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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 ([view related notices](#))

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	Type	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