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Contract

Efficiency Programme Delivery Partner (EPDP)

National Highways

F03: Contract award notice

Notice identifier: 2025/S 000-017637

Procurement identifier (OCID): ocds-h6vhtk-0416fe

Published 29 April 2025, 2:26pm

Section I: Contracting authority

I.1) Name and addresses

National Highways

Bridge House, Walnut Tree Close

Guilford

GU1 4LZ

Email

James.mayer@nationalhighways.co.uk

Country

United Kingdom

Region code

UK - United Kingdom

National registration number

09346363

Internet address(es)

Main address

<https://nationalhighways.co.uk/>

Buyer's address

<https://nationalhighways.ukp.app.jaggaer.com/>

I.4) Type of the contracting authority

National or federal Agency/Office

I.5) Main activity

General public services

Section II: Object

II.1) Scope of the procurement

II.1.1) Title

Efficiency Programme Delivery Partner (EPDP)

Reference number

pro_15433

II.1.2) Main CPV code

- 79411000 - General management consultancy services

II.1.3) Type of contract

Services

II.1.4) Short description

The efficiency programme delivery partner contract (originally advertised as the transformation delivery partnership) is a service to help National Highways deliver its efficiency programme in roads period 3. The service will operate from April 2025 to April 2028, with an option to extend until September 2030. The contract value to April 2028 will be £43m with the potential to increase to £75m if the full extension period is utilised.

II.1.6) Information about lots

This contract is divided into lots: No

II.1.7) Total value of the procurement (excluding VAT)

Value excluding VAT: £75,000,000

II.2) Description

II.2.3) Place of performance

NUTS codes

- UK - United Kingdom

Main site or place of performance

England

II.2.4) Description of the procurement

The efficiency delivery partner contract will help support a centralised programme for delivering change to realise the required efficiency outcomes in National Highways. The contract will challenge, advise, and support National Highways as it develops, implements, embeds and realises the benefits of the programme, whilst leaving a sustainable legacy of change and improved capability throughout the company.

The key objective of the programme is the tangible improvement in National Highways' performance in relation to Six Themes:

- 1: Integrated and flexible capital delivery
- 2: Supply chain aligned to new delivery model and NH ambitions
- 3: Mature asset lifecycle ownership
- 4: Digitally enabled organisation that delivers on business requirements and customer expectations
- 5: Proactive control of our network
- 6: Environmental sustainability deeply embedded in what we do

The programme will be centrally led with the following design principles:

- Led by National Highways employees from across the company, with the efficiency programme delivery partner supporting the activity
- Overseen by one Programme Office coordinating and maintaining the single source of the truth through a single way of working across all themes with a clear governance structure.
- Focussed on truly cross-cutting initiatives that impact across multiple directorates and functional areas of our business
- Building capabilities and ensuring change is fully embedded and sustained becoming business as usual
- A focus on long-term transformation and measurable outcomes rather than short-term cost savings

This efficiency programme is a self-financing model, with a focus on delivering efficiency targets in both capital and operational expenditure within the RIS3 settlement. The investment made will be recovered from the value of efficiencies made through delivering the programme within the 5-year period.

Work under the contract will be issued as tasks with defined deliverables and performance measures. Allocation of future tasks will be predicated on continued good performance. Further details are available in the procurement documents.

II.2.5) Award criteria

Quality criterion - Name: Social Value, Diverse supply chains / Weighting: 5%

Quality criterion - Name: Social Value, Modernising delivery and increasing productivity / Weighting: 5%

Quality criterion - Name: Developing the programme of change / Weighting: 10.5%

Quality criterion - Name: Ensuring delivery and embedment and sustainable benefits / Weighting: 14%

Quality criterion - Name: Driving delivery of outcomes through the programme / Weighting: 14%

Quality criterion - Name: Building organisational change capability / Weighting: 10.5%

Quality criterion - Name: Mobilising ready to deliver for RIS3 / Weighting: 7%

Quality criterion - Name: Personnel, team structure & CVs / Weighting: 14%

Price - Weighting: 20%

II.2.11) Information about options

Options: No

II.2.13) Information about European Union Funds

The procurement is related to a project and/or programme financed by European Union funds: No

Section IV. Procedure

IV.1) Description

IV.1.1) Type of procedure

Restricted procedure

IV.1.8) Information about the Government Procurement Agreement (GPA)

The procurement is covered by the Government Procurement Agreement: Yes

IV.2) Administrative information

IV.2.1) Previous publication concerning this procedure

Notice number: [2024/S 000-000054](#)

Section V. Award of contract

Contract No

con_29484

Title

Efficiency Programme Delivery Partner (EPDP)

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

2 April 2025

V.2.2) Information about tenders

Number of tenders received: 3

Number of tenders received by electronic means: 3

The contract has been awarded to a group of economic operators: No

V.2.3) Name and address of the contractor

McKinsey & Company, Inc. United Kingdom

The Post Building, 100 Museum Street

London

WC1A 1PB

Country

United Kingdom

NUTS code

- UK - United Kingdom

National registration number

FC012665

The contractor is an SME

No

V.2.4) Information on value of contract/lot (excluding VAT)

Total value of the contract/lot: £75,000,000

V.2.5) Information about subcontracting

The contract is likely to be subcontracted

Section VI. Complementary information

VI.4) Procedures for review

VI.4.1) Review body

See details at VI.4.3

See details at VI.4.3

Country

United Kingdom

VI.4.3) Review procedure

Precise information on deadline(s) for review procedures

National Highways incorporated a 10 calendar day standstill period at the point information on award of the contract was communicated to candidates. Appeals must be lodged in accordance with the Public Contracts Regulations (SI 2015 No. 102) as amended.