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Tender

QUB/2742/25 Student Recruitment South Asia

Queen's University Belfast

F02: Contract notice

Notice identifier: 2025/S 000-006993

Procurement identifier (OCID): ocds-h6vhtk-02bcda

Published 21 February 2025, 4:23pm

Section I: Contracting authority

I.1) Name and addresses

Queen's University Belfast

Purchasing Office, University Road

Belfast

BT7 1NN

Contact

Jackie Glackin

Email

procurement@qub.ac.uk

Telephone

+44 2890973026

Fax

+44 2890971390

Country

United Kingdom

NUTS code

UKN06 - Belfast

Internet address(es)

Main address

<http://www.qub.ac.uk>

Buyer's address

<http://www.qub.ac.uk/po>

I.3) Communication

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

<https://www.in-tendhost.com/queensuniversitybelfast.aspx/Home>

Additional information can be obtained from the above-mentioned address

Tenders or requests to participate must be submitted electronically via

<https://www.in-tendhost.com/queensuniversitybelfast.aspx/Home>

Tenders or requests to participate must be submitted to the above-mentioned address

Electronic communication requires the use of tools and devices that are not generally available. Unrestricted and full direct access to these tools and devices is possible, free of charge, at

<https://www.in-tendhost.com/queensuniversitybelfast.aspx/Home>

I.4) Type of the contracting authority

Body governed by public law

I.5) Main activity

Education

Section II: Object

II.1) Scope of the procurement

II.1.1) Title

QUB/2742/25 Student Recruitment South Asia

Reference number

QUB/2742/25

II.1.2) Main CPV code

- 79600000 - Recruitment services

II.1.3) Type of contract

Services

II.1.4) Short description

In January 2025, the University announced its plans to become the first Russell Group University to open a campus in GIFT City, India. Queen's commitment over an initial five-year period cements Queen's position as a leading global university committed to fostering international collaborations. The University has a strong established presence in India and the existing team there also services surrounding countries including Bangladesh, Nepal and Sri Lanka, within the context of student recruitment primarily. The University is now inviting tenders from Economic Operators who can provide comprehensive services across the three service strands outlined below. For clarity, Economic Operators must demonstrate their ability to deliver all three service strands as part of an integrated solution. Strand 1: Delivery of International Student Recruitment outcomes (to UK campus) Strand 2: Delivery of Domestic Student Recruitment outcomes (to GIFT City campus) Strand 3: Implementation and

II.1.6) Information about lots

This contract is divided into lots: No

II.2) Description

II.2.2) Additional CPV code(s)

- 79600000 - Recruitment services

II.2.3) Place of performance

NUTS codes

- IN - India

II.2.4) Description of the procurement

In January 2025, the University announced its plans to become the first Russell Group University to open a campus in GIFT City, India. Queen's commitment over an initial five-year period cements Queen's position as a leading global university committed to fostering international collaborations. The University has a strong established presence in India and the existing team there also services surrounding countries including Bangladesh, Nepal and Sri Lanka, within the context of student recruitment primarily. For information, there are currently circa 800 students enrolled at Queen's from the markets outlined above, across all study levels. The University is now inviting tenders from Economic Operators who can provide comprehensive services across the three service strands outlined below. For clarity, Economic Operators must demonstrate their ability to deliver all three service strands as part of an integrated solution. Further information is provided in sections 3 -5 below.

Strand 1: Delivery of International Student Recruitment outcomes (to UK campus)

Strand 2: Delivery of Domestic Student Recruitment outcomes (to GIFT City campus)

Strand 3: Implementation and Management of Queen's Graduate Jobs India initiative

Queen's University Belfast is seeking to establish a long-term partnership contract management approach where there is a shared ambition to support the delivery of the University's broader South Asia strategy, with a focus on student recruitment outcomes. The successful supplier must be fully independent of, and not affiliated to, any local university or student recruitment agency. The University would like to engage with a supplier who can provide highly qualified and professional staffing solutions, tax, HR and financial services that are fully compliant with local regulations. The successful economic operator must have demonstrable experience of working with a Russell Group or comparable UK Higher Education institution, specifically within the context of international student recruitment, including comprehensive knowledge of the Higher Education sectors, both in the UK and India. The successful economic operator must also possess experience within the Indian market landscape, demonstrating an in-depth knowledge of its corporate and industrial sectors, with a well-established network across key stakeholders.

II.2.5) Award criteria

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

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

Duration in months

65

This contract is subject to renewal

Yes

Description of renewals

The contract will be subject to renewal in 59 months assuming all extension options have been exercised

II.2.10) Information about variants

Variants will be accepted: No

II.2.11) Information about options

Options: Yes

Description of options

The contract is for an initial period of 12 months with options to extend by up to a further 53 months

II.2.13) Information about European Union Funds

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

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

Please refer to tender documentation

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

Section IV. Procedure

IV.1) Description

IV.1.1) Type of procedure

Open procedure

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: [2021/S 000-013671](#)

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

Date

25 March 2025

Local time

4:00pm

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

English

IV.2.7) Conditions for opening of tenders

Date

25 March 2025

Local time

4:15pm

Place

Queen's University Belfast

Section VI. Complementary information

VI.1) Information about recurrence

This is a recurrent procurement: Yes

Estimated timing for further notices to be published: 59 months assuming all extension options have been exercised

VI.2) Information about electronic workflows

Electronic ordering will be used

Electronic invoicing will be accepted

Electronic payment will be used

VI.4) Procedures for review

VI.4.1) Review body

Queen's University Belfast

Belfast

Country

United Kingdom

VI.4.3) Review procedure

Precise information on deadline(s) for review procedures

This authority will incorporate a standstill period at the point information on the award of the contract is communicated to Tenderers. That notification will provide full information on the award decision. The standstill period, which will be for a minimum of 10 calendar days, provides time for unsuccessful tenderers to challenge the award decision before the contract is entered into. The Public Contract Regulations 2015 (SI 2015/102) provide for aggrieved parties who have been harmed or are at risk of harm by a breach of the rules to take action in the High Court (England, Wales and Northern Ireland).