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Tender

## **2026 Development Agreement Opportunity**

London Borough of Southwark

F02: Contract notice

Notice identifier: 2025/S 000-006460

Procurement identifier (OCID): ocds-h6vhtk-04b5ba

Published 20 February 2025, 5:57pm

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

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

London Borough of Southwark

Southwark Council, 160 Tooley Street

London

SE1 2QH

#### **Contact**

Margaret Burrell

#### **Email**

[2026\\_da@southwark.gov.uk](mailto:2026_da@southwark.gov.uk)

#### **Country**

United Kingdom

#### **Region code**

UKI44 - Lewisham and Southwark

**Internet address(es)**

Main address

<http://www.southwark.gov.uk>

Buyer's address

<http://www.southwark.gov.uk>

**I.3) Communication**

The procurement documents are available for unrestricted and full direct access, free of charge, at

<https://procontract.due-north.com>

Additional information can be obtained from the above-mentioned address

Tenders or requests to participate must be submitted electronically via

<https://procontract.due-north.com>

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

Regional or local authority

**I.5) Main activity**

General public services

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## **Section II: Object**

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

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

2026 Development Agreement Opportunity

Reference number

DN747668

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

- 45000000 - Construction work

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

Works

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

The London Borough of Southwark ('the council') is seeking two development Partners ('Partner' or 'Partners') to fund, design, develop and undertake sales activity for two multi-site lots ('Lot A' and 'Lot B') within the Borough, via Development Agreements. The purpose is to work in partnership with the two Partners on the respective lots to deliver good quality and sustainable homes, with a key priority to maximise the numbers of affordable housing in each of the Lots. The sites forming the development programme are split across two Lots (with the Council appointing a different Partner for Lot A and Lot B each). Through the Development Agreements, the Council requires the two Partners to develop a package of sites in two distinct areas of the borough for each Lot, to deliver predominantly residential-led schemes with affordable housing and market housing (as well as potentially other buildings, structures and landscaping as required).

Details of the sites forming each of the Lots are detailed in the Descriptive Document. Applicants should note that a single pool of Pipeline Sites also falls within scope of the overall procurement. The Council reserves the right, at its sole discretion, to bring forward any or all of the Pipeline Sites in either Lot, and to offer those sites to the developer who has been successful in either Lot. There is a single pool of Pipeline Sites and Applicants should note that it remains at the Council's sole discretion to which (if any) of the Lots those Pipeline Sites may be offered. For the avoidance of doubt, there is no guarantee that any or all of the Pipeline Sites will be offered to either developer in either Lot A or Lot B during the course of the development programme. Where a developer is offered a Pipeline Site and the developer chooses to opt to include that Pipeline Site as part of the programme, the Pipeline Site will become subject to the terms of the Development

Agreement. Taking forward any of the “Pipeline Sites” will be subject to council decision-making processes which have not yet been completed. This includes taking account of the outcomes of any resident ballots.

The estimated duration of the contract is for a term of six (6) years, with an option to extend at the Council's sole discretion by a further period of 4 years (subject to obtaining Council approval to such extension), giving a total possible contract term of 10 years.

The total estimated possible value is as set out in II.1.5.

The estimated value of Lot A excluding any pipeline sites is £128,857,182 (GDV)

The estimated value of Lot B excluding any pipeline sites is £135,442,064 (GDV)

The estimated value of the optional pipelines sites is £391,606,372 (GDV)

#### **II.1.5) Estimated total value**

Value excluding VAT: £655,905,618

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

This contract is divided into lots: Yes

Tenders may be submitted for all lots

Maximum number of lots that may be awarded to one tenderer: 1

### **II.2) Description**

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

2026 Development Agreement Programme: Lot A

Lot No

A

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

- 45111100 - Demolition work
- 45111200 - Site preparation and clearance work
- 45111213 - Site-clearance work

- 45113000 - Siteworks
- 45211340 - Multi-dwelling buildings construction work
- 45211341 - Flats construction work
- 45211350 - Multi-functional buildings construction work
- 45211360 - Urban development construction work
- 70110000 - Development services of real estate
- 71247000 - Supervision of building work

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

NUTS codes

- UKI44 - Lewisham and Southwark

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

Lot A consists of four sites in the Peckham, Old Kent Road and Camberwell Green wards of the Borough for the Lot A Partner to fund, design, develop and undertake sales activity for via the Development Agreement.

Details of the sites forming each of the Lots are detailed in the Descriptive Document. Applicants should note that a single pool of Pipeline Sites also falls within scope of the overall procurement. The Council reserves the right, at its sole discretion, to bring forward any or all of the Pipeline Sites in either Lot, and to offer those sites to the developer who has been successful in either Lot. There is a single pool of Pipeline Sites and Applicants should note that it remains at the Council's sole discretion to which (if any) of the Lots those Pipeline Sites may be offered. For the avoidance of doubt, there is no guarantee that any or all of the Pipeline Sites will be offered to either developer in either Lot A or Lot B during the course of the development programme. Where a developer is offered a Pipeline Site and the developer chooses to opt to include that Pipeline Site as part of the programme, the Pipeline Site will become subject to the terms of the Development Agreement. Taking forward any of the "Pipeline Sites" will be subject to council decision-making processes which have not yet been completed. This includes taking account of the outcomes of any resident ballots.

The estimated value of Lot A excluding any pipeline sites is set out in II.2.6.

The estimated value of the optional pipelines sites is £391,606,372 (GDV)

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

Price is not the only award criterion and all criteria are stated only in the procurement documents

**II.2.6) Estimated value**

Value excluding VAT: £128,857,182

**II.2.7) Duration of the contract, framework agreement or dynamic purchasing system**

Duration in months

72

This contract is subject to renewal

No

**II.2.9) Information about the limits on the number of candidates to be invited**

Envisaged number of candidates: 3

Objective criteria for choosing the limited number of candidates:

As set out in the procurement documents

**II.2.10) Information about variants**

Variants will be accepted: No

**II.2.11) Information about options**

Options: Yes

Description of options

The estimated duration of the contract is for a term of six (6) years, with an option to extend at the Council's sole discretion by a further period of 4 years (subject to obtaining Council approval to such extension), giving a total possible contract term of 10 years.

**II.2.13) Information about European Union Funds**

The procurement is related to a project and/or programme financed by European Union funds: No

#### **II.2.14) Additional information**

The Council anticipates that it will shortlist the three highest scoring Applicants to participate in Dialogue. However, where the identity of the shortlisted Applicants across both Lots 1 and 2 are the same, the Council reserves the right at its sole discretion to shortlist the fourth highest scoring Applicant in each Lot.

### **II.2) Description**

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

2026 Development Agreement Programme: Lot B

Lot No

B

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

- 45111100 - Demolition work
- 45111200 - Site preparation and clearance work
- 45111213 - Site-clearance work
- 45113000 - Siteworks
- 45211340 - Multi-dwelling buildings construction work
- 45211341 - Flats construction work
- 45211350 - Multi-functional buildings construction work
- 45211360 - Urban development construction work
- 70110000 - Development services of real estate
- 71247000 - Supervision of building work

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

NUTS codes

- UKI44 - Lewisham and Southwark

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

Lot B consists of three sites in the Rotherhithe and North Bermondsey wards of the Borough for the Lot B Partner to fund, design, develop and undertake sales activity for via the Development Agreement.

Details of the sites forming each of the Lots are detailed in the Descriptive Document. Applicants should note that a single pool of Pipeline Sites also falls within scope of the overall procurement. The Council reserves the right, at its sole discretion, to bring forward any or all of the Pipeline Sites in either Lot, and to offer those sites to the developer who has been successful in either Lot. There is a single pool of Pipeline Sites and Applicants should note that it remains at the Council's sole discretion to which (if any) of the Lots those Pipeline Sites may be offered. For the avoidance of doubt, there is no guarantee that any or all of the Pipeline Sites will be offered to either developer in either Lot A or Lot B during the course of the development programme. Where a developer is offered a Pipeline Site and the developer chooses to opt to include that Pipeline Site as part of the programme, the Pipeline Site will become subject to the terms of the Development Agreement. Taking forward any of the "Pipeline Sites" will be subject to council decision-making processes which have not yet been completed. This includes taking account of the outcomes of any resident ballots.

The estimated value of Lot B excluding any pipeline sites is set out in II.2.6.

The estimated value of the optional pipelines sites is £391,606,372 (GDV)

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

Price is not the only award criterion and all criteria are stated only in the procurement documents

## **II.2.6) Estimated value**

Value excluding VAT: £135,442,064

## **II.2.7) Duration of the contract, framework agreement or dynamic purchasing system**

Duration in months

72

This contract is subject to renewal

No

## **II.2.9) Information about the limits on the number of candidates to be invited**



Envisaged number of candidates: 3

**II.2.10) Information about variants**

Variants will be accepted: No

**II.2.11) Information about options**

Options: Yes

Description of options

The estimated duration of the contract is for a term of six (6) years, with an option to extend at the Council's sole discretion by a further period of 4 years (subject to obtaining Council approval to such extension), giving a total possible contract term of 10 years.

**II.2.13) Information about European Union Funds**

The procurement is related to a project and/or programme financed by European Union funds: No

**II.2.14) Additional information**

The Council anticipates that it will shortlist the three highest scoring Applicants to participate in Dialogue. However, where the identity of the shortlisted Applicants across both Lots A and B are the same, the Council reserves the right at its sole discretion to shortlist the fourth highest scoring Applicant in each Lot.

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## **Section III. Legal, economic, financial and technical information**

### **III.1) Conditions for participation**

#### **III.1.1) Suitability to pursue the professional activity, including requirements relating to enrolment on professional or trade registers**

List and brief description of conditions

Selection criteria as stated in the tender documents

#### **III.1.2) Economic and financial standing**

Selection criteria as stated in the procurement documents

#### **III.1.3) Technical and professional ability**

Selection criteria as stated in the procurement documents

### **III.2) Conditions related to the contract**

#### **III.2.2) Contract performance conditions**

Under this contract, the developers and their supply chains will be required to actively participate in the achievement of social and/or other environmental policy objectives relating to recruitment and training and supply chain initiatives. Accordingly the contract performance conditions may relate in particular to social and environmental considerations.

#### **III.2.3) Information about staff responsible for the performance of the contract**

Obligation to indicate the names and professional qualifications of the staff assigned to performing the contract

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## **Section IV. Procedure**

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

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

Competitive dialogue

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

The procurement is covered by the Government Procurement Agreement: Yes

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

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

Notice number: [2024/S 000-036540](#)

#### **IV.2.2) Time limit for receipt of tenders or requests to participate**

Date

24 March 2025

Local time

2:00pm

#### **IV.2.4) Languages in which tenders or requests to participate may be submitted**

English

#### **IV.2.6) Minimum time frame during which the tenderer must maintain the tender**

Duration in months: 6 (from the date stated for receipt of tender)

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## **Section VI. Complementary information**

### **VI.1) Information about recurrence**

This is a recurrent procurement: No

### **VI.2) Information about electronic workflows**

Electronic ordering will be used

Electronic invoicing will be accepted

Electronic payment will be used

### **VI.3) Additional information**

The Council reserves the right not to award any contract pursuant to this procurement exercise and/or to abandon this procurement exercise at any time and/or to award a contract for part of the Works at its sole discretion. The Council shall have no liability whatsoever to any Applicant or Tenderer as a result of its exercise of that discretion. For the avoidance of doubt, all costs incurred by any Applicant and/or Tenderer before signature of any contract with the Council shall be incurred entirely at that Applicant's/tenderer's risk.

The Council is adopting the CCS Standard Selection Questionnaire for this procurement exercise and Applicants are required to submit a full response in accordance with the instructions set out in the Selection Questionnaire documents available on the Portal.

Applicants are able to apply for one or both Lots, but the maximum number of Lots that may be awarded to any individual Tenderer is one (1). The Council has set out the Lot allocation rules in the procurement documents, and Applicants must identify which Lots they are applying for as part of their response to the Selection Questionnaire.

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

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

High Court of England and Wales

London

Country

United Kingdom

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

High Court of England and Wales

London

Country

United Kingdom

**VI.4.3) Review procedure**

Precise information on deadline(s) for review procedures

The Council will observe a standstill period following the award of the contracts and will conduct itself in accordance with the Public Contracts Regulations 2015.

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

Cabinet Office

London

Country

United Kingdom