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Tender

AN ONLINE PROGRAMME MANAGEMENT SERVICE

Sheffield Hallam University

F02: Contract notice

Notice identifier: 2022/S 000-031284

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

Published 4 November 2022, 4:03pm

The closing date and time has been changed to:

5 December 2022, 12:00pm

See the [change notice](#).

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

Telephone

+44 1142253431

Country

United Kingdom

Region code

UKE32 - Sheffield

UK Register of Learning Providers (UKPRN number)

10005790

Internet address(es)

Main address

www.shu.ac.uk

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>

Tenders or requests to participate must be submitted to the above-mentioned address

I.4) Type of the contracting authority

Body governed by public law

I.5) Main activity

Education

Section II: Object

II.1) Scope of the procurement

II.1.1) Title

AN ONLINE PROGRAMME MANAGEMENT SERVICE

Reference number

2223-14-FSP-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 15 years with a value of up to £85m 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 post graduate 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: £85,000,000

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 15 years with a value of up to £85m 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

Price is not the only award criterion and all criteria are stated only in the procurement documents

II.2.6) Estimated value

Value excluding VAT: £85,000,000

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

Duration in months

180

This contract is subject to renewal

No

II.2.9) Information about the limits on the number of candidates to be invited

Envisaged minimum number: 2

Maximum number: 3

Objective criteria for choosing the limited number of candidates:

The university is applying the Light Touch Regime for Education Services.

The process being adopted is based upon, but does vary from, the Competitive Procedure with Negotiation. The process is set out in the Invitation to Negotiate, available for free access on In-tend: <https://in-tendhost.co.uk/sheffieldhallamuniversity.aspx/Home>. An initial shortlisting of 3 potential partners will apply using the selection criteria defined in the Supplier Selection Questionnaire (SQ). The University reserves the right to select fewer/more than 3 parties to take forward to the Negotiation Stage. Further shortlisting may occur during the negotiation phases as defined in the Invitation to Negotiate.

Variants: Variants to the preferred model will only be accepted within the parameters set out in the Invitation to Negotiate.

II.2.10) Information about variants

Variants will be accepted: Yes

II.2.11) Information about options

Options: Yes

Description of options

The initial term is 10 years. There is an option to extend the agreement by up to 5 years beyond the initial term,

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 procurement documentation published on In-tend

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

Section IV. Procedure

IV.1) Description

IV.1.1) Type of procedure

Competitive procedure with negotiation

IV.1.4) Information about reduction of the number of solutions or tenders during negotiation or dialogue

Recourse to staged procedure to gradually reduce the number of solutions to be discussed or tenders to be negotiated

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

Originally published as:

Date

30 November 2022

Local time

10:00am

Changed to:

Date

5 December 2022

Local time

12:00pm

See the [change notice](#).

IV.2.3) Estimated date of dispatch of invitations to tender or to participate to selected candidates

15 December 2022

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

English

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.3) Additional information

Please be advised there were two additional notices linked to this procurement that FTS would not attach, those being the Contract Notice 2022/S 000-021483 and subsequently the Contract Award Notice 2022/S 000-027416 to advise of the aborted process, to allow for this new negotiated process to be invoked.

VI.4) Procedures for review

VI.4.1) Review body

Legal Services- Sheffield Hallam University

Howard Street

Sheffield

S1 1WB

Country

United Kingdom