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Tender

## Managed Outsourced Solution for Education Catering

Hampshire County Council

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

Notice identifier: 2025/S 000-016440

Procurement identifier (OCID): ocds-h6vhtk-050620 ([view related notices](#))

Published 23 April 2025, 11:06am

### Scope

### Reference

CS26550

### Description

Hampshire County Council is seeking a supplier to take on provision of catering services to Educational Establishments across the county of Hampshire, following the cessation of the Contracting Authority's in house service, Education Catering.

189 Educational Establishments have confirmed to the Contracting Authority that they wish to access catering services through this Contract from the outset, with the breakdown by establishment type, pupil numbers on role etc included as Annex 1 A of this ITT. These numbers reflect the schools which have chosen to "opt in" to this arrangement and are not anticipated to change significantly but may be subject to some change before the Contract commences. Educational Establishments are opted in for the initial period of the contract with the option to extend for an additional 2 years. This extension is dependent on the Contracting Authority extending this Contract.

Educational Establishments that choose not to access services through this Contract at

the outset will have the option of joining later during the life of the Contract and will be able to access the services under the same terms as those that were part of the Contract from the start. Establishments would only be added subject to agreement from all parties.

Educational Establishments may be either Local Authority maintained schools or Academies. These entities have different legal statuses, and each academy trust accessing services through this contract will be required to complete a Deed of Adherence (sample provided in Annex 3d) with the Contractor & The Contracting Authority prior to implementation.

All Tenderers must have signed and completed Annex 5 - TUPE Confidentiality Undertaking Template by the Clarification deadline.

Tenderers who submit a tender without having completed and returned Annex 5 as an attachment via the Intend Correspondence function before the deadline for clarification questions (19th May 2025 at 17:00), will have their submission rejected.

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

- £92,185,453 excluding VAT
- £110,622,543.60 including VAT

Above the relevant threshold

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

- 5 January 2026 to 4 January 2031
- Possible extension to 4 January 2033
- 7 years

Description of possible extension:

There is 1 contract extension with a maximum duration of 2 years and 0 month, and a value ex VAT of £ 26,338,701

## **Main procurement category**

Services

## **CPV classifications**

- 55524000 - School catering services
- 15894210 - School meals
- 55500000 - Canteen and catering services
- 55520000 - Catering services
- 55523000 - Catering services for other enterprises or other institutions

## **Contract locations**

- UKJ3 - Hampshire and Isle of Wight

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## **Participation**

### **Legal and financial capacity conditions of participation**

As per In-tend Participation Stage Questionnaire (In-tend hosted questionnaire)

### **Technical ability conditions of participation**

As per In-tend Participation Stage Questionnaire (In-tend hosted questionnaire)

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## **Submission**

### **Enquiry deadline**

19 May 2025, 5:00pm

### **Tender submission deadline**

27 May 2025, 2:00pm

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

<https://in-tendhost.co.uk/hampshire>

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

Yes

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

English

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

14 July 2025

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## **Award criteria**

<b>Name</b>	<b>Description</b>	<b>Type</b>	<b>Weighting</b>
Price criterion 1	Pricing schedule Annex 2, Price evaluation. See Pricing Annex 2a.	Price	40.00%
Quality criterion 2	Quality of food ingredients & Sourcing	Quality	15.00%
Quality criterion 5	Operational Service Resilience	Quality	10.00%
Quality criterion 3	Special Diets Allergens	Quality	7.50%
Quality criterion 4	Account Contract Management	Quality	7.50%
Quality criterion 8	Staffing	Quality	7.50%
Quality criterion 1	Mobilisation	Quality	5.00%
Quality criterion 7	Maximise and Increase Uptake	Quality	5.00%
Quality criterion 6	Corporate Social Responsibility	Quality	2.50%

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## Other information

### Payment terms

As per Schedule 3 Payment & Invoicing of the Contract Document (ITT Annex 3) and ITT Annex 1 C - Payment & Invoicing arrangements

### Description of risks to contract performance

Tight Timescales for delivery

The project must be awarded and the successful supplier able to be communicated to schools by September. This means the tender timetable is very tight and will involve moderation over July (Summer holidays). Mitigated by all panel being aware of the timescale and resource requirement over this time.

No bids received

Market engagement was conducted and a series of questions asked to gain the attractiveness and viability of the offer to the market. We received 7 responses back and have confidence that the project will gain interest from the market.

Increased cost

The risk of a high meal price has been mitigated by using the Straight-Line methodology and placing a cap on the max meal price. This will ensure the bids remain within the stated parameters and limits the risk of a high meal price. The Contract will have a dedicated Contract Manager and a KPI on monthly payment reports to ensure the supplier is charging educational establishments, pupils, parents and guardians accurately.

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

Yes

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## **Procedure**

### **Procedure type**

Open procedure

### **Special regime**

Light touch

### **Justification for not publishing a preliminary market engagement notice**

The private sector school meals market is well established both nationally and locally in Hampshire. Suppliers range from small local and regional organisations to large national and multinational organisations. At least 17 private sector school catering suppliers currently operate in Hampshire.

Soft market testing has been carried out with the current 11 catering suppliers on the County Council's education catering framework agreement. They confirmed available capacity and interest to provide catering to Hampshire schools.

A formal engagement process was undertaken with existing school customers of the EC service to understand schools' views of the proposal to cease the services provided by EC and of the two remaining viable options of service closure (with schools managing their own catering arrangements) and a managed outsource of the service.

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## **Contracting authority**

### **Hampshire County Council**

- Public Procurement Organisation Number: PBHM-7586-PWLP

E2 Court The Castle

Winchester

SO23 8UJ

United Kingdom

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

Website: <https://www.hants.gov.uk>

Region: UKJ36 - Central Hampshire

Organisation type: Public authority - sub-central government