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Tender

## **NEPRO x Innovation**

THE ASSOCIATION OF NORTH EAST COUNCILS LIMITED

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

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### **Scope**

### **Reference**

NEPO535

### **Description**

NEPO seeks to establish a Closed Framework which will operate as a Neutral Vendor Managed Service; NEPRO x Innovation. The objective of this procurement is to provide Contracting Authorities with access to a single Supplier (the Delivery Partner) who will provide a managed service for the delivery of services, goods, works and technology.

NEPRO x Innovation is a new Framework for NEPO. As a strategic procurement solution, the Framework will fall under NEPO's 'NEPRO' brand. NEPRO provides outcomes-based frameworks offering an end-to-end procurement solution for the public sector.

The Delivery Partner will adopt a Managed Service for the delivery of projects in the following areas:

- Goods
- Works
- Services
- Technology

A single project may include more than one of the above. The Delivery Partner will be able to flexibly deliver projects incorporating all areas, to suit Contracting Authorities' bespoke requirements.

NEPO expects the typical value of projects being delivered under the Framework, will be at £25k and above. There will be no maximum project value.

For the avoidance of doubt, the Delivery Partner will not provide services, goods, works and technology in its own right, but rather will deliver a Managed Service that allows Contracting Authorities to procure these elements.

The Delivery Partner is to bring together the bespoke requirements of Contracting Authorities and a perpetual Supply Chain capable of meeting those requirements. Equal importance is to be placed on the service provided to Contracting

Authorities and the management of the Supply Chain delivering the requirements.

Through market-led, Outcome-based pricing, the Delivery Partner will provide a 'one stop shop' for all in scope goods, services, technology and works and will have a positive impact at every stage of the delivery. The Delivery Partner will act as a single point interface between the Contracting Authority and the Supply Chain.

The Delivery Partner will be required to accommodate the bespoke needs of each Contracting Authority in each project. This will require the ability to flexibly deliver goods, works, services and technology contracts and offer innovative and/or bespoke procurement processes.

## **Commercial tool**

Establishes a framework

## **Total value (estimated)**

- £20,000,000,000 excluding VAT
- £24,000,000,000 including VAT

Above the relevant threshold

## **Contract dates (estimated)**

- 1 October 2025 to 30 September 2029
- Possible extension to 30 September 2033
- 8 years

Description of possible extension:

The Framework is for a period of 48 months with the options to extend for up to a further 2 x 24-month periods. Justification for the longer framework term is provided under section 6 of this Notice.

## **Main procurement category**

Services

## **CPV classifications**

- 03000000 - Agricultural, farming, fishing, forestry and related products
- 09000000 - Petroleum products, fuel, electricity and other sources of energy
- 14000000 - Mining, basic metals and related products
- 15000000 - Food, beverages, tobacco and related products
- 16000000 - Agricultural machinery

- 18000000 - Clothing, footwear, luggage articles and accessories
- 19000000 - Leather and textile fabrics, plastic and rubber materials
- 22000000 - Printed matter and related products
- 24000000 - Chemical products
- 30000000 - Office and computing machinery, equipment and supplies except furniture and software packages
- 31000000 - Electrical machinery, apparatus, equipment and consumables; lighting
- 32000000 - Radio, television, communication, telecommunication and related equipment
- 33000000 - Medical equipments, pharmaceuticals and personal care products
- 34000000 - Transport equipment and auxiliary products to transportation
- 35000000 - Security, fire-fighting, police and defence equipment
- 37000000 - Musical instruments, sport goods, games, toys, handicraft, art materials and accessories
- 38000000 - Laboratory, optical and precision equipments (excl. glasses)
- 39000000 - Furniture (incl. office furniture), furnishings, domestic appliances (excl. lighting) and cleaning products
- 41000000 - Collected and purified water
- 42000000 - Industrial machinery
- 43000000 - Machinery for mining, quarrying, construction equipment
- 44000000 - Construction structures and materials; auxiliary products to construction (except electric apparatus)
- 45000000 - Construction work
- 48000000 - Software package and information systems
- 50000000 - Repair and maintenance services
- 51000000 - Installation services (except software)

- 55000000 - Hotel, restaurant and retail trade services
- 60000000 - Transport services (excl. Waste transport)
- 63000000 - Supporting and auxiliary transport services; travel agencies services
- 64000000 - Postal and telecommunications services
- 65000000 - Public utilities
- 66000000 - Financial and insurance services
- 70000000 - Real estate services
- 71000000 - Architectural, construction, engineering and inspection services
- 72000000 - IT services: consulting, software development, Internet and support
- 73000000 - Research and development services and related consultancy services
- 75000000 - Administration, defence and social security services
- 76000000 - Services related to the oil and gas industry
- 77000000 - Agricultural, forestry, horticultural, aquacultural and apicultural services
- 79000000 - Business services: law, marketing, consulting, recruitment, printing and security
- 80000000 - Education and training services
- 85000000 - Health and social work services
- 90000000 - Sewage, refuse, cleaning and environmental services
- 92000000 - Recreational, cultural and sporting services
- 98000000 - Other community, social and personal services

### **Contract locations**

- UK - United Kingdom
- GG - Guernsey

- IM - Isle of Man
  - JE - Jersey
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## **Framework**

### **Maximum number of suppliers**

1

### **Maximum percentage fee charged to suppliers**

1%

### **Further information about fees**

Under the Framework, the Delivery Partner will provide a Managed Service. The Managed Service Fee will be the fee charged by the Delivery Partner for all projects under the Framework. The Managed Service Fee will be based on the total Project cost approved and accepted by the Contracting Authority for any given Project and corresponding Work Order and Sub-Contract. The fee will be in accordance with that which is tendered, however should not exceed 5%. Further information regarding NEPO's intended approach to the Managed Service Fee is provided in the Invitation to Participate Documents.

NEPO operates a contract rebate arrangement whereby Suppliers are asked to repay NEPO a set percentage of each invoice in respect of orders placed by NEPO or any Contracting Authority accessing the Framework. NEPO proposes this will be one fifth (20%) of the Managed Service Fee. Therefore, the maximum rebate taken by NEPO against the value of awarded contracts will not exceed 1%.

### **Justification for framework term over 4 years**

The Framework term may exceed 4 years up to a further 2 x 24-month periods. In accordance with section 47(2) of the Procurement Act, NEPO considers that the nature of the services, goods, works and technology provided under the Framework requires a solution that will operate for a longer duration. NEPO considers the longer term is necessary due to the following:

- Complexity of the Framework
- Resource required to procure the Framework
- Complexity and value of projects procured under the Framework, which may span numerous years.
- The investment required from the Delivery Partner to implement the Framework including developing and implementing terms and conditions, mobilising a supply chain, developing innovative procurement processes and documentation and mobilising a technology platform.

Prior to exercising any extension, NEPO will ensure the Delivery Partner has achieved pre-agreed targets, which will be determined and fixed prior to contract commencement.

## **Framework operation description**

The successful tenderer will enter into a Framework Contract (NEPRO x Innovation) with NEPO. The Framework will be accessible to Contracting Authorities through a Call-Off Contract. NEPO will establish overarching Framework terms and conditions which will govern the relationship between NEPO and the Delivery Partner, stipulating the core terms encapsulating the Managed Service. NEPO will also establish a Call-Off Contract which will govern the relationship between the Contracting Authority and the Delivery Partner, focusing on the Managed Service provided by the Delivery Partner.

The Delivery Partner will be responsible for managing a perpetual supply chain of Providers, capable of delivering projects covering goods, works, services and technology. The Delivery Partner will manage access to its supply chain via a Supplier Agreement.

When a Contracting Authority with an active Call-Off identifies a need that can be fulfilled through the Framework, they will enter into a Work Order with the Delivery Partner. The Work Order will include Core Terms, established at Framework level governing common elements in every project and specifying the Delivery Partner's role in ensuring the successful delivery of the project. Project-specific terms and conditions will thereafter be incorporated by the Delivery Partner, in agreement with the Contracting Authority. The

Delivery Partner will be responsible for ensuring that the appropriate terms and conditions are incorporated to sufficiently protect the Contracting Authority based on their bespoke requirements. The Delivery Partner will provide these terms and conditions at their own cost.

Following the Award Process, the Delivery Partner will be responsible for flowing down the key terms of the Work Order, to a Sub-Contract. The Sub-Contract will be entered into by the Neutral Vendor and the Project Provider(s).

## **Award method when using the framework**

Without competition

## **Contracting authorities that may use the framework**

NEPO is a Centralised Procurement Authority as defined in the Procurement Act 2023 (PA23), providing central purchasing activity on behalf of Contracting Authorities.

The agreement will be available to NEPO Member Authorities and all current and future Associate Members. Current Associate Members are listed in the Associate Member section of the NEPO website at: <https://www.nepo.org/associate-members>

NEPO intends to make the agreement available for use by all Contracting Authorities throughout all administrative regions of the UK (as defined by the Procurement Act 2023).

A list of permissible users available at: <http://www.nepo.org/associate-membership/permissible-users>

Organisations wishing to access the NEPO agreement will be required to register as a NEPO Associate Member in the first instance. Further information can be found at: [www.nepo.org](http://www.nepo.org)

Further and full information regarding Contracting Authorities that may use the agreement can be found in the Procurement Documents.

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## **Participation**

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

Legal and financial conditions of participation are included in this procurement. Full information on legal and financial conditions of participation can be found in the associated Procurement Documents.

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

Technical ability conditions of participation are included in this procurement. Full information on technical ability conditions of participation can be found in the associated Procurement Documents.

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## **Submission**

### **Enquiry deadline**

11 April 2025, 12:00pm

### **Submission type**

Requests to participate

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

28 April 2025, 12:00pm

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

The opportunity can be accessed via the NEPO eTender system, Open. Suppliers wishing to be considered for this Framework Agreement must register their expression of interest and submit the Tender Questionnaire (PSQ) through the Open eTendering System. If not already registered, suppliers should register on the NEPO eTendering System at <https://www.open-uk.org/>

Tender questionnaire (PSQ) responses must be submitted using the link above. Responses submitted via postal or email methods will not be accepted.

If you need technical assistance from the Open Support team, this can be requested via [open.support@nepo.org](mailto:open.support@nepo.org)

PLEASE NOTE: Open is accessible 24/7 however, technical support is available Monday - Thursday 8:30 - 5pm and Friday 8.30 - 4.30pm

For guidance on how to submit your response through Open, please visit: <https://www.openhub.org/training> (<https://www.openhub.org/training>) (<https://www.openhub.org/training>) (<https://www.openhub.org/training>) to access the available Training Guides.

## **Tenders may be submitted electronically**

Yes

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

English

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

Maximum 5 suppliers

Selection criteria:

Suppliers will be required to satisfy the Conditions of Participation, as detailed in the Procurement Documents.

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

1 August 2025

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### **Award criteria**

<b>Name</b>	<b>Description</b>	<b>Type</b>	<b>Weighting</b>
Quality	Criteria will be refined later (see Competitive flexible procedure description)	Quality	80%
Pricing	Criteria will be refined later (see Competitive flexible procedure description)	Price	20%

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### **Other information**

#### **Applicable trade agreements**

- Government Procurement Agreement (GPA)
- Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP)

#### **Conflicts assessment prepared/revised**

Yes

## **Procedure**

### **Procedure type**

Competitive flexible procedure

### **Competitive flexible procedure description**

This Procurement is being run under a multi-stage Competitive Flexible procedure pursuant to section 20(2)(b) of the Procurement Act 2023 ('the Act') to establish a single supplier Framework, not divided into Lots. NEPO intends to follow the process set out below in this Procurement:

Invitation to Participate (ITP)

Full details relating to this stage of the procurement process can be found in the ITP document, which can be accessed in the Procurement Documents.

The first stage is the submission of a Procurement Specific Questionnaire (PSQ).

The evaluation criteria and methodology that will be applied to assess the PSQ are set out in the Scoring Matrix.

Following submission of the PSQ, NEPO will review each Supplier's Conditions of Participation response to determine whether the Conditions of Participation are satisfied. Where NEPO has determined that one or more Conditions of Participation are not met, NEPO reserves the right to exclude that organisation from further participation in the Procurement. NEPO will then shortlist a maximum of five (5) suppliers who will be Invited to Continue in the process.

In order to successfully satisfy the Conditions of Participation of this procurement, Suppliers must:

- Provide all requested information.
- Meet all mandatory requirements pass/fail questions.

- Respond to all discretionary requirements.
- Pass / Meet an overall minimum score of [2] for each of the assessed elements. This comprises Part 3D (Technical and Professional Ability) and covers questions 3D.1-3D.6.

Once assessment information is provided, NEPO will enter into a voluntary standstill period of at least 8 working days (beginning with the date of despatch of outcome notifications).

#### Invitation to Continue (ITC)

At this stage, NEPO will issue an ITC setting out requirements for Initial Tender submissions. This stage may include dialogue with shortlisted Suppliers on any element of the procurement. As part of dialogue, NEPO may refine its Procurement Documents, such refinement will depend on Supplier feedback and as such, cannot be specified at this stage. NEPO may also refine its award criteria at this stage, any refinement of award criteria will be complete before inviting final tenders. Following the conclusion of any dialogue, NEPO will declare the dialogue stage to be concluded and issue an Invitation to Submit Final Tenders (ISFT) to Suppliers.

#### Invitation to Submit Final Tenders (ISFT)

Final Tenders should be based on the solution(s) presented and specified at the close of ITC stage. Tenderers should note that the evaluation of Final Tenders will include a System Demonstration from each Tenderer. Details regarding the System Demonstration can be found in the ITP. Full details regarding System Demonstrations will be provided in the ISFT. NEPO reserves the right to refine the evaluation criteria that will apply to the final tenders and these will be specified in the ISFT.

Final Tenders are expected to be final, however, NEPO may request Tenderers to clarify, specify or optimise their Final Tenders. Such clarification, specification or optimisation, or any additional information, may not involve changes to the essential aspects of the Final Tender or the requirements of the Procurement.

Following submission of Final Tenders, NEPO expects to undertake an evaluation process to identify which Tenderer has submitted the Most Advantageous Tender. Full information regarding the evaluation process for Final Tenders will be provided in the ISFT.

NEPO reserves the right to vary the procedure and timeframes of the Procurement as set out in this Notice and associated Procurement Documents. Reasons for this may include, but are not limited to, supporting continued competition, avoiding unnecessary bidding cost and adhering to subsequent technical or legal guidance.

The opportunity can be accessed via the NEPO eTender system. Suppliers wishing to be considered for this Framework must register their expression of interest and submit the PSQ and subsequent tender response(s) through the Open eTendering System. Responses submitted via postal or email methods will not be accepted.

If not already registered, suppliers should register on the NEPO eTendering System at <https://www.open-uk.org/>

If you need technical assistance from the Open Support team, this can be requested via [open.support@nepo.org](mailto:open.support@nepo.org)

PLEASE NOTE: Open is accessible 24/7 however, technical support is available Monday - Thursday 8:30 - 5pm and Friday 8.30 - 4.30pm

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## Documents

### Associated tender documents

<https://www.open-uk.org/>

All Procurement Documents can be accessed on NEPO's eTendering platform, Open. If not already registered, suppliers should register on the NEPO eTendering System at <https://www.open-uk.org/>

### Documents to be provided after the tender notice

All documents relating to the Invitation To Participate (PSQ) stage can be accessed following the instructions above. NEPO does not envisage it will publish further documentation relating to the Invitation To Participate stage.

Further documentation will be provided as part of the Invitation To Continue, to those suppliers that are successful in the Invitation To Participate (PSQ) stage. These documents will be accessed following the instructions above.

Full details on the procurement process can be found in the Procurement Documents.

## **Technical specifications to be met**

<https://www.open-uk.org/>

Technical specification(s) will be provided as part of the Invitation to Continue. These may be refined as part of the potential dialogue stage following the Invitation to Continue in the Competitive Flexible Procedure.

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## **Contracting authority**

### **THE ASSOCIATION OF NORTH EAST COUNCILS LIMITED**

- Companies House: 05014821
- Public Procurement Organisation Number: PYVX-2132-JNMM

Northern Design Centre

Gateshead

NE8 3DF

United Kingdom

Contact name: Ruth Long

Telephone: 0191 638 0040

Email: [cdpnepoteam@nepo.org](mailto:cdpnepoteam@nepo.org)

Website: <http://www.nepo.org>

Region: UKC22 - Tyneside

Organisation type: Public authority - sub-central government