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Contract

## **QUB/2742/25 Student Recruitment South Asia**

Queen's University Belfast

F03: Contract award notice

Notice identifier: 2025/S 000-034699

Procurement identifier (OCID): ocds-h6vhtk-02bcda

Published 24 June 2025, 12:26pm

### **Section I: Contracting authority**

#### **I.1) Name and addresses**

Queen's University Belfast

Purchasing Office, University Road

Belfast

BT7 1NN

#### **Contact**

Jackie Glackin

#### **Email**

[procurement@qub.ac.uk](mailto:procurement@qub.ac.uk)

#### **Telephone**

+44 2890973026

#### **Fax**

+44 2890971390

**Country**

United Kingdom

**NUTS code**

UKN06 - Belfast

**Internet address(es)**

Main address

[www.qub.ac.uk](http://www.qub.ac.uk)

Buyer's address

[www.qub.ac.uk/po](http://www.qub.ac.uk/po)

**I.4) Type of the contracting authority**

Body governed by public law

**I.5) Main activity**

Education

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**Section II: Object**

**II.1) Scope of the procurement**

**II.1.1) Title**

QUB/2742/25 Student Recruitment South Asia

Reference number

QUB/2742/25

**II.1.2) Main CPV code**

- 79600000 - Recruitment services

### **II.1.3) Type of contract**

Services

### **II.1.4) Short description**

In January 2025, the University announced its plans to become the first Russell Group University to open a campus in GIFT City, India. Queen's commitment over an initial five-year period cements Queen's position as a leading global university committed to fostering international collaborations. The University has a strong established presence in India and the existing team there also services surrounding countries including Bangladesh, Nepal and Sri Lanka, within the context of student recruitment primarily. The University is now inviting tenders from Economic Operators who can provide comprehensive services across the three service strands outlined below. For clarity, Economic Operators must demonstrate their ability to deliver all three service strands as part of an integrated solution. Strand 1: Delivery of International Student Recruitment outcomes (to UK campus) Strand 2: Delivery of Domestic Student Recruitment outcomes (to GIFT City campus) Strand 3: Implementation and

### **II.1.6) Information about lots**

This contract is divided into lots: No

### **II.1.7) Total value of the procurement (excluding VAT)**

Value excluding VAT: £8,000,000

## **II.2) Description**

### **II.2.2) Additional CPV code(s)**

- 79600000 - Recruitment services

### **II.2.3) Place of performance**

NUTS codes

- IN - India

### **II.2.4) Description of the procurement**

In January 2025, the University announced its plans to become the first Russell Group University to open a campus in GIFT City, India. Queen's commitment over an initial five-year period cements Queen's position as a leading global university committed to fostering international collaborations. The University has a strong established presence in India and the existing team there also services surrounding countries including

Bangladesh, Nepal and Sri Lanka, within the context of student recruitment primarily. For information, there are currently circa 800 students enrolled at Queen's from the markets outlined above, across all study levels. The University is now inviting tenders from Economic Operators who can provide comprehensive services across the three service strands outlined below. For clarity, Economic Operators must demonstrate their ability to deliver all three service strands as part of an integrated solution. Further information is provided in sections 3 -5 below. Strand 1: Delivery of International Student Recruitment outcomes (to UK campus)Strand 2: Delivery of Domestic Student Recruitment outcomes (to GIFT City campus)Strand 3: Implementation and Management of Queen's Graduate Jobs India initiativeQueen's University Belfast is seeking to establish a long-term partnership contract management approach where there is a shared ambition to support the delivery of the University's broader South Asia strategy, with a focus on student recruitment outcomes. The successful supplier must be fully independent of, and not affiliated to, any local university or student recruitment agency. The University would like to engage with a supplier who can provide highly qualified and professional staffing solutions, tax, HR and financial services that are fully compliant with local regulations. The successful economic operator must have demonstrable experience of working with a Russell Group or comparable UK Higher Education institution, specifically within the context of international student recruitment, including comprehensive knowledge of the Higher Education sectors, both in the UK and India. The successful economic operator must also possess experience within the Indian market landscape, demonstrating an in-depth knowledge of its corporate and industrial sectors, with a well-established network across key stakeholders.

#### **II.2.5) Award criteria**

Quality criterion - Name: Technical / Weighting: 75

Price - Weighting: 25

#### **II.2.11) Information about options**

Options: Yes

Description of options

The contract is for an initial period of 12 months with options to extend by up to a further 53 months

#### **II.2.13) Information about European Union Funds**

The procurement is related to a project and/or programme financed by European Union funds: No

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## Section IV. Procedure

### IV.1) Description

#### IV.1.1) Type of procedure

Open procedure

#### 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: [2025/S 000-006993](#)

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## Section V. Award of contract

### Contract No

QUB/2742/25

### Title

Student Recruitment - South Asia

A contract/lot is awarded: Yes

### V.2) Award of contract

#### V.2.1) Date of conclusion of the contract

24 June 2025

#### V.2.2) Information about tenders

Number of tenders received: 4

Number of tenders received from SMEs: 4

Number of tenders received from tenderers from other EU Member States: 0

Number of tenders received from tenderers from non-EU Member States: 3

Number of tenders received by electronic means: 4

The contract has been awarded to a group of economic operators: No

#### **V.2.3) Name and address of the contractor**

T&A Consulting Private Limited

416, Tower A Emaar Digital Greens, Sector 61, Gurugram

Haryana, India

122001

Email

[contact@taglobalgroup.com](mailto:contact@taglobalgroup.com)

Country

India

NUTS code

- IN - India

Internet address

<https://www.taglobalgroup.com/>

The contractor is an SME

Yes

#### **V.2.4) Information on value of contract/lot (excluding VAT)**

Initial estimated total value of the contract/lot: £8,000,000

Total value of the contract/lot: £8,102,500

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## **Section VI. Complementary information**

### **VI.4) Procedures for review**

#### **VI.4.1) Review body**

Queen's University Belfast

Belfast

Country

United Kingdom