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Tender

## Vehicle Racking & Body Build Conversion Services

UK POWER NETWORKS (TRANSPORT) LIMITED

UK4: Tender notice - Procurement Act 2023 - [view information about notice types](#)

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### Scope

### Reference

PE1-0012-2025

### Description

UK Power Networks' chosen vehicle manufacturers/designated dealerships will deliver vehicles to the successful service provider(s), at whose premises the vehicle will be stored whilst the racking installation services are undertaken. Vehicles will then be delivered to UK Power Networks by the service provider upon completion of the works/services in accordance with times agreed.

There tender will be split in to three Lots:

- Lot 1 - LCV Vans- Racking Conversion
- Lot 2 -LCV/HGV Body Builds Conversions
- Lot 3 - LCV/HGV Plastic Body Build Conversions

## **Commercial tool**

Establishes a framework

## **Total value (estimated)**

- £13,023,000 excluding VAT
- £15,627,699 including VAT

Above the relevant threshold

## **Contract dates (estimated)**

- 1 January 2026 to 31 December 2029
- Possible extension to 31 December 2031
- 6 years

Description of possible extension:

The Company may extend this Agreement for any period of time, on any number of occasions (up to a maximum extension period of two years in total), on giving the Contractor prior written notice in advance of the Expiry Date (or any extension of it).

## **Main procurement category**

Services

## **CPV classifications**

- 50117000 - Vehicle conversion and reconditioning services

## **Contract locations**

- UK - United Kingdom
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## **Lot 1. Lot 1- LCV Vans- Racking Conversions: Please refer to Annex 1 for specification.**

### **Description**

The successful service provider(s) shall provide racking and conversions for UK Power Networks' fleet (up to 36 tonnes), including all requisite goods, materials and equipment for installation. The racking must ensure safe and adequate storage for all tools.

Vehicle types for which conversions (non-exhaustive) may be required are listed below; however, this is not an exhaustive list:

- Jointers - Transit

- o L3 H3 FWD

- Overhead Line - Transit
  - o L4 H3 RWD
- Fitter 'C' Spec - Transit
  - o L3 H3 RWD
- Civil Spec -Transit
  - o L3 H3 RWD
- UKPN VVC (2900 GVW)
  - o L1 H1 FWD
- UKPN VVD (2900 GVW)
  - o L1 H1 FWB
- DST Transit Custom (3200 GVW)
  - o L1 H1 FWD

For the purpose of this tender event, the tenderer is required to provide detailed pricing for three of these specifications, as set out in the Pricing Matrix at Appendix 4.

Lot 1 Projected Volumes - Overall Combined (indicative volumes are shared for information but with no commitment on the part of UK Power Networks)

2026 50

2027 50

2028 150

2029 150

2030 150

**Lot value (estimated)**

- £9,950,000 excluding VAT
- £11,940,000 including VAT

Framework lot values may be shared with other lots

**Same for all lots**

CPV classifications, contract locations and contract dates are shown in the Scope section, because they are the same for all lots.

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**Lot 2. Lot 2- LCV / HGV Body Builds Conversions: Please refer to Annexes 2, 3 and 4.****Description**

The successful service provider(s) shall carry out commercial vehicle conversions, taking basic chassis and building custom bodies as required. The service provider(s) shall also supply and fit safety systems to adhere to "working at height" regulations.

Body builds/conversions apply to the following (non-exhaustive) list of vehicle types, however, for the purpose of this tender event, the tenderer is only required to provide detailed pricing for the three specifications set out in the Pricing Matrix - Appendix 4:

- MAN (4x4)18 tonne, single rear axle with rear mounted crane
- UNIMOG U530 16.5 tonne 4500 wheel- base with rear mounted crane
- Transit Tipper 3.5 tonne H1 L3 single cab rear wheel drive with drop side body tipper
- MAN 10 tonne box body with internal conversion (including cupboards and racking)
- Mercedes-Benz actros 26 tonne curtain sider,

- IVECO 7 tonne curtain sider with tail lift

Lot 2 Projected Volumes- Overall Combined (indicative volumes are shared for information but with no commitment on the part of UK Power Networks)

2026 0

2027 0

2028 10

2029 10

2030 10

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

- £1,563,000 excluding VAT
- £1,875,600 including VAT

Framework lot values may be shared with other lots

### **Same for all lots**

CPV classifications, contract locations and contract dates are shown in the Scope section, because they are the same for all lots.

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## **Lot 3. Lot 3 - LCV / HGV Plastic Body Build Conversions: Please refer to Annex 5**

### **Description**

The successful service provider(s) shall carry out commercial vehicle conversions, taking basic types. Chassis and building custom bodies as required.

Plastic Body conversions apply to the following (non-exhaustive) list of the vehicle, for the purpose of this tender event, the tenderer is only required to provide detailed pricing for the 1 specification set out in the Pricing Matrix - Appendix 4:

- ISUZU 3.5 tonne pick-up truck (plastic body fabrication for installation on to pick-up truck, including cupboards and racking)
- Ford 3.5 tonne pick-up truck (plastic body fabrication for installation on to pick-up truck, including cupboards and racking)

Lot 3 Projected Volumes- Overall Combined (indicative volumes are shared for information but with no commitment on the part of UK Power Networks)

2026 10

2027 10

2028 10

2029 10

2030 10

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

- £1,510,000 excluding VAT
- £1,812,000 including VAT

Framework lot values may be shared with other lots

### **Same for all lots**

CPV classifications, contract locations and contract dates are shown in the Scope section,

because they are the same for all lots.

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## Framework

### Maximum number of suppliers

Unlimited

### Maximum percentage fee charged to suppliers

0%

### Framework operation description

UK Power Networks is seeking to award a framework contract to one or more supplier for each Lot as per the requirements and details included within this Request for Proposal (RfP) package.

- Lot 1 - LCV Vans- Racking Conversion: UK Power Networks may choose to award contracts to both a primary and secondary provider (based on the scoring of the criteria in this RfP). Orders will first be placed with the primary provider; orders will be placed with the secondary provider only if the primary supplier is not able to deliver the requirement (for reasons of lead time, availability etc).
- Lot 2 -LCV/HGV Body Builds Conversions: UK Power Networks may choose to award Lot 2 -LCV/HGV Body Builds/Conversions: UK Power Networks may choose to award contracts to more than one supplier for different vehicle types within this Lot. The Lot is split into three, with separate providers for each DNO network area, EPN, SPN and LPN. Within each of these areas, contracts will be awarded to a primary and a secondary provider for each vehicle type, based on the scoring of the criteria in this RfP. Orders will be placed first with the primary provider; if the primary provider is not able to carry out these services within the time frame/lead time required in the order, the orders will then be placed with the secondary provider for that region. If the secondary provider is also not able to carry out these services



within the required time frame/lead time, then UKPN will approach primary providers in the other DNO network regions and the order will be placed based on a combination of suitable lead time and price.

- Lot 3 - LCV/HGV Plastic Body Build Conversions: UK Power Networks may choose to award contracts to both a primary and secondary provider (based on the scoring of the criteria in this RfP). Orders will be placed first with the primary provider; orders will be placed with the secondary provider only if the primary supplier is not able to deliver the requirement (for reasons of lead time, availability etc).

## **Award method when using the framework**

With competition

## **Contracting authorities that may use the framework**

London Power Networks plc

Eastern Power Networks plc

South Eastern Power Networks plc

UK Power Networks (Distribution System Operator) Limited

UK Power Networks (Operations) Limited

UK Power Networks Services (Contracting) Limited

UK Power Networks Services (Commercial) Limited

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## **Participation**

## **Particular suitability**

**Lot 1. Lot 1- LCV Vans- Racking Conversions: Please refer to Annex 1 for specification.**

**Lot 2. Lot 2- LCV / HGV Body Builds Conversions: Please refer to Annexes 2, 3 and 4.**

**Lot 3. Lot 3 - LCV / HGV Plastic Body Build Conversions: Please refer to Annex 5**

Small and medium-sized enterprises (SME)

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## **Submission**

### **Enquiry deadline**

17 June 2025, 11:59pm

### **Submission type**

Requests to participate

### **Deadline for requests to participate**

8 July 2025, 4:00pm

### **Submission address and any special instructions**

Tenderers are required to communicate any clarification questions and submit their response to Appendix 2- PSQ- Condition of Participation to the following email address:

[indirects.procurement@ukpowernetworks.co.uk](mailto:indirects.procurement@ukpowernetworks.co.uk)

## **Tenders may be submitted electronically**

No

## **Languages that may be used for submission**

English

## **Award decision date (estimated)**

1 October 2025

## **Recurring procurement**

Publication date of next tender notice (estimated): 3 June 2031

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## **Award criteria**

<b>Name</b>	<b>Description</b>	<b>Type</b>	<b>Weighting</b>
Stage 2: substage 2.1- Technical Assessment of written submissions)	Full Assessment details can be found in PE1-0012-2025-RFP Instructions Document.	Quality	60%

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<b>Name</b>	<b>Description</b>	<b>Type</b>	<b>Weighting</b>
Stage 2: substage 2.2- Assessment of the Pricing Matrix	Full Assessment details can be found in PE1-0012-2025-RFP Instructions Document.	Cost	40%

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## Other information

### Conflicts assessment prepared/revised

Yes

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## Procedure

### Procedure type

Competitive flexible procedure

### Special regime

Utilities

### Competitive flexible procedure description

The document for this tender notice, including the Instructions to Tenderers, can be

accessed via the following link:

[https://ukpowernetworks.sharepoint.com/:f/s/ProcurementDocumentManagement/EhRvZx\\_oZ8xAq\\_5\\_1ayWAYEBeltJJuMGI\\_Uz-sv0\\_DUH3w](https://ukpowernetworks.sharepoint.com/:f/s/ProcurementDocumentManagement/EhRvZx_oZ8xAq_5_1ayWAYEBeltJJuMGI_Uz-sv0_DUH3w)

High Level Information:

The event will comprise of 2 stages as detailed below:

Stage 1- Assessment of Condition of Participation: There are 32 question with evaluation method of "Pass/Fail". Tenderers are required to provide their responses to these questions set out in Appendix 2.

Following the assessment of Stage 1, the shortlisted tenderers will be invited to take part in the RFP Event which will be conducted in UK Power Networks' Procurement Sourcing Platform.

Stage 2- Balanced Score Card Assessment. This stage is split in to two sub-stages:

substage 2.1 -Technical Assessment of written submissions - there are 23 technical question for tenderers to respond to. The questions will be scored based on scale of 0-10 (as further detailed in the ITT document). The criteria weighting for this sub-stage is 60%

Stage 2- sub-stage 2.2- Commercial Assessment Assessment of Pricing Matrix, including BAFO submission- tenderers are required to complete Appendix 4 and submit as part of their RFP response. All prices will be evaluated with the overall lowest priced bid receiving the maximum score, and the remaining bids will be recorded as a descending percentage based on the delta to the lowest score. This sub-stage also includes negotiation and submission of best and Final Offer (BAFO). The commercial scorings will be updated based on BAFO submission. The weighting for this sub stage is 40%.

Draft Agreement and Final Contract- UK Power Networks has provided a Draft Agreement as part of the RfP pack. UK Power Networks does not envisage any changes to the Draft Agreement.

All tenderers MUST confirm their acceptance of this Draft Agreement as part of their tender submission and provide a price which reflects the unamended Draft Agreement. This will be considered by UK Power Networks as the tenderer's Main Submission.

If a tenderer cannot confirm acceptance of the unamended Draft Agreement because it believes that amendments to the Draft Agreement would contribute to an improvement in any of the following areas:

- safety;

- availability of resources;
- flexibility or reliability of the service;
- cost efficiency; or
- improved methods of working,

then a tenderer may propose suitable amendments by providing a marked-up copy of the Draft Agreement in Microsoft Word along with a price which reflects these amended terms. This will be named the "Alternative Submission".

All proposed amendments in an Alternative Submission must clearly be shown in 'tracked changes' with a related explanation made as a 'comment' and is to be submitted as part of the Stage 2 response to this RfP via Procurement Sourcing Platform.

UK Power Networks will decide, at its sole discretion, whether any proposed amendment to the Draft Agreement will be accepted.

Where UK Power Networks accepts amendments to the Draft Agreement (which it is not obliged to do) it shall re-issue a single form of final Agreement to all tenderers taking into account those proposed amendments from tenderers which have been accepted by UK Power Networks.

Tenderers must accept this re-issued final Agreement to be awarded a contract.

Tenderers must confirm their pricing based on this re-issued final agreement.

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## Documents

### Associated tender documents

[https://ukpowernetworks.sharepoint.com/:f:/s/ProcurementDocumentManagement/EhRvZx\\_oZ8xAq\\_5\\_1ayWAgEBeltJJuMGI\\_Uz-sv0\\_DUH3w](https://ukpowernetworks.sharepoint.com/:f:/s/ProcurementDocumentManagement/EhRvZx_oZ8xAq_5_1ayWAgEBeltJJuMGI_Uz-sv0_DUH3w)

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## Contracting authority

### **UK POWER NETWORKS (TRANSPORT) LIMITED**

- Companies House: 02891435
- Public Procurement Organisation Number: PCYX-1299-YQJT

Newington House, 237 Southwark Bridge Road

London

SE1 6NP

United Kingdom

Email: [indirects.procurement@ukpowernetworks.co.uk](mailto:indirects.procurement@ukpowernetworks.co.uk)

Region: UKI44 - Lewisham and Southwark

Organisation type: Private utility