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Tender

## **Rowley Way Estate Heating Infrastructure Works (re-issue)**

London Borough of Camden

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

Notice identifier: 2026/S 000-010219

Procurement identifier (OCID): ocids-h6vhtk-064780

Published 4 February 2026, 8:28pm

### **Scope**

### **Reference**

DN803009

### **Description**

Contract for a works contractor to undertake heating improvement works at Rowley Way Estate. The scheme involves the replacement and upgrade of the entire estate-wide heating system, including:

- o New external primary distribution pipework
- o Riser installation and upgrades within blocks
- o New internal heating systems (radiators and pipework) in both Better Homes and non-Better Homes dwellings

- o Fire-stopping and compartmentation measures (bespoke solutions as needed)
- o Validation and delivery of compliant mechanical ventilation (Part F Building Regulations)

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- o Removal and decommissioning of legacy systems
- o Asbestos surveys and safe removal works associated with heating and riser installations, as required.

### **Total value (estimated)**

- £11,399,999 excluding VAT
- £13,680,000 including VAT

Above the relevant threshold

### **Contract dates (estimated)**

- 1 December 2026 to 30 November 2029
- 3 years

### **Main procurement category**

Works

### **CPV classifications**

- 45300000 - Building installation work

## **Contract locations**

- UKI31 - Camden and City of London

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## **Participation**

### **Legal and financial capacity conditions of participation**

Financial Capacity Conditions of Participation:

The Authority has set a minimum turnover requirement for this project which has been set as £35,000,000 with a current ratio of at least 0.6 for either of the candidate's 2 most recent financial years. For financial assessment the Authority will utilise financial assessment techniques in line with Cabinet Office information note PPN 02/13.

Legal Capacity Conditions of Participation:

Acceptance of Contract Conditions and LBC Schedule of Amendments to JCT Standard Building Contract without Quantities 2016.

### **Technical ability conditions of participation**

A1 Case Studies

Please provide three case studies for three separate projects.

For each of the three case studies:

- You must submit at least one case study that demonstrates all three experience types listed below.
- Alternatively, you may split the experience types across two or three separate case studies, if all three experience types are clearly demonstrated within your chosen projects.
- If you submit one case study that covers all three experience types, you may also submit up to two additional case studies showcasing relevant experience.

- If you submit two case studies that cover all three experience types, you may also submit an additional case study showcasing relevant experience.

The experience types that you are required to demonstrate is:

1. At least one case study should demonstrate your experience of communal heating replacement projects, for a minimum value of £6m.
2. At least one case study should demonstrate your experience of working in Listed / Heritage / Conservation buildings.
3. At least one case study should demonstrate experience in a large occupied residential setting (at least 100 residential units).

For each case study, provide the following project details:

- Project title
- Project address
- Full name and registered address of the Employer
- Employer contact details (name, role, organisation, email, and phone number – references may be taken up)
- Form of Contract used (e.g., JCT D&B, JCT SBC, NEC ECC, etc.)
- Contract start and completion dates
- Contract Sum at award
- Delay/Liquidated Damages – whether any were deducted and total value
- Health and Safety – number of RIDDOR reportable incidents and near misses
- Disputes – whether any arose, how they were resolved (e.g., through adjudication, mediation, or other).
- Description of the project, including the key challenges associated with each experience type—working in listed, heritage or conservation buildings, communal heating replacement works, and projects delivered in occupied residential settings of at least 100 units. Describe how these challenges were addressed in practice, detailing the management strategies, solutions implemented, and the lessons learned throughout delivery.

## Assessment Criteria (PASS/FAIL)

### PASS

A Pass will be awarded where the case studies meet all the criteria set out above and demonstrate:

- At least one case study demonstrating experience of working in Listed / Heritage / Conservation buildings
- At least one case study demonstrating experience on communal heating replacement projects of £6m or more
- At least one case study must demonstrate experience in a large occupied residential setting, at least 100 residential units where works have been carried out within the occupied dwellings.

### FAIL

A Fail will be awarded where the case studies do not meet the following criteria:

- Where any of the three case studies do not sufficiently demonstrate key experience.

Bidders must score a Pass for each case study to be considered for progression. Where a Fail is assessed for any case study, the responses to items A2 – A5 will not be evaluated.

Instructions for A2 – A5 inclusive.

The following questions are independent of the case studies provided above. However, bidders may reference information from their case studies where relevant. These questions should be answered once only and not repeated for each case study.

### A2 Project Delivery (50%)

Demonstrate your experience of delivering district heating upgrades within occupied residential blocks, particularly on conservation or listed estates. Your experience must include:

- How you managed the overall project of replacing and upgrading an entire estate-wide heating system
- How you managed access constraints and overcame any issues, with particular reference to access refusals or no-access properties

- How you managed engagement with key stakeholders (including the client team, local authority, consultants, and neighbours and any others) throughout the contract period.

Experience on conservation or listed estates is welcomed, but not a mandatory requirement.

### A3 Coordination of Works (10%)

Explain how you have previously approached coordination of intrusive heating works with other contractors carrying out works in the same building. Your response must explain how the works were sequenced to minimise return visits and protect finished areas.

### A4 Quality Assurance (20%)

Explain the quality assurance processes you have to ensure the heating systems are installed to specification and fully commissioned before handover. Your response should include how you demonstrated compliance with BSR expectations on record keeping and verification. Your response should include post-completion processes for M&E installations.

### A5 Resident Engagement (20%)

Explain your approach to resident communication, resident liaison, and minimising disruption in a live building setting explaining how you communicated with residents and/or stakeholders about heating shutdowns, works inside homes and post-installation support. Your response should explain how your engagement approach took into consideration any vulnerable residents/stakeholders or residents/stakeholders with specific needs (e.g. hoarding, mobility issues, translation) and how engagement was managed.

### Conditions of participation

Project specific case studies as set out in Technical ability conditions of participation in this Notice.

## **Particular suitability**

Small and medium-sized enterprises (SME)

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## **Submission**

### **Submission type**

Requests to participate

### **Deadline for requests to participate**

26 February 2026, 12:00pm

### **Submission address and any special instructions**

<https://procontract.due-north.com/Advert?advertId=afca5633-23f5-f011-813c-005056b64545&p=2241eb95-058a-e511-80f7-000c29c9ba21>

### **Tenders may be submitted electronically**

Yes

### **Languages that may be used for submission**

English

### **Suppliers to be invited to tender**

3 to 5 suppliers

Selection criteria:

Project specific case studies as set out in Technical ability conditions of participation in this Notice.

**Award decision date (estimated)**

26 November 2026

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**Award criteria**

| <b>Name</b> | <b>Type</b> | <b>Weighting</b> |
|-------------|-------------|------------------|
| Price       | Price       | 60.00%           |
| Quality     | Quality     | 40.00%           |

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**Other information****Applicable trade agreements**

- Government Procurement Agreement (GPA)

**Conflicts assessment prepared/revised**

Yes

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**Procedure****Procedure type**

Competitive flexible procedure

## **Competitive flexible procedure description**

The process will include up to four stages as follows:

Stage 1 - Invitation to Participate Questionnaire (ITPQ) with Conditions of Participation

This stage follows the process set out in this document and the process set out in Section 11.

Stage 2 – Initial Tender Submission Offer (ITSO)

Stage 3 - Invitation to Participate in Negotiation (ITPN)

Stage 4 – Final Tender

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## **Contracting authority**

### **London Borough of Camden**

- Public Procurement Organisation Number: PZXL-5842-VBBG

London Borough of Camden

London

N1C 4AG

United Kingdom

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Region: UKI31 - Camden and City of London

Organisation type: Public authority - sub-central government