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Tender

## **Care and Support In Extra Care Housing**

London Borough of Bromley

UK4: Tender notice - Procurement Act 2023 - [view information about notice types](#)

Notice identifier: 2025/S 000-038434

Procurement identifier (OCID): ocds-h6vhtk-04e850 ([view related notices](#))

Published 9 July 2025, 9:23am

## **Scope**

## **Description**

Competitive Flexible tender exercise for the procurement of care and support within 5 Extra Care Housing Schemes within the London Borough of Bromley. The majority of people are aged 55+ and include people with dementia, mental health, end of life, complex care and learning disabilities. The tenants have their own accommodation with a Registered Social Landlord and have the provision of 24/7 onsite care and support.

The Care and Support services provided will be personalised and flexible to meet the needs of the tenants. The Service is expected to support the tenants to live independently and maximise their capacity to carry out tasks for themselves.

The Service will focus on two key areas of delivery:

1. Core Services
2. Flexible support (commissioned Care).

The anticipated duration of the contract is for five years with the option to extend for three years followed by a further option to extend for two years. The services are divided into two Lots.

Further details on the Lots and instructions on how to submit a tender can be obtained, free of charge by accessing the tender opportunity on Proactis ([www.londontenders.org](http://www.londontenders.org)) reference number: DN764977.

### **Total value (estimated)**

- £33,656,000 excluding VAT
- £40,387,200 including VAT

Above the relevant threshold

### **Contract dates (estimated)**

- 1 August 2026 to 31 July 2031
- Possible extension to 31 July 2037
- 11 years

Description of possible extension:

Two extensions are included in the tender. The first is for three years followed by an option for a further two years.

The extensions are at the discretion of the Council.

### **Main procurement category**

Services

### **CPV classifications**

- 85000000 - Health and social work services

## **Contract locations**

- UKI61 - Bromley

## **Lot constraints**

Description of how multiple lots may be awarded:

Although suppliers can bid for one or both Lots, in order to manage the risk of over exposure to one supplier, the Council intends to appoint each Lot to a separate organisation. Suppliers MUST indicate within their tender responses which Lot(s) they are submitting a bid for. However, in the event that there is only one suitable supplier, the Council reserves the right to award both Lots to that one supplier.

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## **Lot 1a (was 1). Care and Support at Crown Meadow Court, Sutherland Court and Regency Court**

### **Description**

Lot 1: The provision of care and support services, including the provision of core / night cover and commissioned hours. Services must be tailored to meet the individual needs of the tenants.

Please refer to the Service Specification for full details of the service requirements.

### **Lot value (estimated)**

- £23,323,000 excluding VAT
- £27,987,600 including VAT

### **Same for all lots**

CPV classifications, contract locations and contract dates are shown in the Scope section, because they are the same for all lots.

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## **Lot 2a. The Provision of Care and Support at Apsley Court and Durham House**

### **Description**

Lot 2a: The provision of care and support services, including the provision of core / night cover and commissioned hours. Services must be tailored to meet the individual needs of the tenants.

Please refer to the Service Specification for full details of the service requirements.

### **Lot value (estimated)**

- £10,333,000 excluding VAT
- £12,399,600 including VAT

### **Same for all lots**

CPV classifications, contract locations and contract dates are shown in the Scope section, because they are the same for all lots.

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## Participation

### Legal and financial capacity conditions of participation

#### **Lot 1a (was 1). Care and Support at Crown Meadow Court, Sutherland Court and Regency Court**

#### **Lot 2a. The Provision of Care and Support at Apsley Court and Durham House**

The Council estimates this procurement opportunity based on best market valuation of an estimated annual contract value for Lot 1 of £2.3m and £1.3m for Lot 2. To be considered for these opportunities, Tenderers shall have a minimum yearly turnover of at least £4.6m for Lot 1 or £2.6m for Lot 2.

As a Condition of Participation, tenderers must demonstrate that they have sufficient financial standing to perform the contract.

This will be assessed in the following way:

- The Council will firstly obtain the tenderers' credit rating using Data8 'Business Insights' during the evaluation period. Tenderers that have a credit score of 50 or above and have met any minimum turnover requirements (if included) will be deemed to have sufficient financial standard.
- Tenderers that have a credit rating below 50 will be subject to further financial checks. This will be in the form of ratio analysis based on the tenderers' latest accounts (or other evidence, as uploaded by the tenderer on the Find a Tender site). Specifically, tenderers must demonstrate the following:
  - o Trade debtor days to be a maximum of 60 days.
  - o Trade creditor days to be a maximum of 60 days.
  - o Current ratio to be above 0.6.
  - o Debt to equity ratio to be under 3.
- If a tenderer does not meet the criteria above, it will be excluded from the process without further evaluation.
- For clarity, if you are bidding as a consortium, only the turnover of the members that meet the financial standing criteria (above) will be considered when determining if the

minimum turnover requirements (if included) are achieved.

## **Technical ability conditions of participation**

**Lot 1a (was 1). Care and Support at Crown Meadow Court, Sutherland Court and Regency Court**

**Lot 2a. The Provision of Care and Support at Apsley Court and Durham House**

Question 1 - Relevant Experience & Contract Examples 100%

(responses must achieve a minimum score of 2 out of 4)

Question 2 - Care Quality Commission Rating Pass / Fail

To refer to the tender documentation for a full description of the criteria and scoring mechanism.

## **Particular suitability**

**Lot 1a (was 1). Care and Support at Crown Meadow Court, Sutherland Court and Regency Court**

**Lot 2a. The Provision of Care and Support at Apsley Court and Durham House**

- Small and medium-sized enterprises (SME)
- Voluntary, community and social enterprises (VCSE)

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## **Submission**

### **Enquiry deadline**

28 July 2025, 12:00pm

## **Submission type**

Requests to participate

## **Deadline for requests to participate**

4 August 2025, 12:00pm

## **Submission address and any special instructions**

Tenders must be submitted electronically via the London Tenders Portal at [www.londontenders.org](http://www.londontenders.org)

## **Tenders may be submitted electronically**

Yes

## **Languages that may be used for submission**

English

## **Award decision date (estimated)**

9 January 2026

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## **Award criteria**

Name	Description	Type	Weighting
Price		Price	60%

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Name	Description	Type	Weighting
Quality	1 Information Governance and Security 5% 2 Service Mobilisation and TUPE 20% 3 Service Delivery 30% 4 Service Improvement 15% 5 Understanding and Delivery of Key Outcomes 10% 6 Safeguarding 10% 7 Equality and Diversity 5% 8 Social Value 5%	Quality	40%

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## Other information

### Conflicts assessment prepared/revised

Yes

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## Procedure

### Procedure type

Competitive flexible procedure

### Special regime

Light touch

## **Competitive flexible procedure description**

The steps to be followed include:

Conditions of Participation - to be evaluated with the highest scoring 10 returns proceeding to the next stage.

Invitation to Tender - to be evaluated with the highest scoring 6 returns proceeding to the Best and Final Offer stage (if required). The Invitation to Tender stage may include clarification interviews which are not evaluated but used to clarify and confirm tender scores.

Best and Final Offer - Tenders resubmitted and evaluated to determine the winning bidder. Please note that this stage may not be required and the Council reserves the right to remove this stage at its discretion.

Please see the tender documents for a full description of each stage.

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## **Documents**

### **Associated tender documents**

<http://www.londontenders.org>

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## **Contracting authority**

### **London Borough of Bromley**

- Public Procurement Organisation Number: PBBG-1282-YCXD

Bromley Civic Centre, Churchill Court, 2 Westmoreland Road

Bromley

BR1 1AD

United Kingdom

Email: [procurement@bromley.gov.uk](mailto:procurement@bromley.gov.uk)

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

Region: UKI61 - Bromley

Organisation type: Public authority - sub-central government