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Planning

West Berkshire Highways Term Maintenance Contract (HTMC)

West Berkshire Council

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

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Scope

Description

West Berkshire Council (WBC) is undertaking early market engagement for its upcoming Highways Term Maintenance Contract (HTMC). This exercise is intended to provide suppliers with early visibility of the opportunity and gather feedback to help inform and shape the scope, commercial approach, and procurement strategy

Total value (estimated)

- £150,000,000 excluding VAT
- £180,000,000 including VAT

Contract dates (estimated)

- 1 September 2026 to 1 September 2036
- 10 years, 1 day

Main procurement category

Works

CPV classifications

- 45200000 - Works for complete or part construction and civil engineering work
- 50200000 - Repair, maintenance and associated services related to aircraft, railways, roads and marine equipment
- 90600000 - Cleaning and sanitation services in urban or rural areas, and related services

Engagement

Engagement deadline

5 July 2025

Engagement process description

West Berkshire Council (WBC) is undertaking early market engagement for its upcoming Highways Term Maintenance Contract (HTMC). This exercise is intended to provide suppliers with early visibility of the opportunity and gather feedback to help inform and shape the scope, commercial approach, and procurement strategy.

Organisations who may be interested in this opportunity are invited to participate in an on-line supplier engagement workshop, followed by one-to-one interview sessions planned for late June / July 2025. A Market Engagement Questionnaire will also be made available to guide discussions and help capture views on key contract elements. There will be no requirements for Suppliers to provide responses to these questions in advance of the workshop and one-to-one interviews.

The new contract is expected to deliver a broad range of revenue-based highway services and some capital works, aligned with WBC's ambitions around innovation, Net Zero, technology integration, and local supply chain development.

Purpose of Market Engagement

This market engagement aims to:

- Share information about the opportunity, challenges, and contract ambitions.
- Encourage feedback on the proposed commercial model, service delivery, social value expectations, and collaboration.
- Provide suppliers with a clear understanding of the Council's current thinking and procurement intentions.
- Gauge interest and capture supplier insights before finalising the procurement approach.

The market engagement is intended to allow suitably experienced and interested organisations to outline their views and ideas about the future delivery of highway services across West Berkshire. It will also provide insight into the Council's current thinking, including potential collaboration with neighbouring authorities, an emphasis on innovation and digital technologies, and a strong commitment to social value and sustainability.

Engagement Format

WBC will be hosting a virtual Market Engagement Workshop followed by confidential 1-to-1 supplier interviews on 27th June 2025. The workshop will include:

- Background on West Berkshire and strategic context
- Contract opportunity overview
- Approach to social value and innovation

- Procurement route and timetable
- Q&A session

Post-workshop one-to-one sessions will provide suppliers with the opportunity for private, in-depth discussion on key issues under Procurement Act 23 guidelines. Suppliers will also be asked to review a series of engagement questions in advance, covering areas such as:

- Commercial and pricing models
- Innovation, digital and AI capabilities
- Subcontracting approach and local supply chain engagement
- Reflections on performance management and continual improvement
- Environmental and social value contributions
- Collaborative and flexible delivery options

The questionnaire is intended to provide context for the suppliers and outlines the key themes and topics West Berkshire Council would like to explore with you.

Dates will be provided for Supplier one-to-one sessions, which subject to interest, will commence on the afternoon of Friday 27th June.

Important Notes

This notice is not a call for competition, and participation is not a prerequisite to bidding. The Council anticipates launching the formal procurement using the Competitive Flexible Procedure (CFP) from September 2025, with procurement specific questionnaire, negotiation, and final tenders to follow. No information provided in response to this engagement will be used in supplier evaluation during the formal procurement. The Council reserves the right not to proceed with the procurement. No costs will be reimbursed.

Interested suppliers should express their interest by emailing procurement@westberks.gov.uk to request the Market Engagement Questions and workshop details.

Submission

Publication date of tender notice (estimated)

16 September 2025

Contracting authority

West Berkshire Council

- Public Procurement Organisation Number: PTXJ-8922-CMNQ

Market Street

Newbury

RG14 5LD

United Kingdom

Email: procurement@westberks.gov.uk

Website: <http://www.westberks.gov.uk>

Region: UKJ11 - Berkshire

Organisation type: Public authority - sub-central government