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Planning

Barcode Ticketing for London - Market Sounding Questionnaire (MSQ)

Transport Trading Limited

UK2: Preliminary market engagement notice - Procurement Act 2023 - [view information about notice types](#)

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Scope

Description

Transport for London (TfL) is undertaking Preliminary Market Engagement (PME) relating to the future delivery of Barcode Ticketing across the TfL network. This engagement aims to gather insight on market capability, delivery approaches, commercial considerations, contracting models, and technical feasibility to help inform TfL's future strategy.

TfL is now progressing the Preliminary Market Engagement (PME) for Barcode Ticketing. This notice follows the initial PME notice published on 23 January 2026 and the Supplier Briefing Event held on 4 February 2026.

TfL will now be issuing the Market Sounding Questionnaire (MSQ), which will be available by email request. The MSQ contains no confidential content and is intended to gather supplier insight to inform TfL's early planning. It also provides further information on the MSQ process.

In addition, TfL has prepared several technical appendices which contain operationally

sensitive information (including architecture options, volumetrics, high level requirements, service model information and relevant ticketing specifications). These appendices will only be shared once a supplier has signed TfL's Confidentiality Agreement / NDA.

This PME exercise is voluntary, non binding and does not form part of any formal procurement process. All engagement will be conducted in line with the principles of transparency, fairness, equal treatment and proportionality under the Procurement Act 2023.

1. Introduction

This Market Sounding Questionnaire (MSQ) is issued by Transport for London (TfL) and seeks to obtain market feedback to inform TfL's thinking regarding a potential future procurement for Barcode Ticketing in London. Its primary focus is to better understand market interest, capacity and capability, and gather market feedback on risks and opportunities associated with the potential procurement of Barcode Ticketing in London.

There is a shared ambition across TfL and the wider rail industry to move more passengers to digital ticketing in all its forms, to deliver strategic, operational and customer benefits - while ensuring that the retail experience remains inclusive and accessible for those who rely on paper tickets or cash. To enable delivery of these benefits, TfL is seeking to deliver a ticketing solution for the acceptance of barcode tickets in London.

Barcode ticketing has been rolled out nationally on rail, further accelerating the adoption of digital retailing and acceptance. TfL's proposed expansion of barcode ticketing in London aligns with the broader rail industry led reform of fares, ticketing and retail - making fares easier to understand, ticketing simpler, and delivering improvements to passenger experience now, ahead of a more unified railway under Great British Railways.

2. Feedback Request

Feedback is requested in relation to the questions in the MSQ. Your feedback is important as it will allow views from the market to inform the development and finalisation of the procurement strategy. TfL would greatly appreciate your feedback in the form of a response to the instructions mentioned in the MSQ document.

The feedback we receive will be reviewed, analysed and taken into account in understanding the market appetite, and subsequent possible procurement activity for Barcode Ticketing in London for TfL.

All responses will be treated confidentially. Summary analysis, including general themes and findings may be used as part of participant and market engagement. All responses are provided on a non-binding basis and will not be used for selection or exclusion at this

point.

This exercise does not form part of any formal procurement process. All responses will be carefully considered but will not bind TfL to any particular approach to the procurement, nor will responses be treated as conveying any promise or commitment on the part of the respondent. This engagement will be conducted in line with the principles of equal treatment, non-discrimination and proportionality under the Procurement Act 2023.

3. Proposals for Consideration and Feedback

Additional information is available in the appendices to the MSQ. A supplier must describe their capacity and capability to provide Barcode Ticketing in London and any similar products they may have manufactured/supplied previously to customers.

Additional information in relation to barcode ticketing, acceptance and retailing would also be beneficial to TfL. The supplier can recommend alternatives to the solutions that are already available on the market, but this must comply with the specification required.

Contract dates (estimated)

- 1 June 2027 to 3 January 2033
- 5 years, 7 months, 3 days

Main procurement category

Services

CPV classifications

- 22459000 - Tickets
- 30144400 - Automatic fare collection
- 34980000 - Transport tickets
- 50316000 - Maintenance and repair of ticket-issuing machinery

- 50317000 - Maintenance and repair of ticket-validation machinery
- 51000000 - Installation services (except software)

Engagement

Engagement deadline

13 March 2026

Engagement process description

As part of this market sounding exercise, TfL seek your views on your capabilities and appetite to take part in a future competitive procurement for Barcode Ticketing in London.

For your feedback to be taken into account, your completed MSQ must be received by 12:00 on 13 March 2026. Please email TomThomas@tfl.gov.uk, cc SarahAdedeji@tfl.gov.uk, using the subject line:[Barcode Ticketing 2026/S 000-006236]

The process will include several key steps in addition to the above. Please observe the following timeline:

1. To request the MSQ:

Please email TomThomas@tfl.gov.uk, cc SarahAdedeji@tfl.gov.uk, using the subject line:[Barcode Ticketing MSQ Request - Your Organisation Name]

2. Upon receiving your request:

TfL will provide you with the MSQ document together with TfL's Confidentiality Agreement / NDA.

Suppliers must return a signed NDA to access the MSQ appendices.

The NDA is solely to protect operationally sensitive material and does not restrict participation in any future procurement.

Please submit the signed NDA via email to TomThomas@tfl.gov.uk, cc'ing SarahAdedeji@tfl.gov.uk, using the subject line:

[Barcode Ticketing - Signed NDA]

3. Clarification Questions:

Send any clarification questions (CQs) to TomThomas@tfl.gov.uk, cc'ing SarahAdedeji@tfl.gov.uk, by 17:00 on 20 February 2026.

Responses will be issued by 17:00 on 6 March 2026.

4. 1 2 1 Sessions:

Apply for a 1 2 1 session via the Doodle link provided in the MSQ document by 17:00 on 20 February 2026, should you require further clarification from TfL.

1 2 1 sessions will be allocated in a fair and transparent manner.

The feedback we receive will be reviewed, analysed and taken into account in understanding market appetite and any subsequent potential procurement activity for Barcode Ticketing in London.

Contracting authority

Transport Trading Limited

- Companies House: 03914810
- Public Procurement Organisation Number: PHDQ-2359-NZMP

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