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Contract

## **Consultant for commercial negotiations**

Sheffield City Council

UK7: Contract details notice - Procurement Act 2023 - [view information about notice types](#)

Notice identifier: 2026/S 000-013262

Procurement identifier (OCID): ocds-h6vhtk-065388

Published 13 February 2026, 10:15am

### **Scope**

### **Reference**

Mercell reference 100106021

### **Description**

The Council has a requirement for consultancy support in respect of a complex multi party commercial negotiation.

The support includes:

- Developing commercial options and recommended approaches
- Advise on commercial rights allocation, revenue, cost and risk
- Produce commercial principles and deal framework
- Financial modelling and commercial evaluation

- Advise on insurance, indemnities and liabilities

The following details the key deliverables:

- Commercial options paper
  - Negotiation strategy and commercial principles
  - Commercial positions matrix
  - Briefing materials
  - Commercial review of draft heads of terms
  - Commercial review of draft agreement
  - Final commercial negotiation summary
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## **Contract 1. Commercial negotiations and consultancy**

### **Supplier**

- IN PARTNERSHIP WITH LIMITED

### **Contract value**

- £110,300 excluding VAT
- £132,360 including VAT

Below the relevant threshold

## **Date signed**

13 January 2026

## **Contract dates**

- 14 January 2026 to 30 April 2026
- Possible extension to 31 July 2026
- 6 months, 18 days

Description of possible extension:

An option to extend up to three months as this is a complex tri party negotiation.

## **Main procurement category**

Services

## **CPV classifications**

- 79400000 - Business and management consultancy and related services

## **Contract locations**

- UKE - Yorkshire and the Humber

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## **Procedure**

## Procedure type

Below threshold - limited competition

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## Supplier

### IN PARTNERSHIP WITH LIMITED

- Companies House: 06428488
- Public Procurement Organisation Number: PZBB-8796-DNLX

The Stables Shipton Bridge Farm

Saffron Walden

CB11 3SU

United Kingdom

Email: [info@ipw3.com](mailto:info@ipw3.com)

Website: <http://ipw3.com>

Region: UKH35 - West Essex

Small or medium-sized enterprise (SME): Yes

Voluntary, community or social enterprise (VCSE): No

Contract 1. Commercial negotiations and consultancy

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## Contracting authority

### Sheffield City Council

- Public Procurement Organisation Number: PPQT-9425-JWVM

The Town Hall, Pinstone St

Sheffield

S1 2HH

United Kingdom

Email: [procurement@sheffield.gov.uk](mailto:procurement@sheffield.gov.uk)

Website: <http://www.sheffield.gov.uk>

Region: UKE32 - Sheffield

Organisation type: Public authority - sub-central government