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Tender

## **Pan TfL Signage and Display Framework**

Transport for London

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

Notice identifier: 2026/S 000-015921

Procurement identifier (OCID): ocids-h6vhtk-050108 ([view related notices](#))

Published 23 February 2026, 10:01am

### **Scope**

### **Reference**

TfL\_scp\_002532

### **Description**

Transport for London (TfL) is conducting a Competitive Flexible Procedure which is aimed to establish a TfL Signage and Display Framework consisting of four (4) lots and multiple suppliers. The framework will cover the provision of signage and display products, works, and services.

The purpose of the framework is to supply a full range of signage requirements through a multi-lot multi supplier structure for TfL and its supply chain. This includes signage and wayfinding graphic standard designs and schemes, permanent signage using vitreous enamel ,permanent signage using non-vitreous enamel materials ( aluminium composites, steel materials, fluted boards, etc.) and temporary and standard signage (including vinyl and acrylic signage).

All lots provide end-to-end manufacture, installation, supply, and associated services (e.g., reactive maintenance) for signage and display products, except Lot 1, which is

limited to signage and wayfinding graphic design and scheme development.

#### Lot Structure

Lot 1 - Signage and Wayfinding Graphic Standards & Scheme Design

Lot 2A - Permanent Signage (Vitreous Enamel)

eg. vitreous enamel or steel signs; permanent illuminated and non-illuminated signs

Lot 2B - Permanent Signage (Non-Vitreous Enamel)

eg. Aluminium composite signs, poster frames

Lot 3 - Temporary Signage

eg fluted boards, vinyl and acrylic signs, glass signs

#### Supplier Registrations

##### 1. TfL SAP Business Network

It is the sole responsibility of suppliers to contact the TfL Supplier Enablement Team, to check that they are registered on the TfL SAP Supplier Business Network e-procurement system. If your organisation is not already registered in SAP Business Network, please ensure that you complete the TFL supplier set up process through the SAP Business Network link provided here: <https://tfl.gov.uk/info-for/suppliers-and-contractors/become-a-tfl-supplier?intcmp=3390> If you have any problems or are unsure regarding your TFL Supplier account please arrange a call with the TFL buying support Team; [BuyingSupport@tfl.gov.uk](mailto:BuyingSupport@tfl.gov.uk)

Following Bidders registration, email [CharlesHayford@tfl.gov.uk](mailto:CharlesHayford@tfl.gov.uk) and [TyrekeBrooks@tfl.gov.uk](mailto:TyrekeBrooks@tfl.gov.uk) for access to the tender in the portal. Registration is required to receive an invitation to the SAP Ariba procurement event and access to the first stage; Procurement Specific Questionnaire (PSQ) documentation. All tender documents would be provided as an attachment on TfL Ariba Sourcing event once a Bidder has been added to the event.

##### 2. Find a Tender Service (FTS)/Central Digital Platform (CDP)

Additionally, your organisation must have a Public Procurement Organisation Number (PPON). A PPON is a Unique Identifier (UI) assigned to organisations that participate in public procurement, generated when an organisation registers on the Find a Tender Service (FTS). It is used to manage and publish notices related to public procurement and

connects information about the organisation digitally. Your PPON is a combination of 12 letters and numbers, separated by hyphens. For example, EFGH-1234-IJKL.

Find a Tender is now the Central Digital Platform. Registration is mandatory to participate in public sector procurements under the Procurement Act 2023. If your organisation is not already registered in Find a Tender, please ensure that you register as soon as possible and obtain your organisation's Unique Identifier via: <https://www.find-tender.service.gov.uk/Search>

## **Commercial tool**

Establishes a framework

## **Total value (estimated)**

- £23,200,000 excluding VAT
- £27,900,000 including VAT

Above the relevant threshold

## **Contract dates (estimated)**

- 12 October 2026 to 11 October 2031
- Possible extension to 11 October 2034
- 8 years

Description of possible extension:

The framework Agreement will have an option to extend three (3 ) years. TfL may choose to utilise the optional extension with an agreed increment with incumbents contractors or suppliers under the framework.

## **Main procurement category**

Works

### **CPV classifications**

- 22314000 - Designs
- 31400000 - Accumulators, primary cells and primary batteries
- 31523000 - Illuminated signs and nameplates
- 31530000 - Parts of lamps and lighting equipment
- 34924000 - Variable message signs
- 34928470 - Signage
- 34928471 - Sign materials
- 34928472 - Sign posts
- 34992000 - Signs and illuminated signs
- 45316100 - Installation of outdoor illumination equipment
- 50000000 - Repair and maintenance services
- 51000000 - Installation services (except software)

### **Contract locations**

- UKC - North East (England)
- UKD - North West (England)
- UKE - Yorkshire and the Humber
- UKF - East Midlands (England)
- UKG - West Midlands (England)

- UKH - East of England
  - UKI - London
  - UKJ - South East (England)
  - UKK - South West (England)
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## **Lot 1. Lot 1 Signage and wayfinding graphic standards and scheme design**

### **Description**

TfL's objective is to maintain the established TfL branding and signage standards, increase service reliability with the reduction of unnecessary visual 'clutter', minimal duplication (where necessary) and improving safety by removing accident risk and improving overall legibility - benefitting passengers, staff and drivers by ensuring consistent quality information.

Design requirements may range from technical design to graphic design. This would cover individual sign construction or fixing methods, sign layouts or full building sign schemes all in accordance with the relevant standards and regulations.

### **Lot value (estimated)**

- £23,200,000 excluding VAT
- £27,900,000 including VAT

Framework lot values may be shared with other lots

## Same for all lots

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

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## Lot 2A. Lot 2A Permanent signage - vitreous enamel

### Description

All Permanent Signage vitreous enamel under Lot 2A must be produced and manufactured using only vitreous enamel material steel.

TfL is considering the use of anti-theft fixings and other alternative fixing methods for surface-mounted roundel signage specifically on heritage signages where such measures are deemed appropriate, beneficial, and cost-effective. Suggestions will be welcomed from Bidders once awarded a place on a framework.

One of the key Deliverables for successful Bidders under Lot 2A are required to fully reproduce all design intent drawings for the permanent vitreous enamel signage. All detailed technical drawings produced by the contractor must be submitted to the TfL Framework Manager within the initial six(6) months from Framework commencement. These drawings will be subject to TfL assurance process and approved to be used for call offs contracts.

Bidders should also note that TfL intends to implement an asset registry process for all permanent signage under this lot. This will enable the identification of all installed signage through the use of unique identification markers.

### Lot value (estimated)

- £23,200,000 excluding VAT
- £27,900,000 including VAT

Framework lot values may be shared with other lots

## **Same for all lots**

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

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## **Lot 2B. Lot 2B - Permanent Signage non vitreous enamel**

### **Description**

All Permanent Signage non vitreous enamel under Lot 2B will be produced and manufactured with all other materials.

All signage delivered will be subject to the TfL assurance process.

Bidders should also note that TfL intends to implement an asset registry process for all permanent signage under this lot. This will enable the identification of all installed signage through the use of unique identification markers.

### **Lot value (estimated)**

- £23,200,000 excluding VAT
- £27,900,000 including VAT

Framework lot values may be shared with other lots

## **Same for all lots**

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

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## **Lot 3. Lot 3 Temporary Signage**

## **Description**

Temporary bespoke signs may be made of but not restricted to the following:

- Aluminium composites
- SAV, expanded PVC or fluted PP board
- Stretched barrier banners and hoarding and include:
- Temporary Bus Stops and Taxi Ranks
- Other operational equipment such as Hoods, Covers, labels and Hazard tapes.
- Associated Fixings

## **Lot value (estimated)**

- £23,200,000 excluding VAT
- £27,900,000 including VAT

Framework lot values may be shared with other lots

## **Same for all lots**

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

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## **Framework**

### **Maximum number of suppliers**

12

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

0%

## **Justification for framework term over 8 years**

The framework requirements falls under the utilities category, the 8-year length is permitted under Section 47(1a) of the Procurement Act 2023.

## **Framework operation description**

The pricing and rates submitted by potential contractors or suppliers within this ITT would be set as their maximum framework rates for any signage and display related projects set out with the pricing and commercial schedule of the Framework Agreement.

The Actual prices and rates will be set out in call-off contracts, determined through further Competition and Direct award. The objective mechanisms for these processes will be detailed within the ITT documentation.

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

Either with or without competition

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

Establishing party only

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## **Participation**

## **Particular suitability**

**Lot 1. Lot 1 Signage and wayfinding graphic standards and scheme design**

**Lot 2A. Lot 2A Permanent signage - vitreous enamel**

**Lot 2B. Lot 2B - Permanent Signage non vitreous enamel**

**Lot 3. Lot 3 Temporary Signage**

- Small and medium-sized enterprises (SME)
- Voluntary, community and social enterprises (VCSE)

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## **Submission**

### **Enquiry deadline**

6 March 2026, 1:00pm

### **Submission type**

Requests to participate

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

9 March 2026, 1:00am

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

This procurement process is being conducted electronically on the e-Tendering portal SAP Ariba. The portal can be accessed via the following link:

<https://service.ariba.com/Supplier.aw>

To access the procurement documents, complete and submit the PSQ, you will need to be registered on the eTendering portal - SAP Ariba.

The following instructions explain TfL's e-tendering portal and provide guidance on how interested parties will be able to communicate with TfL in relation to this exercise.

(1) To register or to check if you are already registered to SAP Ariba, log on to <https://service.ariba.com/Supplier.aw> Interested parties must read the instructions carefully before proceeding with registration. For help on using the SAP Ariba system, please refer to [https://support.ariba.com/Adapt/Ariba\\_Network\\_Supplier\\_Training](https://support.ariba.com/Adapt/Ariba_Network_Supplier_Training)

(2) Once you have registered on SAP Ariba (or are already registered), you must also register on TfL's SAP Ariba system through the following link <https://s1-eu.ariba.com/Sourcing/Main/ad/selfRegistration?realm=TfL> Guidance on registering is available through the following link: here <https://content.tfl.gov.uk/supplier-registration.pdf>

(3)

The SAP Ariba project reference is: WS2494082023

The SAP Ariba Sourcing Event for this procurement is ID: Doc2964386449 and the Sourcing Event is named: "Pan TfL Signage and Display Framework PSQ "

Please contact [Ariba\\_Supplier\\_Enablement@tfl.gov.uk](mailto:Ariba_Supplier_Enablement@tfl.gov.uk) in the first instance should you experience any problems with the portal for issues related to items 1 and 2 above, and use the information from 3 to assist.

Please contact [CharlesHayford@tfl.gov.uk](mailto:CharlesHayford@tfl.gov.uk) or [TyrekeBrooks@tfl.gov.uk](mailto:TyrekeBrooks@tfl.gov.uk) should you experience any other problems that [Ariba\\_Supplier\\_Enablement@tfl.gov.uk](mailto:Ariba_Supplier_Enablement@tfl.gov.uk) was not able to solve.

The contract values shown in this Tender Notice are maximum values of this Framework, which is shared across all lots. The Framework itself has NIL value, all committed spend will be realised through call-off contracts during the term of this framework. This is explained further within the procurement documents.

Any orders placed under this Framework Agreement will form a separate contract under the scope of this framework between the supplier and the specific contracting authority.

Potential contractors or suppliers submit a response to the PSQ at their own risk. All discussions and submission will be conducted in English.

Potential contractors or suppliers must read the instructions carefully before proceeding

with registration and are advised to satisfy themselves that they understand all the requirements of the procurement and terms of the contract and the rules of the procurement process before submitting a response.

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

Yes

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

English

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

#### **Lot 1. Lot 1 Signage and wayfinding graphic standards and scheme design**

Maximum 7 suppliers

Selection criteria:

Maximum number of up to 7 highest ranked Bidders will be selected following evaluation of the PSQ Bids. Criteria used will be as follows depending on the section of the PSQ;

-Pass / Fail

-Score with a minimum to Pass

- Discretionary Pass/ Fail

- Score and weight

Weighting score for Conditions of Participation;

Lot 1 Signage and Wayfinding Graphics Technical Questions- 60%

Commercial Capability- 20%

Health and Safety- 10%

Environmental Management- 10%

**Lot 2A. Lot 2A Permanent signage - vitreous enamel**

**Lot 2B. Lot 2B - Permanent Signage non vitreous enamel**

Maximum 7 suppliers

Selection criteria:

Maximum number of up to 7 highest ranked Bidders will be selected following evaluation of the PSQ Bids. Criteria used will be as follows depending on the section of the PSQ;

-Pass / Fail

-Score with a minimum to Pass

- Discretionary Pass/ Fail

- Score and weight

Weighting score for Conditions of Participation;

Lot 2B Permanent Bespoke Signage Non Vitreous Enamel Technical- 60%

Commercial Capability- 20%

Health and Safety- 10%

Environmental Management- 10%

**Lot 3. Lot 3 Temporary Signage**

Maximum 7 suppliers

Selection criteria:

Maximum number of up to 7 highest ranked Bidders will be selected following evaluation of the PSQ Bids. Criteria used will be as follows depending on the section of the PSQ;

-Pass / Fail

-Score with a minimum to Pass

- Discretionary Pass/ Fail

- Score and weight

Weighting scores for Conditions of Participation;

Lot 3 Temporary Signage Technical- 60%

Commercial Capability- 20%

Health and Safety- 10%

Environmental Management- 10%

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

17 July 2026

### **Recurring procurement**

Publication date of next tender notice (estimated): 9 January 2034

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### **Award criteria**

<b>Name</b>	<b>Description</b>	<b>Type</b>	<b>Weighting</b>
Technical	Please see procurement documents	Quality	60%
Financial	Please see procurement documents	Price	30%
Social Value	Please see procurement documents	Quality	10%

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## **Other information**

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

Yes

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## **Procedure**

### **Procedure type**

Competitive flexible procedure

### **Special regime**

Utilities

### **Competitive flexible procedure description**

This procedure is split into 4 different stages namely;

Stage 1: Procurement Specific Questionnaire(Conditions of Participation)

Stage 2 :Invitation to Submit Initial Tender (ISIT) Stage

Stage 3 :Invitation to Negotiate (ITN) Stage

Stage 4: Invitation to submit final Tender (ISFT)/ Best and Final Offer (BAFO) Stage.

Stage 1: PSQ Stage

Bidders who have expressed interest in the Preliminary Market Engagement Notice and this Tender Notice for TfL's Signage and Display Framework will be invited to submit a Volume 4- PSQ submission. TfL will use this stage to short list bidders per each Lot under the Framework. Upon evaluation a maximum of 7 Bidders highest ranked will be shortlisted and invited to the next stage of this procurement. TfL reserves the right to shortlist bidders per each lot under the Framework of up to a maximum of 7 bidders.

Stage 2 : Invitation to Submit Initial Tenders (ISIT) Stage

Bidders who have been shortlisted at the PSQ stage will be invited to submit an Initial Offer. Bidders' Initial Offers, provided they are compliant with this ISIT, will be evaluated in accordance with the evaluation criteria set out in the Tender. TfL will then rank the Initial Offers by Bidders per each Lot. Following the evaluation of Initial Offers, TfL will rank the Bidders' Initial Offers to identify the most advantageous tenders under their relevant lots. TfL reserves the right to either award up to a maximum of 3 bidders on the Framework Agreement under each lot in accordance with Section 5 sets out in the ITT without proceeding to the ITN stage or BAFO stage.

Stage 3: Invitation to Negotiate(ITN) Stage

TfL may elect to hold one or more negotiation stages following the receipt and the evaluation of the Initial Offers. If TfL proceeds to the ITN Stage, it will conduct negotiations with with a maximum of 5 Bidders highest ranked most advantageous tenders under their relevant lots that submitted compliant Initial Offers and satisfied the Technical Submission requirement.

Stage 4 :Invitation to Submit Final Tender (ISFT)/ Best and Final Offer (BAFO) Stage

If TfL elects to negotiate with Bidders, then at the conclusion of the ITN stage, TfL will inform Bidders that the negotiation stage is complete and Bidders will be issued with an ISFT. Bidders will be required to submit the Best and final offers (BAFOs) ("Final Offer") on the basis of the requirement proposed and discussed in negotiations.

The framework Agreement will be awarded to a maximum of 3 highest ranked Bidders

under the each lot who has submitted the Most Advantageous Tender in line with the evaluation criteria set under the tender. TfL reserves the right to increase the number of Bidders awarded a place under Lot 3 to maximum of five (5) Bidders.

The commercial terms and conditions (Volume 3) included in the tender pack as part of the tender notice is issued in a draft form. The contents remains subject to further changes and a final version will be provided at Stage 2 - Invitation to Submit Initial Tenders (ISIT).

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## **Contracting authority**

### **Transport for London**

- Public Procurement Organisation Number: PHMT-6197-NWNZ

5 Endeavour Square

London

E20 1JN

United Kingdom

Email: [BSFAribaAdministration@tfl.gov.uk](mailto:BSFAribaAdministration@tfl.gov.uk)

Region: UKI41 - Hackney and Newham

Organisation type: Public authority - central government