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Tender

Strategic Partnership(s) for a Branch Campus in London and an International Pathway College (IPC) at Sheffield Campus

Sheffield Hallam University

UK4: Tender notice - Procurement Act 2023 - [view information about notice types](#)

Notice identifier: 2025/S 000-007279

Procurement identifier (OCID): ocds-h6vhtk-04e813

Published 26 February 2025, 12:37pm

Scope

Reference

2425-10-SETL-CR

Description

Lot 1 - International Pathway College (IPC) at the Sheffield Campus.

Sheffield Hallam University (the University) is pleased 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 an International Pathway College (IPC). This venture combines the University's reputation for applied learning and teaching, and outstanding support for student success.

We are looking for a commercial partnership that will enable us to deliver an IPC sustainably at scale, with the ability to create a consistently excellent student experience. This will be underpinned by effective organisation and management and result in excellent

outcomes for our students.

The scope will be (i) a defined set of mutually agreed Courses that will be developed for delivery through the partnership, and (ii) an operating model to support the Courses (e.g., engagement channels, support offer, systems, processes, data etc.)

The scope of the mutually agreed Courses will be a range of level 0, 4 and 6 equivalent provision which suitably prepare students for onward progression to higher level study. Partner expertise and advice will be sought on the optimum delivery model, portfolio and enrolment points to maximise recruitment.

We are seeking an experienced Partner, with a clear commitment to collaboration built on mutual trust and a shared commitment to student success. The Partnership is expected to run over a minimum period of 10 years, in part to comply with UKVI sponsor requirements.

Our recruitment aspiration for the IPC is to achieve an intake of c.500 new students to the IPC by year 5 (2030/31), with high levels of onward progression to university delivered courses throughout.

The International Pathway College will be integrated into the University's estate. Affinity and integration with the University community is key to supporting student retention and success and will enhance the student experience by allowing access to many of the resources, facilities and services distinctive to the University.

The University is open to discussion around the most appropriate legal structure to support the delivery of an IPC. 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 University expects to provide core infrastructure to support the delivery of the IPC with the Partner compensating the University for a proportion of costs incurred via a service fee (or equivalent) paid to the University. The sum of this fee is expected to reflect the scale and type of infrastructure and service provided by the University in support of delivery of the IPC, following negotiation with the Partner.

It is anticipated that the University will pay a progression fee/commission to the Partner following the successful transition of a student from the IPC on to a degree pathway, this is expected to be a one-off payment and in line with equivalent payments to other recruitment Partners.

The University has set a target to recruit c.500 new students per annum to the IPC by year 5 of operation. The Partner should be able to set a trajectory of growth toward this target volume, identifying anticipated volume of students across the IPC portfolio and

indicate expected progression to University-delivered courses.

Further detail is included in the full tender pack.

The requirement is for circa 500 new students per annum to the IPC by year 5 and in subsequent years, trajectory of growth towards this target volume in years 1 to 4.

Lot 2 - London Branch Campus.

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.

a summary of how those goods, services or works will be supplied,

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

Sheffield Hallam is leasing the 6 lower floors of the first commercial building, occupying circa 110,000 sq. ft, featuring a low-carbon hybrid timber and concrete structure. The university will have its own dedicated entrance, plus cycling and shower facilities to support sustainable transport options for staff and students.

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 University's preference is for the Partner to return to the University the lease costs for which the University is liable. The Partner would be responsible for the operation of the leased areas of the building. 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.

The University anticipates agreement that investment (including Capital Expenditure incurred or planned) and operational costs will be borne by the Partner, irrespective of the volume of student enrolment and income. Where income is not sufficient to cover costs, the Partner will remain liable for agreed expenditure. Conversely, while the University expects a fixed share of revenue, the Partner will benefit directly from increased revenue associated with strong performance.

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.

Further detail is included in the full tender pack.

Contract award estimated December 2025, for a period of 10 years commencing with first student intake with the option for an additional 5 years by mutual agreement. Launch into market early 2026 with first student in-take September 2026.

Direct and indirect services to support student flow proportionate to the available floorspace: Phase 1: 71,342sq ft of floor space available in academic year 2026/27. Phase 2: additional 39,396sq ft of floor space (110,738sq ft in total) is planned for academic year 2029/30.

Please note, the estimated contract value for each Lot detailed in this notice are 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.

Total value (estimated)

- £862,000,000 including VAT

Above the relevant threshold

Contract dates (estimated)

- 6 January 2026 to 5 January 2036
- Possible extension to 5 January 2041
- 15 years

Description of possible extension:

An option will be included to extend the contract for both lots by an additional 5 years immediately following the completion of the initial 10 year period. This extension will be activated by the mutual agreement of the University and the supplier.

Main procurement category

Services

CPV classifications

- 80300000 - Higher education services

Not the same for all lots

Contract locations are shown in Lot sections, because they are not the same for all lots.

Lot 1. International Pathway College (IPC) at the Sheffield Campus.

Description

Sheffield Hallam University (the University) is pleased 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 an International Pathway College (IPC). This venture combines the University's reputation for applied learning and teaching, and outstanding support for student success.

We are looking for a commercial partnership that will enable us to deliver an IPC sustainably at scale, with the ability to create a consistently excellent student experience. This will be underpinned by effective organisation and management and result in excellent outcomes for our students.

The scope will be (i) a defined set of mutually agreed Courses that will be developed for delivery through the partnership, and (ii) an operating model to support the Courses (e.g., engagement channels, support offer, systems, processes, data etc.)

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We are seeking an experienced Partner, with a clear commitment to collaboration built on mutual trust and a shared commitment to student success. The Partnership is expected to run over a minimum period of 10 years, in part to comply with UKVI sponsor requirements.

Our recruitment aspiration for the IPC is to achieve an intake of c.500 new students to the IPC by year 5 (2030/31), with high levels of onward progression to university delivered courses throughout.

The International Pathway College will be integrated into the University's estate. Affinity and integration with the University community is key to supporting student retention and success and will enhance the student experience by allowing access to many of the resources, facilities and services distinctive to the University.

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It is anticipated that the University will pay a progression fee/commission to the Partner following the successful transition of a student from the IPC on to a degree pathway, this is expected to be a one-off payment and in line with equivalent payments to other recruitment Partners.

The University has set a target to recruit c.500 new students per annum to the IPC by year 5 of operation. The Partner should be able to set a trajectory of growth toward this target volume, identifying anticipated volume of students across the IPC portfolio and indicate expected progression to University-delivered courses.

Further detail is included in the full tender pack.

The requirement is for circa 500 new students per annum to the IPC by year 5 and in subsequent years, trajectory of growth towards this target volume in years 1 to 4.

Lot value (estimated)

- £112,000,000 including VAT

Contract locations

- UKE32 - Sheffield

Same for all lots

CPV classifications and contract dates are shown in the Scope section, because they are the same for all lots.

Lot 2. London Branch Campus

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.

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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 University's preference is for the Partner to return to the University the lease costs for which the University is liable. The Partner would be responsible for the operation of the

leased areas of the building. 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.

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academic year 2029/30.

Lot value (estimated)

- £750,000,000 including VAT

Contract locations

- UKI71 - Barnet

Same for all lots

CPV classifications and contract dates are shown in the Scope section, because they are the same for all lots.

Participation

Legal and financial capacity conditions of participation

Lot 1. International Pathway College (IPC) at the Sheffield Campus.

Lot 2. London Branch Campus

- Financial capacity to perform the contract,
- Confirmation of holding, or willing to hold prior to award of contract, relevant insurances at the specified levels,

Technical ability conditions of participation

Lot 1. International Pathway College (IPC) at the Sheffield Campus.

Lot 2. London Branch Campus

- Confirmation of, or ability to obtain prior to contract award, the technical resources to ensure compliance with UK GDPR/Data Protection regulations,
- To demonstrate, to an acceptable standard, the relative technical capability and experience evidenced by examples of previous relevant contracts they have undertaken,
- An indication of any competing commitments which may impact on target delivery of the contract requirements.

Submission

Submission type

Requests to participate

Deadline for requests to participate

21 March 2025, 12:00pm

Submission address and any special instructions

<https://in-tendhost.co.uk/sheffieldhallamuniversity.aspx/ProjectManage/739>

Tenders may be submitted electronically

Yes

Languages that may be used for submission

English

Award decision date (estimated)

8 December 2025

Award criteria

Lot 1. International Pathway College (IPC) at the Sheffield Campus.

| Name | Description | Type |
|---------------------------------|-------------|---------|
| Commercial | 30%-50% | Price |
| Operating Model | 30%-50% | Quality |
| Mobilisation and deliverability | 10%-20% | Quality |

Weighting description

Commercial and Quality

Lot 2. London Branch Campus

| Name | Description | Type |
|---------------------------------|-------------|---------|
| Commerical | 30%-50% | Price |
| Operating model | 30%-50% | Quality |
| Mobilisation and deliverability | 10%-20% | Quality |

Weighting description

Commercial and Quality

Other information

Applicable trade agreements

- Government Procurement Agreement (GPA)
- Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP)

Conflicts assessment prepared/revised

Yes

Procedure

Procedure type

Competitive flexible procedure

Special regime

Light touch

Competitive flexible procedure description

This procurement will include multiple tendering rounds:

Round 1 - Conditions of Participation

Round 2 - Invitation to submit Initial Tender

Round 3 - Invitation to negotiate and dialogue, and Invitation to submit Final Tender

Round 4 - Notification of outcome and Contract negotiation/award

Suppliers may submit a tender for either or both available lots.

Any individual supplier may be awarded one or both lots.

Both lots may be awarded to the same supplier should any 1 supplier submit the most advantageous tender for both lots. Suppliers who are bidding for both lots, and who remain in the final stage of the tender for both lots, will be given the opportunity to submit a Commercial Efficiency bid (made at the same time as standard bids). This will allow for an improved commercial offer for each Lot should that supplier be successful in being awarded both lots. This Commercial Efficiency bid allows the supplier to account for any commercial efficiencies they can provide by securing both lots. There will be no opportunity to improve the quality aspects of the bid for either lot through the Commercial Efficiency bid. The details of how the Commercial Efficiency bid will be considered as part of the overall evaluation of tenders will be provided in the documentation supporting the subsequent stages of the procurement process.

All suppliers who pass the selection stage will be invited to a bidder clarification session to outline the Commercial Efficiency bid process in more detail, ensuring all suppliers understand the process in use to apply the above procedure.

It is anticipated that both lots will include negotiation. This will take place with all suppliers who remain in the process following evaluation of initial tenders and then again with the selected supplier for each lot at the final stage of the tender process.

The University will exercise its right to rely on regulation 24 of the Procurement Act 2023 and the provisions afforded by special regime (light touch) to refine award criteria as the tender progresses through its various stages. This will be within the parameters and ranges set out in this notice and will be confirmed with all suppliers remaining in the process before the relevant stage at which the criteria will be applied.

The University will not make a refinement which would result in award criteria that would, had the refinement been made earlier, have allowed one or more suppliers that did not progress beyond an earlier round or selection process to have done so.

The number of suppliers progressing past initial proposal/tender submission will be no more than 2 for each lot. The criteria for deciding the 2 for each lot will be those suppliers who submit the 2 most advantageous tenders combining both quality and commercial aspects, within the percentage ranges as outlined in this notice and as further detailed and specified in the request to submit initial tenders to be issued to those suppliers progressing beyond the initial requests to participate / conditions of participation stage.

In accordance with the provisions afforded by special regime (light touch), no minimum

number of suppliers is required at any stage of the tender.

Reduced tendering period

Yes

Light touch contract - no minimum

Justification for not publishing a preliminary market engagement notice

Preliminary market engagement was undertaken in advance of the start of the application of the Procurement Act 2023.

Preliminary Market Engagement was undertaken for an International Pathway College (IPC) partner and a Prior Information Notice ("PIN") was published on 14 September 2023.

The introductory information provided to Suppliers engaged in the Preliminary Market Engagement sessions is incorporated into the Specifications included in the opportunity Bid Pack.

Documents

Documents to be provided after the tender notice

Further commercially sensitive commercial data will be provided to all suppliers who progress past the selection (conditions of participation) stage. Suppliers will be asked to agree to and sign a non-disclosure agreement which will allow for access to a data room containing this additional information. Full details of the location of, and how to access the data room will be provided to the relevant suppliers by secure message through the University's tendering portal.

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

Contact name: Chris Rouse

Email: strategicprocurement@shu.ac.uk

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

Region: UKE32 - Sheffield

Organisation type: Public authority - sub-central government