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Tender

Commercial Waste Collection, Disposal and Recycling Services

Salisbury City Council

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

Notice identifier: 2026/S 000-008976

Procurement identifier (OCID): ocds-h6vhtk-05d26b ([view related notices](#))

Published 2 February 2026, 1:45pm

Scope

Reference

SCC27338

Description

Salisbury City Council (SCC) intends to establish a new Commercial Waste Collection, Disposal and Recycling Service covering the collection, transportation, processing, reuse/recycling and lawful disposal of commercial and municipal waste generated at Council-managed locations in Salisbury. It forms the principal operational standard and contract deliverable.

The new contract will consolidate several existing short-term arrangements currently delivered by external providers into a single, integrated service. This will enable greater service consistency, operational efficiency, value for money, and compliance with all relevant environmental legislation. The contract will play a key role in maintaining Salisbury's public spaces as clean, safe, and welcoming environments, supporting the Council's long-term sustainability and environmental objectives.

SCC is committed to maintaining high standards of cleanliness and environmental performance. The new contract will cover the management of green waste from parks and open spaces, spoil tip waste from cemeteries, litter and refuse from street bins (including sweeper waste), and waste from council buildings and operational sites.

Waste Stream Data (2024-2025)

The following figures represent the baseline tonnage data for the 2024-2025 reporting period and will be used to inform the new contract:

Waste Stream Tonnes

General Waste (DNH) 240.69

Dry Mixed Recycling 7.00

Glass 0.30

Mixed Recyclables 15.49

Mixed Commercial Waste 7.20

Municipal Waste 31.86

Biodegradable Waste 10.22

Wood 1.12

Total Waste Managed Across All Streams 313.88

(These figures form the baseline for ongoing reporting, performance comparison, and service improvement targets.)

Suppliers are directed to Annex 1: Waste Contract Specification for a full description of the required service including waste streams, operational requirements, key performance indicators and other operational aspects of this service. Please note that the schedules to the specification include the locations and frequency of collections as well as indicative historic data to help inform future service requirements.

Total value (estimated)

- £1,250,000 excluding VAT
- £1,500,000 including VAT

Above the relevant threshold

Contract dates (estimated)

- 1 June 2026 to 31 May 2029
- Possible extension to 31 May 2031
- 5 years

Description of possible extension:

There is 1 contract extension with a maximum duration of 2 years and 0 month, and a value ex VAT of £ 500,000

Main procurement category

Services

CPV classifications

- 90500000 - Refuse and waste related services

Contract locations

- UKK1 - Gloucestershire, Wiltshire and Bristol/Bath area

Justification for not using lots

There are several areas to consider when deciding whether to lot a contract. An overview of the pros and cons for multi-lotted contracts are:

Pros:

- Reduced Risk of Supply Chain Disruption - Spreading the work across multiple suppliers reduces the impact of any single supplier's problems.
- Increased Competition - Encourages more suppliers to participate, potentially leading to better pricing and innovation.
- Opportunity for SMEs - Splitting contracts into lots can make it easier for smaller businesses to compete for contracts.
- Flexibility and Innovation - Different suppliers may offer varied approaches, allowing for experimentation and potentially better solutions.

Cons:

- More Complex Procurement - Requires managing multiple contracts and suppliers, increasing administrative burden.
- Higher Procurement Costs - Multiple tendering processes and contract management can be more expensive.
- Potential for Inconsistent Quality - Different suppliers may have varying standards, requiring closer monitoring.
- Reduced Economies of Scale - Smaller contract lots may limit the potential for volume discounts.

Lotting types

- by geographical coverage
- by trade type

SCC considered all the above when looking at this contract and opted for a single supplier approach. A single supplier contract allows for a consistent approach to quality through their own supply chain. Further, the new service is intended to bring together a number of existing smaller (separate) contracts to reduce overheads, service duplication and inconsistency.

The Salisbury location is too small an area to consider geographical lotting for this service.

Participation

Technical ability conditions of participation

The successful tenderer will need to hold and maintain at all times:

- A valid Waste Carrier Licence;
- Any environmental permits required for processing, transfer or storage;
- Appropriate road transport licences and ADR authorisations, where transporting hazardous consignments.
- Other requirements as detailed in the specification.

Submission

Enquiry deadline

23 February 2026, 2:00pm

Tender submission deadline

3 March 2026, 2:00pm

Submission address and any special instructions

<https://in-tendhost.co.uk/hampshire/aspx/Home>

Tenders may be submitted electronically

Yes

Languages that may be used for submission

English

Award decision date (estimated)

10 April 2026

Award criteria

Name	Description	Type
Quality criterion 1 (Lot 0)	Topic: Quality & Customer Service (Reliability, Contingency & Responsiveness) Question: Describe your approach to ensuring reliable and on-time waste collection services, including contingency measures to maintain day-to-day full-service delivery in the event of vehicle breakdowns, adverse weather, or staff absences. Weighting: 30 points Word Count: 800 words	Quality

Name	Description	Type
Quality criterion 2 (Lot 0)	<p>Topic: Compliance & Governance (Legal, Ethical, Safety) Question: Explain how your organisation ensures full compliance with all relevant legislation and codes of practice, including waste handling regulations, Health & Safety, and ethical requirements such as the Modern Slavery Act.</p> <p>Weighting: 30 points Word Count: 900 words</p>	Quality
Quality criterion 3 (Lot 0)	<p>Topic: Environmental Management (Vehicles, Routes, Recycling Outcomes) Question: Describe your environmental approach to waste collection and disposal, including how you minimise carbon emissions and maximise reuse, recycling, and recovery of materials.</p> <p>Weighting: 25 points Word Count: 800 words</p>	Quality
Quality criterion 4 (Lot 0)	<p>Topic: Capacity & Resilience (Scale, Resources & 7-Day Operations) Question: Demonstrate your organisation's strategic capacity to deliver consistent services 7 days a week across all required sites, including your ability to scale operations in response to increased demand or service variation.</p> <p>Weighting: 20 points Word Count: 650 words</p>	Quality

Name	Description	Type
Quality criterion 5 (Lot 0)	<p>Topic: Value for Money and Social Value Question: Please describe the additional social, environmental, or community benefits your organisation will deliver during this contract.</p> <p>Weighting: 20 points Word Count: 600 words</p>	Quality
Price criterion 1 (Lot 0)	<p>Price will be calculated as described in Annex 2 Pricing Schedule in Tab 1. Tenders will be evaluated against the overall price as populated in cell G45 in Tab 1 of Annex 2, The overall Price will be calculated by:</p> <ol style="list-style-type: none"> 1. Calculating the cost of each scenario described in Tab 4 - Pricing Scenarios 2. Applying the weighting for each scenario as described in Tab 4 - Pricing Scenarios 3. Adding the weighted scores for all scenarios together to get a final bid price. This price will be used to calculate the Price per Quality Point as described in the Invitation to Tender document and in Annex 2 Pricing Schedule 	Price

Weighting description

Price and quality is assessed using the Price per Quality Point methodology described above.

Other information

Payment terms

Standard 30 day terms will apply.

Invoices are emailed to facilities@salisburycitycouncil.gov.uk.

In the first instance, any disputes will go via dedicated contacts. If a resolution cannot be agreed then the escalation point will be to the Head of Service and the Responsible Finance Officer.

Description of risks to contract performance

New Service / Potential New Supplier

This is a new single supplier contract combining a number of previous smaller contracts. Although there will inevitably be a 'bedding in' period, regular close contract monitoring will ensure issues are identified/addressed early. Clear KPIs and targets are included in the specification and will be monitored through these regular meetings.

High Value / Business Critical Tender

This is a high value, business critical tender for Salisbury and, as such, is supported by senior staff within the Council. Any issues of contract under performance or failure are likely to impact high profile events such as markets or seasonal fairs leading to public criticism and reputational damage to the Authority. Regular close contract monitoring and service reviews will ensure issues are identified/addressed early. Clear KPIs and targets are included in the specification and will be monitored through these regular meetings.

Modern Slavery

The waste industry is known to be at risk of modern slavery, particularly with short term contracts and the use of temporary staff throughout the supply chains. Although additional checks and questions have been included in the tender, this will require ongoing monitoring and reporting from the supplier, post award. The specification acknowledges the issues and the contract includes specific clauses in the T&Cs to manage/mitigate this risk.

Conflicts assessment prepared/revised

Yes

Procedure

Procedure type

Open procedure

Contracting authority

Salisbury City Council

- Public Procurement Organisation Number: PMTB-3924-HHTH

The Guildhall, Market Place

Salisbury

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United Kingdom

Contact name: Marc Read

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Region: UKK15 - Wiltshire CC

Organisation type: Public authority - sub-central government