

Switched to direct award

The following lots have been switched to direct award after an [unsuccessful competitive tendering procedure](#):

- Lot 2. London Branch Campus

This is a published notice on the Find a Tender service: <https://www.find-tender.service.gov.uk/Notice/004469-2026>

Award

Strategic Partnership for London Branch Campus and International Pathway College (IPC) - Lot 2: London Branch Campus

Sheffield Hallam University

UK5: Transparency notice - Procurement Act 2023 - [view information about notice types](#)

Notice identifier: 2026/S 000-004469

Procurement identifier (OCID): ocds-h6vhtk-060910

Published 19 January 2026, 4:00pm

Scope

Reference

2425-10-SETL-CR

Description

Sheffield Hallam University (the University) is happy to present an opportunity for a strategic partner (the Partner) to collaborate with one of the UK's leading modern universities to manage and operate our new London campus.

This venture combines the University's reputation for applied learning and teaching, and outstanding student success, with the unmatched potential of a prime location in Brent Cross Town, an award-winning landmark regeneration project in North-West London.

The new London campus represents the University's ambition to extend our reach and influence, with a clear strategic agenda for sustained long term growth.

We are seeking a commercial partner to deliver a diverse range of courses at the London campus, designed to attract high numbers of students from UK and international markets. This partnership is critical to ensuring the operational and financial sustainability of the campus while meeting the needs of an increasingly dynamic and competitive higher education landscape.

The University offers a combination of reputation, expertise, and ambition to the partnership, and an ideal foundation to create a thriving educational hub in one of the world's most vibrant cities.

We will use this expertise and standing in the context of our Degree Awarding Powers to award high quality validated courses with long experience of strong recruitment, effective delivery, high student satisfaction and professional body accreditation; experience of working with public and private sector partners; and a robust Quality Assurance framework to ensure high standards and regulatory security.

We require a strong partner to maximise the opportunity forged by the prime location and market for a new University campus in London.

The University's London building is under construction and on-track for an anticipated opening date of September 2026.

The University's preferred approach is a model in which the Partner takes maximum responsibility for delivery, under the University's brand, and delivers Sheffield Hallam quality assured and validated courses to registered students, who will graduate with a Sheffield Hallam University degree.

The University is open to discussion around the most appropriate legal structure to support the delivery of the London campus. However, based on advice to date, the University has a preference for contractual joint venture or service delivery contract as the legal basis for the Partnership.

The Partner will be expected to maximise contribution from the campus, by successfully growing student income and designing efficient delivery within the context of the University's brand and quality expectations.

As part of the agreement, the University and the Partner will need to devise a financial operating model that will enable both parties to manage accountability and financial flows between parties in a transparent, effective and efficient manner, with clearly agreed responsibilities.

The taught portfolio for the London campus will consist of Sheffield Hallam University validated courses, agreed with the Partner, to meet the requirements of the market, and drive high volume of enrolment. The University has undertaken extensive research to identify and make ready an Undergraduate and Postgraduate portfolio, with existing strengths reflected in courses across Computing, Business, Finance, Accountancy, Psychology and Public Health, that are already validated and in delivery in Sheffield.

It is assumed that portfolio selection will be agreed in collaborative dialogue, based on an assessment of viability, feasibility and desirability as jointly assessed by the University and Partner. Governance will be established to manage such decisions, and the University will have final control over portfolio approval, including courses, entry requirements, tariffs and discounts, whilst also enabling agile development.

At the University, the student is at the heart of everything we do. The London campus must have a vibrant culture that fosters a sense of belonging and community among students, enhancing their experience. We are committed to cultivating an environment where all students are challenged, supported and encouraged to succeed during and after their time with us.

Contract award is estimated to be in Spring 2026, for a period of 10 years commencing with first student intake, with the option for an additional 5 years by mutual agreement.

Please note, the estimated contract value detailed in this notice is an estimate only and will depend on a number of factors including student numbers / growth and relative responsibilities and risks. The final value of the maximum length of the term may be above or below quotes figures.

Contract 1

Suppliers

Supplier not yet selected

Contract value

- £750,000,000 including VAT

Above the relevant threshold

Earliest date the contract will be signed

31 March 2026

Contract dates (estimated)

- 1 September 2026 to 31 August 2036
- Possible extension to 31 August 2041
- 15 years

Description of possible extension:

Either the University or the Partner may initiate a request to extend the term of the agreement for an additional period of up to five years, subject to mutual agreement and provided that any such extension is co-terminus with the relevant lease (or other occupational arrangements) in place at the time.

Main procurement category

Services

CPV classifications

- 80300000 - Higher education services

Contract locations

- UKI71 - Barnet

Other information

Conflicts assessment prepared/revised

Yes

Procedure

Procedure type

Direct award

Special regime

Light touch

Direct award justification

Switching to direct award

The competitive flexible procedure for this project did not result in the receipt of any tenders at the final stage. As provided for in section 43(1) the University has therefore switched to direct award, including suppliers who demonstrated strong interest during the flexible competitive process.

Having received no tenders through a procedure under section 19, the University does not consider an award under section 19 is possible in the circumstances.

Contracting authority

Sheffield Hallam University

- UK Register of Learning Providers (UKPRN number): 10005790
- Public Procurement Organisation Number: PVMW-4512-JZYY

City Campus

Sheffield

S1 1WB

United Kingdom

Email: strategicprocurement@shu.ac.uk

Website: <http://www.shu.ac.uk>

Region: UKE32 - Sheffield

Organisation type: Public authority - sub-central government