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Tender

St James Depot - Procurement of a Development Partner

West Northamptonshire Council

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

Notice identifier: 2025/S 000-039630

Procurement identifier (OCID): ocids-h6vhtk-054552

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Scope

Description

The Council is seeking a development partner with the relevant experience, capability and resources to deliver a high quality, residential-led development at the Site. The Council proposes to enter into a partnering arrangement with the successful Potential Supplier that aligns the parties' goals, apportions risk appropriately, and provides a clear and transparent mechanism for the delivery of the Project. It is currently envisaged that this arrangement will be structured as a Development Agreement, supported by Heads of Terms to be issued during the Dialogue Stage.

The Development Agreement is expected to be conditional on the agreement of an overall Business Plan, to be derived from the Final Tender Submission, and supported by a detailed masterplan and delivery strategy.

The Council will be undertaking this procurement process using the Competitive Flexible Procedure in accordance with the Procurement Act 2023, allowing for structured dialogue with shortlisted Potential Suppliers prior to the submission of Final Tenders. The Council is committed to a collaborative and transparent process that encourages innovation and quality within a commercially viable framework.

Total value (estimated)

- £45,000,000 excluding VAT
- £54,000,000 including VAT

Above the relevant threshold

Contract dates (estimated)

- 1 May 2026 to 1 May 2031
- 5 years, 1 day

Main procurement category

Works

CPV classifications

- 45000000 - Construction work
- 45111000 - Demolition, site preparation and clearance work
- 45111291 - Site-development work
- 45113000 - Siteworks
- 45210000 - Building construction work
- 45211000 - Construction work for multi-dwelling buildings and individual houses
- 45211360 - Urban development construction work
- 70000000 - Real estate services

- 70111000 - Development of residential real estate
- 71000000 - Architectural, construction, engineering and inspection services
- 71400000 - Urban planning and landscape architectural services

Contract locations

- UKF24 - West Northamptonshire

Submission

Enquiry deadline

25 July 2025, 1:00pm

Submission type

Requests to participate

Deadline for requests to participate

8 August 2025, 1:00pm

Submission address and any special instructions

<https://in-tendhost.co.uk/wnc.aspx/Home>

Tenders may be submitted electronically

Yes

Languages that may be used for submission

English

Award decision date (estimated)

19 January 2026

Award criteria

Name	Description	Type
Simple description	FINAL TENDER STAGE Stage Price 03 will commence with the issue of the ISFT document. Potential Suppliers will be required to submit their Final Tenders in response to the ISFT and on the basis of the solutions agreed during dialogue. Final Tenders will be evaluated in accordance with the evaluation criteria, and a Preferred Potential Supplier will be recommended.	

Weighting description

FINAL TENDER STAGE

Stage 03 will commence with the issue of the ISFT document. Potential Suppliers will be required to submit their Final Tenders in response to the ISFT and on the basis of the solutions agreed during dialogue. Final Tenders will be evaluated in accordance with the evaluation criteria, and a Preferred Potential Supplier will be recommended.

Other information

Conflicts assessment prepared/revised

Yes

Procedure

Procedure type

Competitive flexible procedure

Competitive flexible procedure description

The procurement stage commenced with the publication of the Tender Notice in the Central Digital Platform ("CDP"). Prior to this, pre-market engagement was undertaken in November 2024. and a Pre-Market Engagement Notice was published in the CDP on 9th June 2025. The Council is

conducting the procurement exercise using the Competitive Flexible Procedure in accordance with the requirements of the Act.

This procedure is being used to allow shortlisted Potential Suppliers to enter into dialogue with the Council to discuss specific aspects of their proposals before submitting a final tender leading to the selection of a Preferred Potential Supplier, whilst minimising / avoiding excessive and

disproportionate costs. The contract shall be awarded on the basis of the most advantageous tender ("MAT") in accordance with the Act.

As this procurement process is a Competitive Flexible Procedure, not all of the

documentation for the procurement has been published at this participation stage. The Council has provided sufficient information to enable Potential Suppliers to make an informed decision about whether the

opportunity is suitable for them

STAGE 01: PARTICIPATION STAGE (PRE-QUALIFICATION)

Stage 01 commenced with the publication of the Tender Notice in the CDP. Potential Suppliers responding to the Tender Notice will gain access to the Procurement Specific Questionnaire ("PSQ") and a range of supporting documents including this MOI. Potential suppliers who intend to submit a completed questionnaire must follow the instructions in the PSQ and submit their completed questionnaire to the Council by the due date. Completed questionnaires will be evaluated by the Council with assistance from their appointed advisors and, depending on the quantity and quality of responses received, it is anticipated that up to four Potential Suppliers will be shortlisted for Stage 02. Please refer to the PSQ guidance for further details.

STAGE 02: DIALOGUE STAGE

Potential Suppliers selected in accordance with the PSQ will be issued with an IPD document. This will include the requirements for the dialogue stage, including draft heads of terms and the detailed evaluation criteria for awarding the contract which will be informed by the Project Objectives.

There will be an efficient number of dialogue meetings (currently envisaged to be around four) throughout this period between the Council and individual Potential Suppliers to discuss key elements of the requirements; for the Council to provide constructive feedback on the evolving solutions and for both parties to discuss and agree appropriate changes to the draft heads of terms.

The primary intention of this stage is to identify solutions that satisfy the Council's Project Objectives. The Council will seek to conduct the dialogue stage as expeditiously as possible to avoid unnecessary protraction and cost for all parties involved. Once one or more acceptable solutions have been identified, the Council can close dialogue and invite the remaining Potential Suppliers to the final tender stage.

STAGE 03: FINAL TENDER STAGE

Stage 03 will commence with the issue of the ISFT document. Potential Suppliers will be required to submit their Final Tenders in response to the ISFT and on the basis of the solutions agreed during dialogue. Final Tenders will be evaluated in accordance with the evaluation criteria, and a Preferred Potential Supplier will be recommended.

STAGE 04: PREFERRED POTENTIAL SUPPLIER STAGE

This stage will involve settling the terms of the contract between the Council and the Preferred Potential Supplier, in accordance with the agreed Heads of Terms and the principles of the Final Tender response.

STAGE 05: AWARD STAGE

This stage will involve signing the contract documents, directly following the Preferred Potential Supplier stage, which will formalise the contract between the Council and the Preferred Potential Supplier.

Contracting authority

West Northamptonshire Council

- Public Procurement Organisation Number: PGDV-8944-CMBP

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Northampton

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United Kingdom

Email: procurement@westnorthants.gov.uk

Region: UKF24 - West Northamptonshire

Organisation type: Public authority - sub-central government