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Tender

Private Hire Concession at Manchester and East Midlands Airports

MAG AIRPORT LIMITED

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

Notice identifier: 2025/S 000-019592

Procurement identifier (OCID): ocids-h6vhtk-050e6a

Published 8 May 2025, 10:05am

Scope

Reference

WS2389564595

Description

The current Private Hire contract at Manchester Airport and East Midlands Airport is reaching natural expiry.

A Private Hire experience is often what starts and ends a passenger's journey. It is crucial that MAG enters into a contract with partners who have adequate experience, are fully compliant with all aspects of industry laws, regulations and best practices and are committed to providing MAG passengers with first class customer service.

Indicative value to the Concessionaire is £55.5m over the 4 (four) year term, total across the 4 Lots.

Total value (estimated)

- £55,500,000 excluding VAT
- £66,600,000 including VAT

Above the relevant threshold

Contract dates (estimated)

- 12 January 2026 to 31 March 2030
- Possible extension to 31 March 2032
- 6 years, 2 months, 20 days

Description of possible extension:

The Contract (s) will be let for a period of 4 (four) years, with the option for MAG to extend for a further 2 (two) years (1+1 years) after the initial 4 (four) year term. The extensions may be exercised at MAG's discretion based on a range of factors including business needs and circumstances.

Main procurement category

Services

CPV classifications

- 60120000 - Taxi services

Lot constraints

Maximum number of lots a supplier can be awarded: 2

Description of how multiple lots may be awarded:

MAG will select the most advantageous bid by either awarding a Traditional Desk Operation Lot or Digital Operation Lot per airport, or both.

Not the same for all lots

Contract locations are shown in Lot sections, because they are not the same for all lots.

Lot 1. Manchester Traditional Desk Operation

Description

Traditional Desk Operation for Private Hire services at Manchester Airport.

60% or more of bookings are forecast to be taken in person at a booking desk or by telephone call.

Values below are indicative to the concessionaire.

Lot value (estimated)

- £31,470,400 excluding VAT
- £37,764,480 including VAT

Contract locations

- UKD3 - Greater Manchester

Same for all lots

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

Lot 2. Manchester Digital Operation

Description

Digital Operation for Private Hire services at Manchester Airport.

60% or more of bookings are forecast to be taken by mobile app or website.

Values below are indicative to the concessionaire.

Lot value (estimated)

- £7,877,000 excluding VAT
- £9,452,400 including VAT

Contract locations

- UKD3 - Greater Manchester

Same for all lots

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

Lot 3. East Midlands Traditional Desk Operation

Description

Traditional Desk Operation for Private Hire services at East Midlands Airport.

60% or more of bookings are forecast to be taken in person at a booking desk or by telephone call.

Values below are indicative to the concessionaire.

Lot value (estimated)

- £12,922,080 excluding VAT
- £15,506,496 including VAT

Contract locations

- UKF - East Midlands (England)

Same for all lots

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

Lot 4. East Midlands Digital Operation

Description

Digital Operation for Private Hire Services at East Midlands Airport.

60% or more of bookings are forecast to be taken by mobile app or website.

Values below are indicative to the concessionaire.

Lot value (estimated)

- £3,230,520 excluding VAT
- £3,876,624 including VAT

Contract locations

- UKF - East Midlands (England)

Same for all lots

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

Participation

Particular suitability

Lot 1. Manchester Traditional Desk Operation

Lot 2. Manchester Digital Operation

Lot 3. East Midlands Traditional Desk Operation

Lot 4. East Midlands Digital Operation

Small and medium-sized enterprises (SME)

Submission

Enquiry deadline

27 May 2025, 11:59pm

Submission type

Requests to participate

Deadline for requests to participate

3 June 2025, 12:00pm

Submission address and any special instructions

If you are wishing to express an interest in this opportunity and wish to view the prequalification documents please firstly register your company details on the MAG portal, on the following URL, and select "Register your interest":

<https://www.magairports.com/work-with-us/procurement-and-contracts/>

Once you have registered please email gregory.mina@stanstedairport.com and advise that

you have registered on the Portal. You will then be given access to the project documents via SAP Ariba.

Details on how to provide a response to MAG are detailed in the documentation.

Bidders must submit their Pre-Qualification Questionnaires via the SAP Ariba Portal.

Tenders may be submitted electronically

Yes

Languages that may be used for submission

English

Award decision date (estimated)

15 September 2025

Award criteria

Name	Description	Type	Weighting
Commercial	Sub commercial weightings to be advised to Bidders at the ITN stage.	Cost	70%
Technical	Weighting associated to the Bidders Technical score (including 10% weighting for ESG).	Quality	30%

Other information

Applicable trade agreements

- Government Procurement Agreement (GPA)

Conflicts assessment prepared/revised

Yes

Procedure

Procedure type

Competitive flexible procedure

Special regime

Concession

Competitive flexible procedure description

MAG is issuing this Tender Notice to commence a Pre-qualification Questionnaire (PQQ) to parties interested in taking part in the procurement process in relation to a proposed contract for Private Hire Services at both Manchester and East Midlands Airports.

The purpose of the pre-qualification process is to provide MAG with sufficient information to select a shortlist of qualified applicants who will be invited to participate in a competitive tender process.

MAG is following the competitive flexible procedure in line with the Regulations of the Procurement Act 2023 and following the PQQ stage (subject to a sufficient number of compliant PQQ responses being received), MAG intends to select the Applicants who have achieved an overall PQQ Score of at least 60% for each Lot to be invited to submit a tender.

Following the PQQ, MAG will commence the Invitation to Negotiate (ITN) with the shortlisted Bidders from the PQQ.

Documents

Documents to be provided after the tender notice

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Contracting authority

MAG AIRPORT LIMITED

- Companies House: 11748654
- Public Procurement Organisation Number: PHNZ-5718-LHXL

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Manchester

M90 1QX

United Kingdom

Contact name: Gregory Mina

Telephone: +441279272034

Email: gregory.mina@stanstedairport.com

Website: <https://www.manchesterairport.co.uk/>

Region: UKD33 - Manchester

Organisation type: Public undertaking (commercial organisation subject to public authority oversight)