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Tender

Provision of Uniforms at Avanti West Coast

FIRST TRENITALIA WEST COAST RAIL LIMITED

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

Notice identifier: 2026/S 000-009278

Procurement identifier (OCID): ocds-h6vhtk-0614fa

Published 3 February 2026, 9:30am

Scope

Description

REQUIREMENTS SUMMARY

The Supplier will perform the following Goods and Services to meet the requirements.

The manufacture, [design if applicable] and supply of the Customers employee's uniform ('Garments'). The supplier will be provided with a list of garments specifications by the Customer but may be required to provide design support throughout the lifetime of the contract.

End-to-end management of the phased mobilisation of all Customer contracts to a defined timeline, implementation includes facilitating the transfer of stock from incumbent premises and reprocessing, booking and distribution through the incumbent suppliers systems.

Dedicated Contract Management in line with PA Regs 2023.

All distribution and delivery of Garments to the Customer's designated delivery locations.

Robust stock holding and forecast process to ensure Garments are available and can be delivered to the Customer in line with demand,

The provision of a customer facing online system for employee ordering, allocation controls, return and exchange of Garments.

Supporting the Customer to adopt sustainable business practices and take advantage of advances in sustainability.

Transfer of all remaining stock from the incumbent supplier, ongoing storage, insurance and distribution.

NOTE: Recycling of uniforms, safety footwear and branded backpacks will be a costed option i.e. if the proposal is accepted and is within the approved budgets, we will include this within the requirements. If the proposal is not accepted, then recycling of uniforms, safety footwear and branded backpacks will be out of scope.

Total value (estimated)

- £5,472,555 excluding VAT
- £6,567,066 including VAT

Above the relevant threshold

Contract dates (estimated)

- 3 September 2026 to 2 September 2029
- Possible extension to 2 September 2031
- 5 years

Description of possible extension:

The contract length is anticipated to be three (3) years with an option to extend for another two (2) years.

The estimated contract value stated above is for the total term i.e. 5 years (3+2).

Estimated Value below;

FY 26/27 - £550,000

FY 27/28 - £1,054,831

FY 28/29 - £1,076,983

FY 29/30 - £1,098,630

FY 30/31 - £1,120,603

FY 31/32 - £571,508

The spend indicated within this tender process is not fully committed as the actual annual budgets will be subject to approval by Department for Transport from time to time, usually annually. Please note, we would reserve the right to reduce or increase the budgets as necessary at any point in time.

Main procurement category

Goods

CPV classifications

- 18222000 - Corporate clothing

Contract locations

- UK - United Kingdom

Participation

Particular suitability

Small and medium-sized enterprises (SME)

Submission

Submission type

Requests to participate

Deadline for requests to participate

4 March 2026, 4:00pm

Submission address and any special instructions

<https://s2c-uk62.waxdigital.com/FirstGroupPlc/DisplayModules/TradeModules/Negotiations/Opportunities/ViewOpportunityEvent.aspx?EventID=5083&Culture=en-GB>

Tenders may be submitted electronically

Yes

Languages that may be used for submission

English

Award decision date (estimated)

10 July 2026

Award criteria

Name	Description	Type	Weighting
Pricing	Pricing Submission - 50%	Price	50%
Qualitative Criteria	Processes & Systems - Quality 20% System and MI, Garment Allocation, Online Ordering, Stock Forecasting Account Management - 7% Hierarchy, Contract Review Schedule Contract Mobilization - 3% Critical Path Sustainability - 10% Social and environmental considerations Risk - 5% Supply Chain Assurance		45%
Contract	Non-Negotiable Clauses - Pass/Fail Negotiable Clauses - Qualitatively Scored (5%) SLAs/ KPIs - Pass/Fail	Quality	5%

Other information

Conflicts assessment prepared/revised

Yes

Procedure

Procedure type

Competitive flexible procedure

Special regime

Utilities

Competitive flexible procedure description

This will be a two-stage process with a Pre-Qualification Stage (PQQ) followed by down selection of a limited number of Applicants to proceed to an Invitation to Negotiate (ITN)

stage. AWC Procurement will manage the tender process, which will be carried out in accordance with the Procurement Act 2023. The process will not make use of an electronic auction. The Client reserves the right at its absolute discretion throughout the procurement process:

1. to amend and refine the award criteria,
2. to amend and refine the proposed procurement procedure prior to issuing the ITN, and
3. not to proceed with a contract award.

Following the evaluation of the PQQ responses, the Client will shortlist the applicants it will invite to tender in accordance with the terms of the PQQ. The Client reserves the right

to limit the number of applicants that are invited to tender to a maximum of five (5) applicants. Only applicants that score a "pass" for all non-qualitatively scored questions in

the PQQ (outlined within tab 5 to 7 within the PQQ questionnaire) will be considered and Applicants will then be ranked in order of highest to lowest score. The Client reserves the right, in its absolute discretion, to invite more applicants into the ITN process if there is a tie in the scores between two (2) or more applicants for the final place.

Those tenderers shortlisted from the PQQ stage will be invited to submit a proposal based on the ITN. Submissions will be evaluated during the ITN stage, allowing internal teams to

select the most advantageous tender (MAT) based on both qualitative and cost evaluations, including final contract negotiations. All shortlisted tenderers will be taken to a presentation stage to demonstrate their confidence in delivery.

The procurement timeline will be published and aimed at appointing the shortlisted supplier by 3rd August 2026 to allow time for mobilisation, with the contract start date set for 3rd September 2026.

The existing suite of First Group systems (e.g, WAX Portal) will support the process, ensuring full transparency and auditability in accordance with the new Procurement Act 2023.

Details on the T&Cs and the extent/nature of dialogue / negotiation during the process will be provided to down-selected bidders only during the ITN stage.

Documents

Associated tender documents

<https://s2c-uk62.waxdigital.com/FirstGroupPlc/DisplayModules/TradeModules/Negotiations/Opportunities/ViewOpportunityEvent.aspx?EventID=5083&Culture=en-GB>

Contracting authority

FIRST TRENITALIA WEST COAST RAIL LIMITED

- Companies House: 10349442

- Public Procurement Organisation Number: PGLQ-8629-CMPG

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Organisation type: Public undertaking (commercial organisation subject to public authority oversight)