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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.

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## **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.

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## **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.

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## **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.

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## **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.

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## **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)

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## **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](mailto: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

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## 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%

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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**

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.

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## 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

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Email: [gregory.mina@stanstedairport.com](mailto:gregory.mina@stanstedairport.com)

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

Region: UKD33 - Manchester

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