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Award

Framework for the Provision of Multifunctional Devices

HEART ACADEMIES TRUST

UK6: Contract award notice - Procurement Act 2023 - [view information about notice types](#)

Notice identifier: 2025/S 000-022469

Procurement identifier (OCID): ocds-h6vhtk-04fc63 ([view related notices](#))

Published 19 May 2025, 10:14am

Scope

Description

2. Background

2.1 HEART Academies Trust

2.1.1. This Invitation to Tender (ITT) is being issued by HEART Academies Trust (HEART) using the Open Procedure, under the Procurement Act 2023 to establish a Framework Agreement for the provision of Multifunctional Devices, as described in Appendix A (Specification), commencing 30th 19th April May 2025 for a four-year period with a final Framework end date of 29th 18th April May 2029.

2.1.2. HEART Academies Trust is a non-profit making charitable company based in Bedford. It was established to support local schools build upon existing strengths to improve and maintain high educational standards and encourage continuity of education within the local community. More information is provided here: <https://www.heartacademiestrust.co.uk/>

2.1.3. The core aim of HEART is to create a family of academies who are at the heart of their community delivering great education and improving life chances for all; we value the dreams and aspirations of everyone in our community. Information on our values can be found using

the following link: <https://www.heartacademiustrust.co.uk/who-we-are/18.html>

2.1.4. The overwhelming belief is that every child can be successful, both personally and academically, with early and effective help from staff that know and value them as an individual. HEART have high expectations of all members of our schools; children, young people and professionals alike are challenged and supported to achieve their very best.

2.1.5. Adopting a 'stronger together' approach and a commitment to positive collaboration enables each academy within HEART to celebrate what they already do well whilst providing opportunities to ensure continued development and improvement across all academies within the Trust.

2.1.6. HEART are focused on driving sustainable practices and making them available to likeminded Customers. HEART believes sustainable procurement takes a wide view and incorporates the net benefits for both HEART and the wider world. It considers the impact of environmental, economic and social factors along with price and quality for all activity.

2.2 Value Match Services Limited

2.2.1. The Framework Agreement is delivered by Value Match Services Limited (Value Match), who manage all procurement processes, financial management, marketing and communication, Customers, Suppliers, Call-Off Contracts and Dynamic Purchasing Systems activity on behalf of HEART and their Public Sector customer base.

2.2.2. The ITT process and other Framework services will be carried out through Value Match on behalf of the Customer.

2.2.3. Value Match is an organisation delivering purpose led procurement solutions with integrity across the public and private sector.

2.2.4. Value Match specialises in procurement services delivering efficiency, value and improved outcomes by optimising their strategic procurement, category management, supply chain, and risk management knowledge.

2.2.5. The comprehensive provision of services by Value Match are divided into 5 streams:

Procurement Services: Value Match provides procurement services, consultancy and implementation support specialising in strategic procurement, category management, supply chain management, and risk management. The aim is to radically transform the customer's procurement capability and continually drive efficiency to enhance the positive impact the customer receives.

Bid Management: Value Match provides a fully managed, flexible solution from bid strategy development to implementation of a fully outsourced bid submission process. Value

Match ensure customers understand the capability needed to successfully meet policy and legal obligations, whilst improving the application of economic, social, and environmental considerations in bids.

Sustainability, Diversity & Social Impact: Value Match's Social Impact & Improvement model helps all organisations benchmark their maturity against best practice as well as providing assurance with legal, policy and regulatory requirements. Value Match baselines, measures, and verifies organisations sustainability and social impact and build out a flexible solution to enable our clients to deliver against their requirements.

Resourcing: Value Match provides a fully managed specialist resourcing solution with the ability to provide interim or permanent resources in the areas of procurement, commercial matters, and bid management.

Training: Value Match provides bespoke classroom based, online or one-to-one training courses covering all key aspects relating to procurement, commercial matters and bid management.

2.2.6. These services are managed and delivered in accordance with the 4 core values of the organisation:

Value People: We value People for their uniqueness, capability, capacity for change and for what they do.

Value Relationships: We value Relationships that are built on integrity, mutual support, trust and a sense of purpose.

Sustainable Prosperity: We believe in creating sustainable prosperity through commercial interventions that support responsible and inclusive growth for both individuals and organisations.

Value the Environment: We believe in enhancing our Environment through the way we operate, championing environmental best practices and delivery through our service lines.

2.2.7. Further information regarding Value Match can be found on the website:

<https://www.value-match.co.uk/>

2.3 Education Sector

2.3.1. Value Match primarily focuses on supporting the Education Sector and is currently in contract with 23 school trusts, comprising a total of around 400 schools.

2.3.2. The Education Sector is a key focus area with the following background:

Size: There are 32,172 schools in the United Kingdom, with 24,442 schools in England alone. There are 1170 Multi Academy Trusts in England that manage at least two or more schools. Data has been sourced from:

UK number of schools 2023 | Statista

Schools, pupils and their characteristics, Academic year 2022/23 - Explore education statistics - GOV.UK (explore-education-statistics.service.gov.uk)

<https://edexec.co.uk/how-to-get-your-mat-connected-with-technology/>

Budget: The UK Education spending in the year 2022 - 2023 stands at a £116 billion, which is 4.4 % of the national income. The core school budget for the year 2023 - 2024 has risen by 10% to £57.6 billion compared with £52.6 billion in 2019-2020. The budget is expected to increase by another 2% for the year 2024 - 2025, reaching £58.6 billion. Data has been sourced from: Annual report on education spending in England: 2023 (ifs.org.uk)

Spend: The UK Education school gross current procurement expenditure on services by function the estimated outturn 2023 is £33.5B. Gross current procurement expenditure estimated outturn for 2023 on capital projects is £7.8B. (Public Expenditure Statistical Analyses 2023 - tables 5.5-5.6, pages 82-83).

Challenges: The Education Sector faces the following challenges when dealing with procurement projects:

Limited capacity and capability within individual schools, leading to poor levels of Value for Money being obtained.

A highly fragmented and inefficient supply base, with a high cost of management and also a high cost to service for suppliers.

High levels of non-contracted spend for procurements below and above the threshold values under the Public Contract Regulations 2015 and subsequent Procurement Act 2023, leading to non-compliance.

Evidence of directly awarding contracts to suppliers, removing opportunity for competition and subsequent savings.

Limited examples of Sustainability and Social Value initiatives included as part of any commercial contracts.

Opportunities: The Education Sector has a broad range of opportunities for suppliers who strategically are focused on supporting schools and educational institutions. The purpose of this Framework is to support the Supplier in unlocking these benefits:

High levels of non-contracted expenditure which need to be effectively and compliantly managed.

Limited strategic focus across the Education Sector in developing and providing regional and national solutions due to the fragmented nature of schools.

Large customer base that is open to innovation and welcomes service lead supplier solutions.

Due to the lack of maturity and fragmented customer base there are opportunities to aggregate solutions and scale these rapidly across the Education Sector.

Procurement Legislation and Policy: The Education Sector needs to remain in compliance with a wide variety of legislation, policies, and sustainability requirements set out by the Public Contract Regulations 2015 Procurement Act 2023, the National Procurement Policy Statement and the Department of Education (DfE). Some key provisions include:

Public Contract Regulations 2015 Procurement Act 2023

Conducting procurements through compliant route to markets.

Adherence to procurement procedures and thresholds to ensure fairness transparency and non-discrimination valuing for money, our approach maximises public benefit, ensures appropriate sharing of information and we act with integrity.

Ensure procurements are treat suppliers equally an fairly.

Publishing of advertisements and all relevant notices for procurements.

Sustainability Requirements by the DfE

Implementation of a climate action plan by 2025 (DfE Action Area 1)

Having sustainability leads in schools by 2025. (DfE Action Area 2)

Schools to report emissions by 2024. (DfE Action Area 4)

Eradication of single use plastics by 2025. (DfE Action Area 4)

2.4.1. The Framework is focused on the Education Sector and is to provide Customers with access to Multifunctional Devices. The awarded Supplier is to work in partnership with Value Match and the Customers to their best endeavours to the following principles:

Commercial tool

Establishes a framework

Contract 1

Supplier

- AGILICO WORKPLACE TECHNOLOGY LIMITED

Contract value

- £138,000,000 excluding VAT
- £165,600,000 including VAT

Above the relevant threshold

Award decision date

7 May 2025

Date assessment summaries were sent to tenderers

19 May 2025

Standstill period

- End: 29 May 2025
- 8 working days

Earliest date the contract will be signed

2 June 2025

Contract dates (estimated)

- 3 June 2025 to 2 June 2029
- 4 years

Main procurement category

Goods

CPV classifications

- 30232100 - Printers and plotters

Contract locations

- UK - United Kingdom

Information about tenders

- 3 tenders received
 - 3 tenders assessed in the final stage:
 - 1 submitted by small and medium-sized enterprises (SME)
 - 0 submitted by voluntary, community and social enterprises (VCSE)
 - 1 supplier awarded contracts
 - 2 suppliers unsuccessful (details included for contracts over £5 million)
-

Unsuccessful suppliers

- [DESK TOP PUBLISHING MICRO SYSTEMS LIMITED](#)
 - [DOCUMENT SOLUTIONS \(UK\) LIMITED](#)
-

Procedure

Procedure type

Open procedure

Suppliers

AGILICO WORKPLACE TECHNOLOGY LIMITED

- Companies House: 02559122
- Public Procurement Organisation Number: PVZG-5286-LZLV

C/O Harrison Clark Rickerbys Ellenborough House

Cheltenham

GL50 1YD

United Kingdom

Email: tenders@agilico.co.uk

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

Region: UKK13 - Gloucestershire

Small or medium-sized enterprise (SME): No

Voluntary, community or social enterprise (VCSE): No

Supported employment provider: No

Public service mutual: No

Contract 1

DESK TOP PUBLISHING MICRO SYSTEMS LIMITED

- Companies House: 02711141
- Public Procurement Organisation Number: PWVL-3442-QJLV

DTP House Unit 3 Velocity Point

Leeds

LS12 2EN

United Kingdom

Website: <https://dtpgroup.co.uk/>

Region: UKE42 - Leeds

Small or medium-sized enterprise (SME): Yes

Voluntary, community or social enterprise (VCSE): No

DOCUMENT SOLUTIONS (UK) LIMITED

- Companies House: 07575033
- Public Procurement Organisation Number: PMVN-7398-ZWXJ

2 Christon Road

Newcastle Upon Tyne

NE3 1XD

United Kingdom

Region: UKC22 - Tyneside

Small or medium-sized enterprise (SME): No

Voluntary, community or social enterprise (VCSE): No

Contracting authority

HEART ACADEMIES TRUST

- Companies House: 06969741
- Public Procurement Organisation Number: PVCR-6312-NPXW

Bedford Academy

Bedford

MK42 9TR

United Kingdom

Email: procurement@heartacademiestrust.co.uk

Region: UKH24 - Bedford

Organisation type: Public authority - sub-central government

Other organisation

These organisations are carrying out the procurement, or part of it, on behalf of the contracting authorities.

VALUE MATCH SERVICES LTD

Summary of their role in this procurement: Procurement services for the contracting authority

- Companies House: 08522031
- Public Procurement Organisation Number: PXYJ-6338-PQDD

Dee House

Chester

CH3 5UU

United Kingdom

Email: tenders@value-match.co.uk

Website: <https://www.value-match.co.uk/>

Region: UKD63 - Cheshire West and Chester

Contact organisation

Contact VALUE MATCH SERVICES LTD for any enquiries.