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Tender

## **NEPO411 - Furniture**

The Association of North East Councils Limited

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

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### **Scope**

### **Reference**

NEPO411

### **Description**

The Association of North East Councils Limited trading as the North East Procurement Organisation (NEPO) seeks to establish a Framework for the supply of furniture.

The Framework is intended to commence on 1 September 2026 and will have a term of 4 years.

The Framework will be available to all Members and Associate Members of NEPO. A full list of NEPO Members is available here <https://www.nepo.org/about> and a full list of Associate Members is available here <http://nepo.org/associate-membership/list>.

NEPO intends to publish an Invitation to Tender via the Open eTendering system. Suppliers wishing to be considered for this Framework must register their expression of interest and submit a tender through the NEPO eTendering system. If not already registered, candidates should register on the Open eTender system at:

<https://open-uk.org/>

Tenders must be submitted using the link above. Tenders submitted via post or email methods will not be accepted.

Guidance for how to create an account, search for opportunities and respond is included within the Supplier's hub.

If you require further support please email [open.support@nepo.org](mailto:open.support@nepo.org)

## **Commercial tool**

Establishes a framework

## **Total value (estimated)**

- £160,000,000 including VAT

Above the relevant threshold

## **Contract dates (estimated)**

- 1 September 2026 to 31 August 2030
- 4 years

## **Options**

The right to additional purchases while the contract is valid.

In addition to the requirements under each individual lot, suppliers will be asked to indicate whether they have the capability to supply recycled or refurbished furniture and associated circular services.

Contracting Authorities may refer to this information when designing call off requirements;

however, any assessment of recycled or refurbished options at call off will rely on separately published award criteria in the relevant call off documentation, in line with PA23.

## **Main procurement category**

Goods

## **CPV classifications**

- 39000000 - Furniture (incl. office furniture), furnishings, domestic appliances (excl. lighting) and cleaning products

## **Contract locations**

- UK - United Kingdom
- GG - Guernsey
- IM - Isle of Man
- JE - Jersey

## **Lot constraints**

Description of how multiple lots may be awarded:

The Framework will be awarded to a maximum number of suppliers on to each lot:

Lot 1 - Office Furniture & Home Working - 20 suppliers

Lot 2 - Educational & Library Furniture - 15 suppliers

Lot 3 - Residential Furniture (Social Care Settings) - 15 suppliers

Lot 4 - Tough Furniture - 10 suppliers

Lot 5 - Ergonomic Furniture & Associated Services - 20 suppliers

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## **Lot 1. Office Furniture & Home Working**

### **Description**

Supply, delivery and installation of general office furniture and associated services including but not limited to office seating, desking, tables, desk screens, monitor arms and storage solutions. Successful Suppliers will provide a comprehensive range of furniture for a variety of office settings, including reception, conference, dining and bespoke solutions along with any home working requirements of Contracting Authorities.

In addition to the requirements under this lot, suppliers will be asked to indicate as part of their tender submission whether they have the capability to supply recycled or refurbished furniture and associated circular services.

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

- £160,000,000 including VAT

Framework lot values may be shared with other lots

### **Same for all lots**

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

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## **Lot 2. Educational & Library Furniture**

### **Description**

Supply, delivery and installation of educational and library furniture to meet the requirements of nursery, early years, primary, secondary, higher educational and further education establishments and associated services. Successful Suppliers will provide a comprehensive range of furniture for a variety of educational settings, including dining, library and bespoke solutions.

In addition to the requirements under this lot, suppliers will be asked to indicate as part of their tender submission whether they have the capability to supply recycled or refurbished furniture and associated circular services.

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

- £160,000,000 including VAT

Framework lot values may be shared with other lots

### **Same for all lots**

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

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## **Lot 3. Residential Furniture (Social care)**

### **Description**

Supply, delivery and installation of residential furniture and associated solutions to meet a variety of social care requirements, including care homes, social housing providers and council tenancies including immediate provision of furniture for temporary accommodation. Successful Suppliers will provide a comprehensive range of living solutions including white goods and kitchen appliances, along with other household items,

such as cooking utensils, cutlery and crockery, if required by the Contracting Authority.

In addition to the requirements under this lot, suppliers will be asked to indicate as part of their tender submission whether they have the capability to supply recycled or refurbished furniture and associated circular services.

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

- £160,000,000 including VAT

Framework lot values may be shared with other lots

### **Same for all lots**

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

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## **Lot 4. Tough Furniture**

### **Description**

Supply, delivery, and installation of robust, durable furniture designed for challenging environments such as mental health units, probation hostels, SEN schools, and other public sector facilities where safety, resilience, and longevity are critical.

In addition to the requirements under this lot, suppliers will be asked to indicate as part of their tender submission whether they have the capability to supply recycled or refurbished furniture and associated circular services.

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

- £160,000,000 including VAT

Framework lot values may be shared with other lots

### **Same for all lots**

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

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## **Lot 5. Ergonomic Furniture & Associated Services**

### **Description**

Provision of ergonomic furniture and associated services to support health, comfort, and productivity. The scope includes the supply, delivery, and installation of ergonomic chairs, desks, and accessories that comply with relevant UK and international standards.

In addition to the requirements under this lot, suppliers will be asked to indicate as part of their tender submission whether they have the capability to supply recycled or refurbished furniture and associated circular services.

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

- £160,000,000 including VAT

Framework lot values may be shared with other lots

### **Same for all lots**

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

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## **Framework**

### **Maximum number of suppliers**

60

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

1%

### **Further information about fees**

NEPO operates a contract rebate arrangement whereby Suppliers are asked to repay NEPO a set percentage of each invoice in respect of orders placed by NEPO or any Contracting Authority accessing the Framework. The maximum rebate taken by NEPO against the value of awarded contracts will not exceed 1%.

### **Framework operation description**

The successful Tenderers will enter into a Framework Agreement (NEPO411 - Furniture) with NEPO. This Framework will be made accessible to the Member Authorities and the Associate Members of NEPO via Call-Off contracts. NEPO will establish overarching terms and conditions that define the core principles of the Framework.

Pricing will be determined through the tender process and evaluated against predefined award criteria and associated weightings. All tenderers will be assessed accordingly.

Pricing submitted as part of this Framework will apply to requirements Nationally.

Pricing will be fixed from the point of the Framework commencement for a minimum period of 7 months until 31st March 2027. Thereafter an annual price increase will be considered where the supplier can demonstrate in a transparent manner that such increases are justified.

Framework commencement will be considered from the issue of the Award Letter to successful tenderers following the Standstill period.

The Framework will be awarded on a non-ranked basis and Contracting Authorities may establish Call-Off Contracts through an award with or without further competition.

#### Award without Competition:

Under s45(4) of the Procurement Act 2023, Contracting Authorities may award directly to a Supplier without further competition under this Solution. In order to direct award, there must be two elements: (i) the core terms are set out and (ii) there is an "objective mechanism" for supplier selection. The objective mechanism for supplier selection without competition under this Solution is as follows.

The objective mechanism is where an objective and transparent business or commercial reason exists, such as (but not limited to):

- Where the CA is procuring additional or repeat services and the supplier is an existing supplier - and to use an alternative supplier would result in disproportionate technical difficulties in operation or maintenance for the CA
- Where an expression of interest has identified that no other suppliers on the solution are willing/able to deliver the call off
- Where there are objectively justifiable contextual reasons to make a direct award to a specific supplier, such as geographical requirements and/or Contracting Authority specific product/service requirements for their bespoke requirements.
- Where any of the above list applies to multiple suppliers, that from those suppliers, the supplier with the lowest price for the requirements being procured shall be awarded.

Responsibility for complying with, and the reason for, this call-off procedure lies with the Contracting Authority who will need to satisfy its internal procedures that this process can be utilised and ensure it maintains an audit rail of decision making.

When an award without competition is made, the price will be based on the solution contracted tendered rates. The supplier rates can be improved (I.e. reduced) but must not exceed the capped tendered rates.

#### Further Competition / Mini Competition:

Contracting Authorities may opt to run a further competition at their discretion throughout the life of the Solution.

All Suppliers awarded to the Solution may be invited to participate in a further competition. At the discretion of a Contracting Authority, Suppliers may be initially requested to provide an Expression of Interest (Eoi) for the project. Any Supplier not expressing an interest by

the assigned deadline may not be invited to participate in the further competition at the discretion of a Contracting Authority and in accordance with any guidance issued.

The criteria for evaluations at the further competition stage will be detailed by the Contracting Authority and included within the documentation issued at that stage. Contracting Authorities will utilise their own further competition documents.

At further competition stage, Suppliers should be asked to provide a price based upon the actual requirements of the Contracting Authority. All rates provided within the Solution must not be exceeded but can be lowered to ensure a competitive bid.

Contracting Authorities should expect to be provided with detailed pricing at the Call-off stage to ensure that the capped rates are not exceeded. The Contracting Authority can disqualify any Supplier who does exceed the tendered capped rates from the further competition process.

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

Either with or without competition

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

NEPO is a Centralised Procurement Authority as defined in the Procurement Act 2023 (PA23). NEPO therefore may provide central purchasing activity on behalf of Contracting Authorities.

The agreement will be available for use by NEPO Member Authorities found here <https://www.nepo.org/about> & all current & future Associate Members. Current Associate Members are listed here, NEPO website: <https://www.nepo.org/associate-membership>.

NEPO intends to make the resulting agreement available for use by all Contracting Authorities throughout all administrative regions of the UK (as defined by the Procurement Act 2023) including but not limited to Government Departments & their Agencies, Non-Departmental Public Bodies, Central Government, NHS Bodies, Local Authorities, Emergency Services, Coastguard Emergency Services, Educational Establishments, Registered Social Landlords and Registered Charities.

A permissible users list available at: <http://www.nepo.org/associate-membership/permissible-users>

## **Participation**

### **Particular suitability**

**Lot 1. Office Furniture & Home Working**

**Lot 2. Educational & Library Furniture**

**Lot 3. Residential Furniture (Social care)**

**Lot 4. Tough Furniture**

**Lot 5. Ergonomic Furniture & Associated Services**

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

### **Enquiry deadline**

19 March 2026, 12:00pm

### **Tender submission deadline**

2 April 2026, 12:00pm

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

All tenders must be submitted electronically via OPEN the online tendering platform.

Please access here: <https://www.open-uk.org>

## Tenders may be submitted electronically

Yes

## Languages that may be used for submission

English

## Award decision date (estimated)

30 July 2026

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## Award criteria

Name	Description	Type	Weighting
Quality	Includes 10% for Social Quality Value		60%
Price	Includes 10% for Social Price Value		40%

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## Other information

### Applicable trade agreements

- Government Procurement Agreement (GPA)

## Conflicts assessment prepared/revised

Yes

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## Procedure

### Procedure type

Open procedure

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## Contracting authority

### The Association of North East Councils Limited

- Companies House: 05014821
- Public Procurement Organisation Number: PYVX-2132-JNMM

Northern Design Centre, Abbots Hill, Baltic Business Quarter

Gateshead

NE8 3DF

United Kingdom

Email: [cdpnepoteam@nepo.org](mailto:cdpnepoteam@nepo.org)

Website: <http://www.nepo.org>

Region: UKC22 - Tyneside

Organisation type: Public authority - sub-central government