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Planning

## Source to Pay Software Solution and Software Implementation Partner

GB-PPON-PBJQ-2231-ZRPG

UK3: Planned procurement notice - Procurement Act 2023 - [view information about notice types](#)

Notice identifier: 2025/S 000-021851

Procurement identifier (OCID): ocds-h6vhtk-0514c3 ([view related notices](#))

Published 15 May 2025, 3:18pm

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### Scope

#### Description

Southern Water ("SW") seek a Solution Provider to licence a cloud-based, Source to Pay software solution ("Solution") that will give SW users a more intuitive experience in purchasing goods and services.

The Source to Pay process ("S2P") comprises of Source to Contract ("S2C") and Purchase to Pay ("P2P") processes. The Solution will provide end-to-end functionality.

#### P2P

The Solution will manage SW's end-to-end procurement processes from capturing a Requirement, through Purchase Requisition, Approval, Purchase Order Creation, Supplier PO Receipting, SW Service/Product Receipting, Supplier Invoicing to "OK to pay" from a 3-way match.

Critical to improved user experience will be that the Solution will enable users to:

1. Execute required actions “on the move” via secure mobile technologies as well as computer based.
2. Leverage punchouts with external approved and secure supplier sites.
3. Access and order from approved supplier catalogues.

The Solution must have a proven method of:

1. Managing professional services.
2. Goods and works contracts that may leverage Framework Agreements and timesheets.

These areas represent a key portion of the SW spend profile. The nature of managing this spend in this Solution is still being defined but will be clarified later in the Procurement Process.

## S2C

For spend that is not readily available when requisitioned, the Solution would also have integrated Sourcing, Contracting and Supplier / Contract Performance Management functionality, that is triggered by workflow management to a central Procurement function.

All S2P activities must workflow automatically and allow for online collaboration between SW colleagues and Suppliers, who will be able to access the Solution via a secure external Supplier Portal.

The number of integrations to legacy SW systems is still being defined, but we would expect the Solution to be able to readily integrate to common Finance or HR platforms as a minimum and have SSO capability.

It must also have the capability to be integrated with Asset Management, Inventory and Stores solutions, as a possible further future activity. (Although this is not in the initial implementation scope, it is essential there is evidential functional capability to do so.)

To deliver the integration of the Solution, SW is seeking a Solution Implementation Partner ("SIP") who is accredited to the Software Provider ("SWP").

The Solution Provider is asked to identify up to three (3) Solution Implementation Partners ("SIP"). The process for nominating SIPs is described in the Tender Pack.

The SIP must be able to:

1. Prove and leverage experience of SWP implementation in the UK utility industry, with a

preference for Water industry.

2. Prove accreditation with the SWP, with experience in implementation of the specific Solution.

The below video link will allow you to hear from SWS Director of Procurement & Commercial, Stephen Coleman, outline key messages with regard to this tender opportunity including details on the transformational journey for SWS Source to Pay Technology landscape and beyond!

<https://vimeo.com/1084631521/dc086e0a06?share=copy>

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

- £0 excluding VAT
- £0 including VAT

Above the relevant threshold

### **Main procurement category**

Services

### **Contract locations**

- UKJ - South East (England)

### **Not the same for all lots**

CPV classifications and contract dates are shown in Lot sections, because they are not the same for all lots.

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## **Lot 1. Source to Pay Software Solution**

### **Description**

Southern Water is seeking a Source to Pay Software Solution that supports the needs and demands over the AMP8 period.

The Solution should enable SW users to do the following:

1. Access the solution seamlessly (SSO)
2. Be guided in their buying experience to available contracts with active approved suppliers to required goods or services, or to Procurement support for non-contracted goods and services, to be able to then establish a supporting contract
3. Create and run a full end to end Sourcing Process, compliant to Procurement Act 2023 regulations – conversely able to also provide a lite-sourcing and e-auction functionality for suitable spend requirements
4. Contract online with successful suppliers at the end of the Sourcing Process
5. Manage the full end to end P2P process, providing real time visibility for all PR/PO and Invoices
6. Receipt goods and services either online in the solution or via a solution generated email alert

A solution that enables SW Suppliers to:

1. Access the solution via a secure Portal
2. Maintain their own details
3. Receive and respond online to Tender requests
4. Receive and execute POs

5. Create and publish invoices to SW
6. Track payment progress of all invoices

A solution that can:

1. Host the master SW Supplier database
2. Be easily integrated to other SW legacy solutions
3. Be aligned to forthcoming UK e-invoicing regulations

### **Lot value (estimated)**

- £0 excluding VAT
- £0 including VAT

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

- 25 November 2025 to 24 November 2029
- Possible extension to 24 November 2031
- 6 years

Description of possible extension:

Southern Water expect the contract with the Software provider to be in effect for an initial 4-year term, with the option of extension for a further 2-year term.

The circumstances in which this extension would be utilised is to be determined by SW.

### **CPV classifications**

- 72268000 - Software supply services

## Same for all lots

Contract locations are shown in the Scope section, because they are the same for all lots.

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## Lot 2. Software Implementation Partner

### Description

Southern Water is seeking a Software Implementation Partner that is certified and experienced with the SWP and will support SW in the implementation and enablement of the Solution.

An implementation partner that:

1. Has been proposed by the associated S2P Software Provider in their initial response.
2. Is accredited / certified by the Software Provider to configure and implement the associated software
3. Has experience of configuring S2P solutions in the UK Utilities Industry including integration to UK Government sources such as Find a Tender Service

(ideally Utilities experience is in “Water”, but others would be considered – also ideally with the associated software but others would be considered)

4. Has experience in delivering from an implementation playbook for the associated Software Provider

### Lot value (estimated)

- £0 excluding VAT
- £0 including VAT

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

- 25 November 2025 to 24 November 2027
- Possible extension to 24 November 2029
- 4 years

Description of possible extension:

Southern Water expect the contract with the Implementation Partner to be in effect for an initial 2-year term, with the option of extension for two separate 1-year terms.

The circumstances in which this extension would be utilised is to be determined by SW.

### **CPV classifications**

- 72263000 - Software implementation services
- 72227000 - Software integration consultancy services

### **Same for all lots**

Contract locations are shown in the Scope section, because they are the same for all lots.

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## **Submission**

### **Publication date of tender notice (estimated)**

20 May 2025

## Submission type

Tenders

## Tender submission deadline

4 August 2025, 11:59pm

## Submission address and any special instructions

Estimated value to be confirmed with Tender Notice release.

## Tenders may be submitted electronically

Yes

## Languages that may be used for submission

English

## Award decision date (estimated)

7 November 2025

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## Award criteria

### Lot 1. Source to Pay Software Solution

Name	Type	Weighting
Technical	Quality	70%

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<b>Name</b>	<b>Type</b>	<b>Weighting</b>
Commercial	Price	30%

## **Lot 2. Software Implementation Partner**

<b>Name</b>	<b>Type</b>	<b>Weighting</b>
Technical	Quality	50%
Commercial	Price	50%

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## **Procedure**

### **Procedure type**

Competitive flexible procedure

### **Special regime**

Utilities

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## **Documents**

### **Documents to be provided after the tender notice**

Further documentation will be published during the tender process. The detail of the content, and when it will be provided, will be listed in the Tender Notice.

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## **Contracting authority**

**GB-PPON-PBJQ-2231-ZRPG**

- Public Procurement Organisation Number: PBJQ-2231-ZRPG

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United Kingdom

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Website: <http://www.southernwater.co.uk>

Region: UKJ27 - West Sussex (South West)

Organisation type: Private utility