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Planning

St James Depot - Procurement of a Development Partner

West Northamptonshire Council

UK2: Preliminary market engagement notice - Procurement Act 2023 - [view information about notice types](#)

Notice identifier: 2025/S 000-030961

Procurement identifier (OCID): ocds-h6vhtk-054552 ([view related notices](#))

Published 9 June 2025, 2:15pm

Scope

Description

The Council is seeking a development partner with the relevant experience, capability and resources to deliver a high quality, residential-led development at the Site. The Council proposes to enter into a partnering arrangement with the successful Potential Supplier that aligns the parties' goals, apports risk appropriately, and provides a clear and transparent mechanism for the delivery of the Project. It is currently envisaged that this arrangement will be structured as a Development Agreement, supported by Heads of Terms to be issued during the Dialogue Stage.

The Development Agreement is expected to be conditional on the agreement of an overall Business Plan, to be derived from the Final Tender Submission, and supported by a detailed masterplan and delivery strategy.

The Council will be undertaking this procurement process using the Competitive Flexible Procedure in accordance with the Procurement Act 2023, allowing for structured dialogue with shortlisted Potential Suppliers prior to the submission of Final Tenders. The Council is committed to a collaborative and transparent process that encourages innovation and quality within a commercially viable framework.

Total value (estimated)

- £45,000,000 excluding VAT
- £54,000,000 including VAT

Contract dates (estimated)

- 30 January 2026 to 30 January 2030
- 4 years, 1 day

Main procurement category

Works

CPV classifications

- 45000000 - Construction work

Contract locations

- UKF24 - West Northamptonshire

Engagement

Engagement deadline

15 November 2024

The engagement was carried out before this notice was published.

Engagement process description

To inform and shape our delivery and procurement advice for the site, we have undertaken market engagement with a number of selected developers to gain views on the scheme proposals / aspirations, and developer sentiment regarding the most appropriate route to procuring a development partner to deliver the scheme. This engagement was by way of a live presentation to a number of developers over Microsoft Teams.

Following a recommended sample of developers from C&W, and discussion with WNC, the following parties were invited to SMT meetings:

1. Placefirst
2. Keepmoat
3. Igloo
4. Muse
5. Henry Boot Developments (HBD)
6. Capital & Centric
7. Urban Splash
8. Places for People

All parties were invited to attend a virtual SMT meeting with both WNC and C&W, with the meetings being held between 5 November and 15 November 2024. The presentation set out a list of question topics to provide a structure to the meetings:

- Views on the overall opportunity.
- Approach to masterplan layout, including mix of residential typologies and tenures, and the potential for delivery of a non-standard, high quality residential product.
- Examples of other similar developments on-site, or recently delivered, including heritage aspects?
- Partnering approach / delivery structure (i.e. development agreement).

- Procurement approach (open, flexible procedure or use of framework)
- Likely timescales associated with the procurement approaches.

SMT was carried out with four of the eight developers invited, with HBD, Urban Splash and Places for People opting not to participate, and no response being received from Capital & Centric. Meetings were held on the following dates:

1. Placefirst - 5 November 2024
2. Keepmoat - 8 November 2024
3. Igloo Regeneration (Igloo) - 13 November 2024
4. Muse Places (Muse) - 15 November 2024

Submission

Publication date of tender notice (estimated)

24 June 2025

Contracting authority

West Northamptonshire Council

- Public Procurement Organisation Number: PGDV-8944-CMBP

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Organisation type: Public authority - sub-central government