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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

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

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.

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

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)

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