This is a published notice on the Find a Tender service: <a href="https://www.find-tender.service.gov.uk/Notice/021203-2025">https://www.find-tender.service.gov.uk/Notice/021203-2025</a>

Tender

# IWM/2425/Pub/3391: Publishing Sales and Distribution Services for Imperial War Museums

Imperial War Museums

UK4: Tender notice - Procurement Act 2023 - view information about notice types

Notice identifier: 2025/S 000-021203

Procurement identifier (OCID): ocds-h6vhtk-0512e9

Published 14 May 2025, 12:05pm

## Scope

#### Description

IWM is tendering for a three-year contract to provide Worldwide Sales and Distribution for IWM Publishing wholesale distribution and sales representation, including Europe, the United States, Canada, Australia & New Zealand.

IWM Publishing produces c.10-12 new titles per year, with an extensive backlist of 60 titles. The successful supplier will provide sales representation for all IWM titles in print and facilitate the B2B wholesale distribution and storage of these titles.

For more information about this opportunity, please visit the Delta eSourcing portal at:

https://www.delta-esourcing.com/tenders/UK-UK-London:-Printing-and-distribution-services./8GHQC2V497

To respond to this opportunity, please click here:

https://www.delta-esourcing.com/respond/8GHQC2V497

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

• £120,000 including VAT

Below the relevant threshold

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

- 1 September 2025 to 1 September 2028
- Possible extension to 1 September 2029
- 4 years, 1 day

Description of possible extension:

An extra year will be offered at IWM's discretion provided the contract value to the partner is still estimated to be below threshold.

#### Main procurement category

Services

#### **CPV** classifications

• 79824000 - Printing and distribution services

#### **Contract locations**

• UK - United Kingdom

# **Participation**

## Particular suitability

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

#### **Submission**

#### **Tender submission deadline**

16 June 2025, 6:00pm

## Submission address and any special instructions

https://www.delta-esourcing.com/

## Tenders may be submitted electronically

Yes

## **Award criteria**

Name	Description	Туре	Weighting
Qualitative Evaluation	Long criteria description	Quality	47%

Name	Description	Type	Weighting	
Presentation Stage	Long criteria description	Quality	33%	
Cost Evaluation	Long criteria description	Cost	20%	

#### **Procedure**

## **Procedure type**

Below threshold - open competition

# **Contracting authority**

## **Imperial War Museums**

• Public Procurement Organisation Number: PHRL-5691-LLXM

IWM London, Lambeth Road

London

SE1 6HZ

**United Kingdom** 

Telephone: 0207 416 5000

Email: erowberry@iwm.org.uk

Region: UKI44 - Lewisham and Southwark

Organisation type: Public authority - sub-central government