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Tender

Mechanical, Electrical, and Plumbing Servicing and Capital Works

THE GUINNESS PARTNERSHIP LIMITED

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

Notice identifier: 2026/S 000-015037

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Scope

Reference

PRJ1000216

Description

The Guinness Partnership Limited is looking to procure four multi-disciplinary, regional contracts carrying out servicing, repairs and installations of both domestic and communal Mechanical, Electrical, and Plumbing systems.

The disciplines will include, but not be limited to, air conditioning, ventilation, laundry, renewables (optional), water, sewage and sump pumps, boreholes, Door Entry, Automatic Doors, Barriers & Gates, Warden Call, CCTV, TV Aerials, BMS and Fall Arrest systems.

The contracts are to be let under a 5+5+5 year arrangement and split between the following geographical regions -

Lot 1: Region 1 - North West, Greater Manchester, Yorkshire, and Humberside

Lot 2: Region 2 - Home Counties

Lot 3: Region 3 - London and South East

Lot 4: Region 4 - South West

Total value (estimated)

- £86,467,085 including VAT

Above the relevant threshold

Contract dates (estimated)

- 26 October 2026 to 25 October 2031
- Possible extension to 25 October 2041
- 15 years

Description of possible extension:

5 + 5 + 5 years extensions maximum extensions, taken either as single years or in full.

Options

The right to additional purchases while the contract is valid.

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The contract will be managed through Key Performance Indicators. In the event of a supplier performance failure, a supplier in another Lot may have its contract scope extended to include the requirements for properties where the failure occurred until assurance can be given that the reasons for the original failure have been rectified and will not occur again.

Any planned upgrades or retrofit works may be tendered for separately and are not guaranteed to be given to the successful Supplier(s).

Main procurement category

Services

CPV classifications

- 42122000 - Pumps
- 42511110 - Heat pumps
- 45331000 - Heating, ventilation and air-conditioning installation work
- 45350000 - Mechanical installations
- 51543400 - Installation services of laundry washing, dry-cleaning and drying machines
- 71314100 - Electrical services

Lot constraints

Maximum number of lots a supplier can be awarded: 2

Description of how multiple lots may be awarded:

Suppliers may bid for all Lots, but the number of lots a supplier can win is restricted to a maximum of two lots. Bidders submitting a tender for more than one lot will be asked to rank their preferences with regard to the lots to be awarded.

If a supplier wins multiple lots, their turnover requirements will apply to the combined contract values, to ensure that the supplier is large enough to deliver multiple lots. E.g. a bidder scoring the highest for Lots 1 and 3 will need to have a minimum turnover of twice the combined contract value $[(£2M+£1.7M) \times 2]$. Otherwise, they will only be awarded one lot in accordance with their ranked preferences.

Not the same for all lots

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

Lot 1. North West, Greater Manchester, Yorkshire, Nottinghamshire, Lincolnshire & Derbyshire

Description

The contract scope is for servicing, repairs and installations of both domestic and communal MEP systems in the North West, Greater Manchester, Yorkshire, Nottinghamshire, Lincolnshire & Derbyshire regions.

Renewables is included in the contract scope as an option. If instructed, it is expected that these services would commence in April 2027, so that services do not commence in winter months.

Further details can be found in the Procurement Documents.

Guinness gives no guarantee on the volume of services that may be required during the contract as property numbers may increase or decrease during the term of the contract.

Lot value (estimated)

- £34,586,834 including VAT

Contract locations

- UKD - North West (England)

- UKE - Yorkshire and the Humber

Same for all lots

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

Lot 2. Home Counties

Description

The contract scope is for servicing, repairs and installations of both domestic and communal MEP systems in the Home Counties regions.

Renewables is included in the contract scope as an option. If instructed, it is expected that these services would commence in April 2027, so that services do not commence in winter months.

Further details can be found in the Procurement Documents.

Guinness gives no guarantee on the volume of services that may be required during the contract as property numbers may increase or decrease during the term of the contract.

Lot value (estimated)

- £11,240,721 including VAT

Contract locations

- UKF - East Midlands (England)

Same for all lots

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

Lot 3. London East and London West and South East and Coast

Description

The contract scope is for servicing, repairs and installations of both domestic and communal MEP systems in the London East and London West and South East and Coast regions

Renewables is included in the contract scope as an option. If instructed, it is expected that these services would commence in April 2027, so that services do not commence in winter months.

Further details can be found in the Procurement Documents.

Guinness gives no guarantee on the volume of services that may be required during the contract as property numbers may increase or decrease during the term of the contract.

Lot value (estimated)

- £29,398,809 including VAT

Contract locations

- UKI - London
- UKJ - South East (England)

Same for all lots

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

Lot 4. South-West

Description

The contract scope is for servicing, repairs and installations of both domestic and communal MEP systems in the South-West regions.

Renewables is included in the contract scope as an option. If instructed, it is expected that these services would commence in April 2027, so that services do not commence in winter months.

Further details can be found in the Procurement Documents.

Guinness gives no guarantee on the volume of services that may be required during the contract as property numbers may increase or decrease during the term of the contract.

Lot value (estimated)

- £11,240,721 including VAT

Contract locations

- UKK - South West (England)

Same for all lots

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

Participation

Legal and financial capacity conditions of participation

Lot 1. North West, Greater Manchester, Yorkshire, Nottinghamshire, Lincolnshire & Derbyshire

Lot 2. Home Counties

Lot 3. London East and London West and South East and Coast

Lot 4. South-West

Lot 1. North West, Greater Manchester, Yorkshire, Nottinghamshire, Lincolnshire & Derbyshire

Lot 2. Home Counties

Lot 3. London East and London West and South East and Coast

Lot 4. South-West

Participants are required to demonstrate sufficient economic and financial standing by meeting the minimum turnover requirements and financial risk assessment as described in the Procurement Documents.

Participants are required to demonstrate commitment that they can secure insurances as described in the Procurement Documents.

Technical ability conditions of participation

Lot 1. North West, Greater Manchester, Yorkshire, Nottinghamshire, Lincolnshire & Derbyshire

Lot 2. Home Counties

Lot 3. London East and London West and South East and Coast

Lot 4. South-West

Organisational Standards

For this process, the Participants employees and the Organisation must have the following:

- ISO 14001 certified (Environmental Management),

- ISO 9001 certified (Quality Management).
- Electrical Works: NICEIC / NAPIT / ECA
- Air Conditioning / Cooling: F-Gas (company + engineers)
- Powered Doors / Gates / Barriers: DHF or ADSA competence
- Drainage / Boreholes / Pits: Confined Spaces certification
- Telecare Services Authority
- Register of Play Inspectors International (RPII): or equivalent
- The Royal Society for the Prevention of Accidents (RoSPA)
- FASET (Fall Arrest Safety Equipment Training)

Submission

Enquiry deadline

10 March 2026, 5:00pm

Submission type

Tenders

Tender submission deadline

23 March 2026, 12:00pm

Submission address and any special instructions

<https://supplierlive.proactisp2p.com/Account/Login>

From the Proactis home page, select "Opportunities" and filter the "Customer Name" to "The Guinness Partnership"

Tenders may be submitted electronically

Yes

Languages that may be used for submission

English

Award decision date (estimated)

27 July 2026

Award criteria

Name	Type	Weighting
Quality	Quality	60%
Cost	Cost	40%

Other information

Payment terms

As described in the Procurement Documents

Description of risks to contract performance

The Contract may be modified on the materialisation of a known risk within the meaning of section 74 and paragraph 5 of Schedule 8 to the Act. The following risks have been identified for this Contract:

1. Awaab's Law came into effect in October 2025 with the law being extended in 2026 and 2027 to address further Housing Health and Safety Rating System hazards.
2. There is the ever-present possibility of mergers between Guinness and other housing organisations, which could substantially alter the current property numbers. Whilst there are not currently any such major projects known to the Procurement Team, this is extremely common within our sector and is not outside of the realms of possibility during the Contract Term.
3. Property numbers will fluctuate due to property disposal, acquisition, or the development build programme. It is not possible to know how this will impact the property numbers anticipated under this Contract and in turn the impact on the Contract value.
4. External factors could also impact upon the scope and associate cost of requirements, due to the introduction of new legislation or regulation. For example changes in law relating to National Insurance and Minimum National Wage which will impact the Supplier's ability to deliver the Contract at the tendered sum and in line with CPI provisions in the Contract. It is not possible to predict any increases in labour costs and the impact on the Contract value.
5. Significant shifts in the economy impacting the cost of materials.
6. Increase in contract value due to higher than expected replacement heating systems or retrofit requirements.
7. Increase in contract value due to higher than expected CPI increases.
8. Decrease in contract value due to lower than expected budget allocation.
9. Quality of systems in properties that are acquired or through merger is unknown could result in a higher than expected requirement to replace the equipment or to retrofit to bring up to a compliant standard.

10. In the instance of contract termination due to continued poor performance, one of the suppliers operating in the other lots will be awarded the contract without re-opening competition.

11. The contract has provision to extend the contract for up to a further 10 years. The extensions may be exercised as single years or as two periods of five years.

12. The frequency of servicing may change each year based on budget allocation and business performance and may be reduced in year with limited notice.

13. The KPIs outlined in the procurement documents are subject to change in response to updates in relevant regulations and evolving expectations on Guinness regarding the management of its systems.

14. Guinness reserves the right not to mobilise and commence the renewables element of the service depending on its confidence in the successful tenderer's ability to sufficiently manage this workstream.

15. Guinness will review its policies annually. As a result, policies may change during the Contract Term, and new policies may be introduced that will form part of the Contract. This may impact the scope and Total Contract Value.

16. Demarcation of responsibility during any defect liability periods may change during the Contract Term and may include a different approach for each new development.

Applicable trade agreements

- Government Procurement Agreement (GPA)

Conflicts assessment prepared/revised

Yes

Procedure

Procedure type

Competitive flexible procedure

Competitive flexible procedure description

This Competitive Flexible Procedure will be conducted in three stages.

Stage 1 - Procurement Specific Questionnaire: Assessment of the Conditions of Participation on a pass / fail basis and scored quality questions to shortlist Participants to be invited to tender. It is intended to shortlist a minimum of 4 Participants per Lot.

Stage 2 - Invitation to Tender: Assessment of scored quality questions and pricing submission. Quality questions will be weighted at 60% and pricing weighted at 40%. Further details are provided in the Procurement Documents.

As part of stage two, Guinness will invite the top 3 highest ranked supplier for each lot to present their answers to the a resident focussed Question to a Resident Panel.

As a result of these presentations, final moderation will be limited to no more than a point either way (up or down). If the moderated score causes one of the top 3 to drop to top 4, the next bidder will be brought forward for a presentation and moderation.

Stage 3 - TGP will also reserve the right to conduct a Negotiation stage, following the evaluation of quality and price. It is proposed to down select suppliers and only invite the highest ranked suppliers for each lot to participate in negotiations if a supplier wins multiple lots. TGP will reserve the right not to award multiple lots to the same supplier if the bidder fails to provide reassurance of their capacity to delivery multiple lots during the negotiation stage.

The purpose of the negotiation would be to ensure that any supplier winning multiple lots has got the capacity to deliver the combined lots and that any economy of scales are taking into account.

Guinness reserves the right to refine the procurement documents prior to Stage 2.

It is the intention to appoint one supplier per Lot.

Justification for not publishing a preliminary market engagement notice

Engagement took place prior to Preliminary Market Engagement Notices being available.

Documents

Associated tender documents

<https://supplierlive.proactisp2p.com/Account/Login>

Contracting authority

THE GUINNESS PARTNERSHIP LIMITED

- Companies House: IP031693
- Public Procurement Organisation Number: PBNQ-4523-TMYT

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London

NW1 3AX

United Kingdom

Email: procurement@guinness.org.uk

Region: UKI31 - Camden and City of London

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