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Tender

## **AN ONLINE PROGRAMME MANAGEMENT SERVICE**

Sheffield Hallam University

F02: Contract notice

Notice identifier: 2022/S 000-021483

Procurement identifier (OCID): ocds-h6vhtk-03077d

Published 4 August 2022, 5:47pm

### **Section I: Contracting authority**

#### **I.1) Name and addresses**

Sheffield Hallam University

City Campus, Howard Street

SHEFFIELD

S11WB

#### **Contact**

Procurement Team

#### **Email**

[strategicprocurement@shu.ac.uk](mailto:strategicprocurement@shu.ac.uk)

#### **Telephone**

+44 1142253431

**Country**

United Kingdom

**Region code**

UKE32 - Sheffield

**Justification for not providing organisation identifier**

Not on any register

**Internet address(es)**

Main address

[www.shu.ac.uk](http://www.shu.ac.uk)

Buyer's address

<https://in-tendhost.co.uk/sheffieldhallamuniversity.aspx/Home>

**I.3) Communication**

The procurement documents are available for unrestricted and full direct access, free of charge, at

<https://in-tendhost.co.uk/sheffieldhallamuniversity.aspx/Home>

Additional information can be obtained from the above-mentioned address

Tenders or requests to participate must be submitted electronically via

<https://in-tendhost.co.uk/sheffieldhallamuniversity.aspx/Home>

**I.4) Type of the contracting authority**

Other type

Higher Education Institution

**I.5) Main activity**

Education

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## **Section II: Object**

### **II.1) Scope of the procurement**

#### **II.1.1) Title**

AN ONLINE PROGRAMME MANAGEMENT SERVICE

Reference number

2122-53-TRM-RD

#### **II.1.2) Main CPV code**

- 80300000 - Higher education services

#### **II.1.3) Type of contract**

Services

#### **II.1.4) Short description**

Sheffield Hallam University is one of the UK's largest and most diverse universities: a community of more than 32,000 students, 4,000 staff and more than 250,000 alumni around the globe. Our mission is simple: we transform lives. We provide people from all backgrounds with the opportunity to acquire the skills, knowledge and experience to succeed at whatever they choose to do. Our teaching, research and partnerships are characterised by a focus on real world impact - addressing the health, economic and social challenges facing society today.

The university has an ambitious plan for its taught portfolio, recognising the significant demand for skills development and the opportunity for a truly applied higher education experience. As a part of our strategy the university is seeking to extend its portfolio into the UK and Global online market to capitalise on its growing reputation as a leading applied and entrepreneurial university.

The university is seeking a commercial partnership to develop, scale and grow our online portfolio and extend our brand nationally and globally, in an operationally and financially sustainable way. We expect the partnership to be for up to 12 years with a value of up to £50m for the partner. We are looking for an online education partner with a considerable

track record of partnering with Higher Education institutions, who will work with us to develop a new wholly online portfolio of post-graduate courses that reflect our ambition to be the world's leading applied university and ensure we are able to reach prospective students on a UK and global stage.

We are not seeking a model whereby the University only validates or accredits the provision - our vision for an online portfolio is founded on the premise that our online students will feel a part of Sheffield Hallam University and will be able to benefit from our teaching, learning and distinctive Hallam Model. We are not however expecting there to be any mandatory attendance on campus as a part of the course delivery; the desired model is a fully online one.

The university's current online portfolio (c.22 courses of which 17 are postgraduate level) has been developed organically for a Continuing Professional Development (CPD) market, predominantly in the health and education areas. We are not seeking in the first instance to replace any of this existing provision; rather we are looking to develop an additional offer with potential to attract high student numbers from both UK and international markets. As the partnership matures and we build capacity and capability within Sheffield Hallam we will want the flexibility to add to the portfolio and respond with agility to global trends and potential changes to UK market opportunities.

Creating a student experience that is authentic to the Sheffield Hallam mission, vision and values lies at the heart of this exciting new development; we believe that getting this right, in an applied learning context, will distinguish our offer from that of others. We want a partner who will be just as invested in student success as we are; who will work with us to create a coherent and consistent experience supported by both organisations. The academic pedagogy and delivery will come from the University but will be informed and shaped by the partner's considerable experience in online education; the prospective student journey and end-to-end student success will be delivered by the partner, working closely with the university. The partner and the university will work closely together to develop systems and processes to support the online offer. By harnessing strength and capability across both organisations, the Online portfolio will become a means to truly transform lives.

### **II.1.5) Estimated total value**

Value excluding VAT: £50,000,000

### **II.1.6) Information about lots**

This contract is divided into lots: No

## **II.2) Description**

## **II.2.2) Additional CPV code(s)**

- 80420000 - E-learning services
- 80430000 - Adult-education services at university level

## **II.2.3) Place of performance**

NUTS codes

- UKE32 - Sheffield

Main site or place of performance

Online services UK and worldwide.

The NUTS code does not adequately represent the delivery location as the services are online

## **II.2.4) Description of the procurement**

The university is seeking a commercial partnership to develop, scale and grow our online portfolio and extend our brand nationally and globally, in an operationally and financially sustainable way. We expect the partnership to be for up to 12 years with a value of up to £50m for the partner. We are looking for an online education partner with a considerable track record of partnering with Higher Education institutions, who will work with us to develop a new wholly online portfolio of post-graduate courses that reflect our ambition to be the world's leading applied university and ensure we are able to reach prospective students on a UK and global stage.

## **II.2.5) Award criteria**

Quality criterion - Name: Portfolio offer - robust data and informed insight / Weighting: 3

Quality criterion - Name: Portfolio offer - curriculum structure / Weighting: 3.5

Quality criterion - Name: Portfolio Offer - PID / Weighting: 6.5

Quality criterion - Name: Programmes development - pedagogical design / Weighting: 8

Quality criterion - Name: Recruitment strategy / Weighting: 8

Quality criterion - Name: Data performance and predictions / Weighting: 1.5

Quality criterion - Name: Controls and assurances / Weighting: 1.5

Quality criterion - Name: Partner portal needs / Weighting: 2

Quality criterion - Name: Partner portal and CRM Demonstration - student journey / Weighting: 5

Quality criterion - Name: Partner portal and CRM Demonstration - trends themes and datasets / Weighting: 2

Quality criterion - Name: RACI Model / Weighting: 4

Quality criterion - Name: Student-centred support / Weighting: 2.5

Quality criterion - Name: Consistency of support / Weighting: 2.5

Quality criterion - Name: Management resource (of overarching Partnership) / Weighting: 4

Quality criterion - Name: Reports for performance / Weighting: 4

Quality criterion - Name: Resourcing, skilling & Support / Weighting: 7

Quality criterion - Name: Justification of Commercial Model / Weighting: 5

Quality criterion - Name: Social Value / Weighting: 10

Cost criterion - Name: Commercial Model / Weighting: 20

## **II.2.6) Estimated value**

Value excluding VAT: £50,000,000

## **II.2.7) Duration of the contract, framework agreement or dynamic purchasing system**

Duration in months

96

This contract is subject to renewal

No

## **II.2.10) Information about variants**

Variants will be accepted: No

### **II.2.11) Information about options**

Options: Yes

Description of options

There is an option to extend by a period of four years, the total potential contract length is therefore 12 years and the £50,000,000 value has been based on the full 12-year period.

### **II.2.14) Additional information**

Please be advised that as this is an education-focused service, we are using the Light Touch Regime and have integrated a level of consultation at the start of what is ostensibly an Open procedure.

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## **Section III. Legal, economic, financial and technical information**

### **III.1) Conditions for participation**

#### **III.1.1) Suitability to pursue the professional activity, including requirements relating to enrolment on professional or trade registers**

List and brief description of conditions

As defined in the Invitation to tender and its accompanying Agreement

#### **III.1.2) Economic and financial standing**

Selection criteria as stated in the procurement documents

#### **III.1.3) Technical and professional ability**

Selection criteria as stated in the procurement documents

### **III.2) Conditions related to the contract**

#### **III.2.3) Information about staff responsible for the performance of the contract**

Obligation to indicate the names and professional qualifications of the staff assigned to performing the contract

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## **Section IV. Procedure**

### **IV.1) Description**

#### **IV.1.1) Type of procedure**

Open 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: [2022/S 000-000232](#)

**IV.2.2) Time limit for receipt of tenders or requests to participate**

Date

10 October 2022

Local time

12:00pm

**IV.2.4) Languages in which tenders or requests to participate may be submitted**

English

**IV.2.6) Minimum time frame during which the tenderer must maintain the tender**

Duration in months: 4 (from the date stated for receipt of tender)

**IV.2.7) Conditions for opening of tenders**

Date

10 October 2022

Local time

12:10pm

Place

Please note there is an additional deadline for response on 18 August 2022 at 14:00hrs  
please refer to the instruction in the Tender Documents

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## **Section VI. Complementary information**

### **VI.1) Information about recurrence**

This is a recurrent procurement: No

### **VI.2) Information about electronic workflows**

Electronic ordering will be used

Electronic invoicing will be accepted

Electronic payment will be used

### **VI.4) Procedures for review**

#### **VI.4.1) Review body**

Sheffield Hallam University Legal Services

Sheffield

Country

United Kingdom