, quality standards and industry practices ensuring they are in line with what may be purchased within this proposed procurement solution and ensuring they are achievable for both SME's and larger enterprises.
- Setting achievable and relevant social value KPIs aligned to YPO's new social value proxy initiative ensuring they are achievable for SME's as well as larger enterprises.
- Developing Call-off mechanisms for customers utilising the proposed procurement solution.
- Developing a suitable cost evaluation mechanism for the proposed procurement solution.
- Designed an appropriate procedure, Conditions of Participation and Mandatory Requirements which are relevant and achievable for both SME's as well as larger enterprises and meets customer requirements and expectations.

Commercial tool

Establishes a framework

Total value (estimated)

- £500,000,000 excluding VAT
- £600,000,000 including VAT

Above the relevant threshold

Contract dates (estimated)

- 14 September 2026 to 13 September 2030
- 4 years

Main procurement category

Services

CPV classifications

- 72000000 - IT services: consulting, software development, Internet and support
- 50312110 - Maintenance of mainframe computers
- 30131000 - Mailroom equipment
- 79999000 - Scanning and invoicing services
- 48000000 - Software package and information systems
- 50312310 - Maintenance of data network equipment
- 30000000 - Office and computing machinery, equipment and supplies except furniture and software packages
- 30200000 - Computer equipment and supplies
- 32424000 - Network infrastructure
- 32500000 - Telecommunications equipment and supplies
- 72317000 - Data storage services
- 32524000 - Telecommunications system
- 48780000 - System, storage and content management software package
- 48216000 - Network connectivity terminal emulation software package
- 48311100 - Document management system
- 48710000 - Backup or recovery software package
- 48730000 - Security software package
- 48731000 - File security software package
- 48732000 - Data security software package

- 48983000 - Development software package
- 50000000 - Repair and maintenance services
- 50312000 - Maintenance and repair of computer equipment
- 50312300 - Maintenance and repair of data network equipment
- 50312610 - Maintenance of information technology equipment
- 50323000 - Maintenance and repair of computer peripherals
- 50332000 - Telecommunications-infrastructure maintenance services
- 50334110 - Telephone network maintenance services
- 72253000 - Helpdesk and support services
- 50334400 - Communications system maintenance services
- 50610000 - Repair and maintenance services of security equipment
- 51300000 - Installation services of communications equipment
- 63121000 - Storage and retrieval services
- 63121100 - Storage services
- 64200000 - Telecommunications services
- 72120000 - Hardware disaster-recovery consultancy services
- 72212216 - Network connectivity terminal emulation software development services
- 72212311 - Document management software development services
- 72212331 - Project management software development services
- 72212451 - Enterprise resource planning software development services
- 72212511 - Desktop communications software development services
- 72212710 - Backup or recovery software development services
- 72212731 - File security software development services

- 48311000 - Document management software package
- 63120000 - Storage and warehousing services
- 72212780 - System, storage and content management software development services
- 72212782 - Storage management software development services
- 72212983 - Development software development services
- 72263000 - Software implementation services
- 72267000 - Software maintenance and repair services
- 72315000 - Data network management and support services
- 72400000 - Internet services
- 48451000 - Enterprise resource planning software package
- 72511000 - Network management software services
- 72512000 - Document management services
- 79212000 - Auditing services
- 79420000 - Management-related services
- 79996100 - Records management
- 79400000 - Business and management consultancy and related services
- 72322000 - Data management services
- 79131000 - Documentation services
- 63524000 - Transport document preparation services
- 72212310 - Document creation software development services
- 79999100 - Scanning services
- 79571000 - Mailing services
- 92512000 - Archive services

- 32570000 - Communications equipment
- 32581000 - Data-communications equipment
- 64000000 - Postal and telecommunications services
- 30197630 - Printing paper
- 30197643 - Photocopier paper
- 32412100 - Telecommunications network
- 72513000 - Office automation services
- 48920000 - Office automation software package
- 79810000 - Printing services
- 30199700 - Printed stationery except forms
- 79811000 - Digital printing services
- 79800000 - Printing and related services
- 79823000 - Printing and delivery services
- 22100000 - Printed books, brochures and leaflets
- 22822000 - Business forms
- 30199710 - Printed envelopes
- 30192800 - Self-adhesive labels
- 34928470 - Signage
- 30192110 - Ink products
- 18222000 - Corporate clothing
- 79342200 - Promotional services
- 48824000 - Printer servers
- 30232110 - Laser printers

- 30232150 - Inkjet printers
- 30100000 - Office machinery, equipment and supplies except computers, printers and furniture
- 30133100 - Bulk-mailing equipment
- 30192113 - Ink cartridges
- 30125100 - Toner cartridges
- 22610000 - Printing ink
- 64121100 - Mail delivery services
- 48510000 - Communication software package
- 64216120 - Electronic mail services
- 30232130 - Colour graphics printers
- 79520000 - Reprographic services

Engagement

Engagement deadline

13 February 2026

Engagement process description

Stage 3 – PME Notice, T&Cs and Pre – Tenders Conference (Final Stage)

YPO is issuing this Prior Market Engagement (PME) Notice as the final step in its engagement process, ensuring all interested parties have had the opportunity to contribute and engage with YPO before the tender for the proposed procurement is released.

Within this final stage, YPO invites all interested parties to submit any questions or feedback relating to the proposed procurement, including any queries or observations on the suitability and clarity of the Terms and Conditions. Please note, any comments or feedback should focus on clarity, proportionality and practical application. Suggested drafting changes or alternative wordings may be noted for consideration.

In order to request visibility of the proposed T&Cs, please do so by emailing itservices@ypo.co.uk and the ICT Procurement Team will forward the relevant documents within 2 working days of the request.

The deadline to submit any questions relating to this proposed procurement solution, and any queries/suggested amendments to the Terms and Conditions is mid-day on 13th February 2026.

Pre – Tenders Conference

YPO anticipate on holding a pre-tender conference on Friday 13th February 2026 at 2pm – 4pm, to explain the scope of the proposed procurement solution as well as the competitive flexible procedure and consequent stages which YPO anticipate utilising to award the proposed procurement solution.

We strongly encourage suppliers to attend this conference, as the session will aim to cover:

- An introduction to YPO.
- Key updates introduced under the new Procurement Act 2023 and offer valuable insight into the revised processes, rules and requirements
- Details of the scope and specification of the proposed procurement
- Competitive flexible procedure
- Tender details such as selection and award criteria, tender weightings etc

Interested parties should email ITservices@ypo.co.uk should they wish to receive an invite to the pre-tender's conference with the contacts and email addresses of who would like to attend. YPO anticipate holding the pre-tenders conference online via Teams or a similar platform.

Please note that YPO reserve the right to cancel the conference if insufficient interest is received.

Contact Details:

Please contact itservices@ypo.co.uk for further information and updates on this proposed procurement before the deadline noted above.

YPO reserves the right to not commit to advertising this tender if we do so wish. Should YPO wish to proceed further a formal procurement process will be followed in accordance with YPO's contract procedure rules and in line with the Procurement Act 2023 as relevant. Please note that any information is being sought without prejudice and without commitment.

Participation

Particular suitability

- Small and medium-sized enterprises (SME)
- Voluntary, community and social enterprises (VCSE)

Submission

Publication date of tender notice (estimated)

20 February 2026

Contracting authorities

The Association of North East Councils Limited

- Public Procurement Organisation Number: PYVX-2132-JNMM

Northern Design Centre

Gateshead

NE8 3DF

United Kingdom

Contact name: THE ASSOCIATION OF NORTH EAST COUNCILS LIMITED

Email: open.support@nepo.org

Region: UKC22 - Tyneside

Organisation type: Public authority - sub-central government

Yorkshire Purchasing Organisation

- Public Procurement Organisation Number: PMRV-4748-MNJV

41 Industrial Park

Wakefield

WF2 0XE

United Kingdom

Contact name: Katie Beaumont

Email: itservices@ypo.co.uk

Region: UKE45 - Wakefield

Organisation type: Public authority - sub-central government

Contact organisation

Contact The Association of North East Councils Limited for any enquiries.