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Tender

Estate Management

FIRST TRENITALIA WEST COAST RAIL LIMITED

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

Notice identifier: 2026/S 000-010960

Procurement identifier (OCID): ocds-h6vhtk-064a1c

Published 6 February 2026, 1:42pm

Scope

Description

This procurement is being run by First Rail Holdings on behalf of First Trenitalia West Coast Rail.

To drive and deliver higher rental income return through:

increasing the rent roll

customer service improvements through capital and tenant investment

The estate comprises of 16 directly managed stations and encompasses all property within the leases. This includes station buildings, car parks, and other land and property. The properties provide a broad mix of retail, office, residential, community, and other commercial tenancies held on a mixture of leases and licences.

The management of station car parking and commercial advertising is not included as part of this procurement strategy.

The new contract will be for an initial 3-year term with an option to extend for a further year.

The estate is currently generating a rental income of approximately £4.7m.

It is estimated that a new contract value will be in the region of £1,100,000 for a full 4-year term.

Please note that TUPE applies to this procurement.

The successful Supplier will be required to enter an Umbrella Direct Agreement (UDA) with the Secretary of State.

Total value (estimated)

- £1,100,000 excluding VAT
- £1,320,000 including VAT

Above the relevant threshold

Contract dates (estimated)

- 11 December 2026 to 11 December 2029
- Possible extension to 11 December 2030
- 4 years, 1 day

Description of possible extension:

The new contract will be for an initial 3-year term with an option to extend for a further year.

Main procurement category

Services

CPV classifications

- 55900000 - Retail trade services
- 70000000 - Real estate services

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

10 March 2026, 11:59pm

Submission address and any special instructions

<https://s2c-uk62.waxdigital.com/FirstGroupPlc/DisplayModules/TradeModules/Negotiations/Opportunities/ViewOpportunityEvent.aspx?EventID=5033&Culture=en-GB>

Tenders may be submitted electronically

Yes

Languages that may be used for submission

English

Award decision date (estimated)

29 June 2026

Award criteria

Name	Type	Weighting
Quality Submission	Quality	45%
Price	Price	40%
Contract Terms	Quality	10%
Sustainability	Quality	5%

Other information

Conflicts assessment prepared/revised

Yes

Procedure

Procedure type

Competitive flexible procedure

Special regime

Concession

Competitive flexible procedure description

This will be a two stage process with Pre Qualification Stage (PQQ).

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 three Applicants. Only Applicants that score a "Pass" for all non-qualitatively

scored questions in the PQQ will be considered and places will be awarded in order of highest to lowest score. The client reserves the right, in its absolute discretion, to invite more Applicants if there is a tie in the scores between two or more Applicants for the final place.

The PQQ will be followed by an Invitation to Negotiate (ITN) with shortlisted bidders being taken forward to a Presentation stage, BAFO if applicable before final evaluation and award.

The final scores for each Tender will be added together, after application of the relevant weightings, to receive a final score for each Tender. The Tenders will then be ranked according to the final scores received to identify the Most Advantageous Tender.

The Client intends to award the contract to the highest scoring Tenderer.

Contracting authority

FIRST TRENITALIA WEST COAST RAIL LIMITED

- Companies House: 10349442
- Public Procurement Organisation Number: PGLQ-8629-CMPG

8th Floor The Point

London

W2 1AF

United Kingdom

Email: procurement@avantiwestcoast.co.uk

Region: UKI32 - Westminster

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

Other organisation

These organisations are carrying out the procurement, or part of it, on behalf of the contracting authorities.

FIRST RAIL HOLDINGS LIMITED

Summary of their role in this procurement: Tender administration

- Companies House: 05154485
- Public Procurement Organisation Number: PPVJ-1479-GGLX

8th Floor The Point

London

W2 1AF

United Kingdom

Email: sabrina.pattenden@firstrail.com

Region: UKI32 - Westminster

Contact organisation

Contact FIRST RAIL HOLDINGS LIMITED for any enquiries.