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Tender

## **Bus Shelter Advertising Concession and Maintenance Services**

West Northamptonshire Council

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

Notice identifier: 2025/S 000-015519

Procurement identifier (OCID): ocids-h6vhtk-04f7e9 ([view related notices](#))

Published 16 April 2025, 12:17pm

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### **Scope**

### **Reference**

WNC 00000512

### **Description**

West Northamptonshire Council wishes to invite tenders for a concession contract for bus shelter advertising, from which the maintenance of bus shelters is to be funded, with the aim of the Authority also receiving an income. The contract will provide for the operator to provide and install new shelters. Further details are located within the Tender pack via West Northamptonshire Council's In-Tend portal.

### **Total value (estimated)**

- £15,000,000 excluding VAT
- £18,000,000 including VAT

Above the relevant threshold

### **Contract dates (estimated)**

- 3 November 2025 to 2 November 2035
- Possible extension to 2 November 2040
- 15 years

Description of possible extension:

The Authority may, by giving the Supplier not less than 12 months' written notice prior to expiry of the Initial Term, request the extension of this agreement in respect of the whole (or part) of the Services and on the same terms mutatis mutandis, for a period of up to five years from the day following expiry of the Initial Term.

### **Main procurement category**

Services

### **CPV classifications**

- 44212321 - Bus shelters
- 34000000 - Transport equipment and auxiliary products to transportation
- 34928000 - Road furniture
- 50800000 - Miscellaneous repair and maintenance services
- 45213315 - Bus-stop shelter construction work

- 79341000 - Advertising services
- 79340000 - Advertising and marketing services

## **Contract locations**

- UKF24 - West Northamptonshire

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## **Submission**

### **Submission type**

Requests to participate

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

15 May 2025, 1:00pm

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

<https://in-tendhost.co.uk/wnc.aspx/Home>

### **Tenders may be submitted electronically**

Yes

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

English

**Award decision date (estimated)**

23 September 2025

**Recurring procurement**

Publication date of next tender notice (estimated): 1 January 2040

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**Award criteria**

Name	Description	Type
Simple description	<p>Full details on the award criteria for the PSQ stage (Procurement Specific Questionnaire) and the ISFT stage (Invitation to Submit Final Tender) are located in the tender pack on the WNC In-Tend portal, project ref WNC00000512. PSQ Stage: - Bidders who do not meet the minimum requirements set out within the PSQ will be disqualified from the Tender process. Full details are set out within the 'Procurement Specific Questionnaire Guidance' document located in the tender pack. The PSQ comprises of the Preliminary questions, Part 1 (confirmation of core supplier information), Part 2 (additional exclusions information) and Part 3 questions (conditions of participation). The Authority does not intend to use the PSQ to reduce the number of Qualified Bidders down to the next stage of the Competitive Flexible process. ISFT Stage: - The weighting is based on 50% Price and 50% Quality (including Social Value). Quality including Social Value: will be evaluated by reference to the questions and award criteria set out in the ISFT document. All responses to the Quality Questions will be evaluated and scored a maximum of 4 marks (full details are set out in the 'Award Criteria' Table in the ISFT document). The moderated scores will be</p>	Price

Name	Description	Type
	<p>divided by 4 and multiplied by the sub weighting (%) of the relevant Quality Question, to give a final score (%) for each Quality Question (see example within the ISFT document).</p> <p>There is a set minimum quality threshold where a response may be rejected, where the response to any Quality Question fails to achieve a score of 2, even if it scores relatively well against all other criteria.</p> <p><b>Pricing :</b> The Potential Supplier with the highest overall compliant income price will be awarded the full Price score. All other Tender Responses will be scored in accordance with the following calculation: <math>\text{Score} = \frac{\text{Price Weighting} - ((\text{max price} - \text{bidder price}) / (\text{max price} - \text{min price})) \times \text{price weighting}}{1}</math>.</p> <p>Qualified Bidders who receive a minus score will receive a zero (0) score for price for the purposes of evaluation. An example is provided within the ISFT document.</p>	

## Weighting description

Full details on the award criteria for the PSQ stage (Procurement Specific Questionnaire) and the ISFT stage (Invitation to Submit Final Tender) are located in the tender pack on the WNC In-Tend portal, project ref WNC00000512.

PSQ Stage: -

Bidders who do not meet the minimum requirements set out within the PSQ will be disqualified from the Tender process.

Full details are set out within the 'Procurement Specific Questionnaire Guidance'

document located in the tender pack.

The PSQ comprises of the Preliminary questions, Part 1 (confirmation of core supplier information), Part 2 (additional exclusions information) and Part 3 questions (conditions of participation).

The Authority does not intend to use the PSQ to reduce the number of Qualified Bidders down to the next stage of the Competitive Flexible process.

ISFT Stage: -

The weighting is based on 50% Price and 50% Quality (including Social Value).

Quality including Social Value: will be evaluated by reference to the questions and award criteria set out in the ISFT document.

All responses to the Quality Questions will be evaluated and scored a maximum of 4 marks (full details are set out in the 'Award Criteria' Table in the ISFT document). The moderated scores will be divided by 4 and multiplied by the sub weighting (%) of the relevant Quality Question, to give a final score (%) for each Quality Question (see example within the ISFT document). There is a set minimum quality threshold where a response may be rejected, where the response to any Quality Question fails to achieve a score of 2, even if it scores relatively well against all other criteria.

Pricing : The Potential Supplier with the highest overall compliant income price will be awarded the full Price score. All other Tender Responses will be scored in accordance with the following calculation:  $\text{Score} = \text{Price Weighting} - ((\text{max price} - \text{bidder price}) / (\text{max price} - \text{min price})) \times \text{price weighting}$ . Qualified Bidders who receive a minus score will receive a zero (0) score for price for the purposes of evaluation. An example is provided within the ISFT document.

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## **Other information**

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

Yes

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## **Procedure**

### **Procedure type**

Competitive flexible procedure

### **Special regime**

Concession

### **Competitive flexible procedure description**

The Authority has adopted the Competitive Flexible Procedure under the PA23 to include a dialogue phase to identify and define the solutions which are best suited to meeting the needs of the Authority as set out in the procurement documents.

The Competitive Flexible Procedure consists of two stages;

- Stage one: Procurement Specification Questionnaire (PSQ) - Conditions of Participation
- Stage two: Invitation to Submit Final Tender (ISFT) – to include dialogue.

The Authority does not intend to use the PSQ to reduce the number of Qualified Bidders down to the next stage of the Competitive Flexible process.

The Authority does not intend to reduce the number of Qualified Bidders down during the dialogue stages by applying the award criteria.

An indicative timetable for the procurement is detailed in the ISFT document together with the proposed approach to the dialogue process.

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## Documents

### Documents to be provided after the tender notice

The Tender documents are available via the WNC In-Tend portal - <https://in-tendhost.co.uk/wnc/aspx/Home>

The project, WNC00000512 is located within the 'Tenders/Current' section of the portal.

Potential Suppliers will need to select 'view details' then 'express an interest' on the project prior to viewing the associated tender documents.

Potential Suppliers will need to be registered on the In-Tend portal (or logged in) before the 'express an interest' button is visible.

When the 'express an interest' has been selected, the project can then be located within the 'Tenders/My Tenders' section (bidders must be logged in to view 'My Tenders').

By expressing an interest on the In-Tend project is not an automatic acceptance to be invited to or submit a tender response. Please read all of the guidance within the Tender pack. All Potential Suppliers must complete and submit the PSQ response as part of the first stage of the tender process.

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## Contracting authority

### West Northamptonshire Council

- Public Procurement Organisation Number: PGDV-8944-CMBP

Angel Street

Northampton

NN1 1ED

United Kingdom

Contact name: Claire Baker

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

Website: <https://in-tendhost.co.uk/wnc.aspx/Home>

Region: UKF24 - West Northamptonshire

Organisation type: Public authority - sub-central government