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Tender

## **NW3071 - Various Licences**

NORTHUMBRIAN WATER LIMITED

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

Notice identifier: 2026/S 000-010274

Procurement identifier (OCID): ocds-h6vhtk-06479f

Published 5 February 2026, 9:45am

## **Scope**

## **Reference**

NW3071

## **Description**

Northumbrian Water Limited (NWL) seeks to appoint a partner/s to provide cyber security licensing and associated support services across a suite of critical security technologies used throughout the organisation. NWL is seeking the provision of licences either directly from the technology vendors or through an approved reseller

NWL is looking to appoint partner/s who can support the organisation's current and future cyber security requirements over the next three years, with the option to extend the contract for a further three years.

The contract has been split into the following Lots:

Lot 1 - Zscaler Cloud-Based Web Filtering Licences & Support

Lot 2 - Forticare Support Services for Fortinet Infrastructure

Lot 3 - Mimecast Internet and Email Security / Firewall Licences & Support

Lot 4 - Strumap Flushing Designer Licences & Support

The scope of work to be undertaken by the successful bidders is anticipated to be as follows:

Provide NWL with the required licences (directly or via an authorised reseller) to maintain the secure and compliant operation of the relevant platforms and services.

Work collaboratively with NWL's Cyber Security and IT teams to ensure licences, service tiers, and contract arrangements meet business and operational requirements.

Offer access to experienced resources capable of providing effective licence management, optimisation, best-practice guidance, and product expertise.

Ensure seamless support arrangements, including access to updates, patches, and technical assistance aligned to the licensing model.

Assist in maintaining a stable operational environment through timely renewal, lifecycle management, usage reporting, and escalation of issues where required.

Provide clear, accurate, and auditable reporting relating to licences, consumption, support activity, and renewal cycles.

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Below is an overview of the core components for each Lot within this tendering exercise.

Lot 1 - Zscaler Cloud Based Web Filtering Fx

Product - Zscaler

License type - Endpoint per user

Quantity - 3500

Unit - Each

Length - 3 Years - (option to extend for 3 years)

Pricing type - Unit price

License Type - Annual Premium Support Services

Quantity - 1

Unit - Annual

Length - 3 years - (option to extend for 3 years)

Pricing Type - Lump sum

Lot 2 - Forticare Support Fx

Product - FortiGate

License Type - see xls spreadsheet in Ariba

Lot 3 - Mimecast Internet and Email Security/Firewall Fx

Product - Mimecast

License Type - Mimecast S1

Quantity - 4000

Unit - Each

Length - 3 Years - (option to extend for 3 years)

Pricing type - Unit price

License Type - DMARC Analyzer - T4

Quantity - 5

Unit - Each

Length - 3 Years - (option to extend for 3 years)

Pricing type - Unit price

License Type - Add On - Secure Messaging (Per User)

Quantity - 250

Unit - Each

Length - 3 Years - (option to extend for 3 years)

Pricing type - Unit price

License Type - Advanced Support

Quantity - 1

Unit - Annual

Length - 3 Years - (option to extend for 3 years)

Pricing type - Lump sum

Lot 4 - Strumap Flushing Designer Licences and Support Fx

Product - NPS Strumap Flushing Designer CRM: 103338 (Version 5.4.3.029)

The details the start dates of our current contracts on the above lots are listed below

Lot 1 - Zscaler Cloud Based Web Filtering Fx

Contract start - 18/04/2026

Lot 2 - Lot 2 - Foritcare Support Fx

Contract start- 23/06/2026

Lot 3 - Mimecast Internet and Email Security/Firewall Fx

Contract start- 30/04/2026

Lot 4 - Strumap Flushing Designer Licences and Support Fx

Contract start - 1/06/2026

Please note existing licences across the four Lots expire on different dates; therefore, NWL requires all new agreements to be co-terminous with a unified contract end date of 22/06/2029, with an option to extend to 22/06/2032.

Bidders must ensure that any additional months required to align contract end dates are reflected within their pricing. The requirement in months for each lot are as follows :

Lot 1 - 38 months

Lot 2 - 36 months

Lot 3 - 38 months

Lot 4 - 37 months

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

- £1,200,000 excluding VAT
- £1,440,000 including VAT

Above the relevant threshold

### **Options**

The right to additional purchases while the contract is valid.

NWL are seeking to award contracts for 3 years with an option to extend for 3 years.

### **Main procurement category**

Services

### **CPV classifications**

- 48218000 - License management software package
- 72261000 - Software support services

### **Contract locations**

- UKC2 - Northumberland and Tyne and Wear
- UKH14 - Suffolk
- UKH3 - Essex

## **Not the same for all lots**

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

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## **Lot NW3071 - Lot 1. Zscaler Cloud Based Web Filtering**

### **Description**

Zscaler cloud based web filtering licenses

1. Subscription to business edition x3500
2. Annual Premium Support Services x1

### **Lot value (estimated)**

- £450,000 excluding VAT
- £540,000 including VAT

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

- 18 April 2026 to 22 June 2029
- Possible extension to 22 June 2032
- 6 years, 2 months, 5 days

Description of possible extension:

Initial term 3 years with an option to extend for a further 3 years (maximum contract length 6 years in total).

## **Same for all lots**

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

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## **Lot NW3071 - Lot 2. Forticare support**

### **Description**

FortiGate - license type pending

### **Lot value (estimated)**

- £258,000 excluding VAT
- £309,600 including VAT

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

- 23 June 2026 to 22 June 2029
- Possible extension to 22 June 2032
- 6 years

Description of possible extension:

Initial term 3 years with an option to extend for a further 3 years (maximum contract length 6 years in total).



## **Same for all lots**

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

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## **Lot NW3071 - Lot 3. Mimecast Internet and Email Security/Firewall**

### **Description**

Mimecast

1. Mimecast S1 x4000
2. DMARC Analyzer - T4 x5
3. Add On - Secure Messaging (Per User) x250
4. Advanced Support x1

### **Lot value (estimated)**

- £228,000 excluding VAT
- £273,600 including VAT

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

- 29 April 2026 to 22 June 2029
- Possible extension to 22 June 2032
- 6 years, 1 month, 24 days

Description of possible extension:

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### **Same for all lots**

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

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## **Lot NW3071 - Lot 4. Strumap Flushing Designer Licences and Support**

### **Description**

NPS Strumap Flushing Designer CRM: 103338

version 5.4.3.029

### **Lot value (estimated)**

- £264,000 excluding VAT
- £316,800 including VAT

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

- 31 May 2026 to 22 June 2029
- Possible extension to 22 June 2032
- 6 years, 23 days

Description of possible extension:

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## **Same for all lots**

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

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## **Participation**

### **Particular suitability**

**Lot NW3071 - Lot 1. Zscaler Cloud Based Web Filtering**

**Lot NW3071 - Lot 2. Forticare support**

**Lot NW3071 - Lot 3. Mimecast Internet and Email Security/Firewall**

**Lot NW3071 - Lot 4. Strumap Flushing Designer Licences and Support**

Small and medium-sized enterprises (SME)

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## **Submission**

### **Submission type**

Tenders

## **Tender submission deadline**

9 March 2026, 12:00pm

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

Applicants are asked to note that this procurement process will be conducted electronically with all documents and communication being managed through the Northumbrian Water e-Sourcing Spend Management portal called 'Ariba' (<https://s1.ariba.com>).

Expressions of interest from this notice must be sent to the e-mail address [alfie.owen@nwl.co.uk](mailto:alfie.owen@nwl.co.uk) before the deadline date of the 2nd of March 2026 at 12:00hrs.

Once expression of interest has been received that contains the details below, applicants will be given access to the Ariba portal within 48 hours from request. This portal will contain all the tender documents associated with this procurement that are available at the time.

An email link will also be provided to the email address you provide to access the portal.

The deadline for return of the completed Tenders is the 9th of March 2026 at 12noon.

When sending expression of interest, applicants must provide the following information: 1) Full company name 2) Main contact details of the person who will be given access to the Ariba portal - Name, job title, E mail address and telephone number.

## **Tenders may be submitted electronically**

Yes

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

English

## **Award decision date (estimated)**

13 March 2026

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## Award criteria

Name	Type	Weighting
Price	Price	100%

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## Other information

### Payment terms

45 days.

### Conflicts assessment prepared/revised

Yes

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## Procedure

### Procedure type

Competitive flexible procedure

### Special regime

## Utilities

### **Competitive flexible procedure description**

#### Stage 1: Invitation to Participate

This stage begins with the issuing of a Tender Notice.

#### Stage 2: Conditions of Participation & Invitation to Submit Initial Tenders

Suppliers who have expressed interest will be invited to complete a Conditions of Participation questionnaire and submit their tenders.

All tenders must be submitted in line with the Procurement Timetable and instructions contained in this document and any supplementary information provided.

After the tender deadline, NWL will assess all submissions using the process and award criteria outlined in the Tender Notice and this document. This assessment will identify the supplier(s) successful in each Lot.

NWL will also consider whether any supplier (or associated entities relied upon to meet participation conditions) is an excluded or excludable supplier under the Act. If a supplier is excludable solely due to an associated supplier or subcontractor, NWL will notify them and provide a reasonable opportunity to replace that entity.

If NWL subsequently disregards a tender due to exclusion, or an associated entity is replaced, NWL will notify the Procurement Review Unit (PRU) within 30 days.

NWL will identify the most advantageous tender in line with the stated methodology and disregard any tender from suppliers not meeting the Conditions of Participation.

Following this assessment, NWL will provide an assessment summary to all suppliers who submitted a tender including:

- whether they have been awarded the contract,
- an explanation of how their tender was assessed against the award criteria, and
- information about the most advantageous tender where this differs from their own.

A Contract Award Notice will then be published on the Central Digital Platform to commence the mandatory standstill period.

Once the standstill period concludes, NWL will enter the preferred supplier stage with the selected supplier.

### Stage 3: Preferred Supplier Stage

The highest scoring supplier will be invited to engage with NWL to finalise the draft contract terms, within the limitations of the Act.

This stage concludes with NWL entering into the contract with the preferred supplier.

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## Documents

### Associated tender documents

<https://s1.ariba.com>

### Technical specifications to be met

<https://s1.ariba.com>

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## Contracting authority

### NORTHUMBRIAN WATER LIMITED

- Companies House: 02366703
- Public Procurement Organisation Number: PRLG-5541-VHHG

Northumbria House

Pity Me

DH1 5FJ

United Kingdom

Contact name: Alfie Owen

Email: [alfie.owen@nwl.co.uk](mailto:alfie.owen@nwl.co.uk)

Region: UKC14 - Durham CC

Organisation type: Private utility