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Planning

ICT Managed Service Provider

Border to Coast Pensions Partnership Limited

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

Notice identifier: 2025/S 000-033393

Procurement identifier (OCID): ocds-h6vhtk-054f38 ([view related notices](#))

Published 18 June 2025, 3:14pm

Scope

Reference

DN765254

Description

Border to Coast intends to appoint a partner organisation to support core capabilities necessary to manage its existing infrastructure and achieve its future ICT objectives. This includes the oversight of the existing infrastructure and provision of corporate ICT solutions to enable Border to Coast to operate its core business using latest technologies deployed in a modern and flexible environment. The ICT Managed Service will manage and oversee the cloud based collaborative platform to allow Border to Coast to manage and deliver its investment portfolio effectively and securely. This will include hardware, infrastructure, communications, service support, cyber and data resilience capabilities. Border to Coast currently operates on a single site with circa. 200 users, and had adopted standard Microsoft 365 solutions, with additional Business Central (Finance), CRM and Data modules deployed across the business.

Procurement Process:

Suppliers will complete and submit a Pass / Fail Selection Questionnaire / Service Capability Questionnaire which will be scored.

Suppliers who pass the Selection Questionnaire will then be asked to submit a full bid.

Following bid evaluation and moderation, request(s) may be made for a clarification session, presentation, on site visit or site audit.

There will be a final moderation following these sessions at which point the successful supplier will be identified (subject to successful completion of all due diligence requirements and a standstill period) a contract will be entered into.

Total estimated value excluding VAT: £6-7m plus VAT (£7.2-8.4m including VAT).

Total value (estimated)

- £7,000,000 excluding VAT
- £8,400,000 including VAT

Above the relevant threshold

Contract dates (estimated)

- 18 May 2026 to 18 May 2030
- Possible extension to 18 May 2034
- 8 years, 1 day

Main procurement category

Services

Additional procurement category

Goods

CPV classifications

- 32500000 - Telecommunications equipment and supplies
- 50330000 - Maintenance services of telecommunications equipment
- 51600000 - Installation services of computers and office equipment
- 72000000 - IT services: consulting, software development, Internet and support

Engagement

Engagement deadline

30 July 2025

Engagement process description

Border to Coast Pensions Partnership currently outsources its ICT Corporate Services via a managed service provider (MSP). The contract for the current MSP expires in 2026. Border to Coast have contacted at least four MSPs to discuss their service offering to support Border to Coast define their future support and ICT service provision.

Border to Coast fall under public procurement rules (Procurement Act 2023). The procurement for these services will commence in the second half of 2025. Border to Coast have undertaken soft market testing by meeting a number of service providers to support our analysis of current and future market capabilities. Border to Coast carried out virtual meetings with the four MSPs, with the meetings taking place across March 2025. This enabled Border to Coast to establish clarity on our future requirements prior to the formal public procurement. It is worth noting that these sessions were not commercial and were designed to establish market differentiators.

Topics included:

- User Support Services Delivery Model
- Cyber & Information Security Services Operating Model, e.g. Bronze, Silver, Gold
- Cloud & Data Centre Services (locations, resilience & DR capability)
- Data Management
- Service Roadmap – 2026 onwards

Submission

Publication date of tender notice (estimated)

31 July 2025

Contracting authority

Border to Coast Pensions Partnership Limited

- Companies House: 10795539

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Leeds

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United Kingdom

Contact name: Border to Coast Procurement Team

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Website: <https://www.bordertocoast.org.uk/>

Region: UKE42 - Leeds

Organisation type: Public authority - sub-central government