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Tender

International Student Recruitment South Asia (Lot1) & Compliance Interviews (Lot2)

LONDON METROPOLITAN UNIVERSITY

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

Notice identifier: 2025/S 000-041115

Procurement identifier (OCID): ocds-h6vhtk-0561b0 ([view related notices](#))

Published 17 July 2025, 5:21pm

Scope

Reference

LMU2025-1870

Description

London Met wishes to appoint a suitably experienced specialist service provider to deliver a proactive service with the purpose of optimising student recruitment and conversion rates by recruiting, assessing and converting prospective students into enrolled students at the University.

Total value (estimated)

- £1,291,666.33 excluding VAT
- £1,550,000 including VAT

Above the relevant threshold

Contract dates (estimated)

- 31 March 2026 to 30 March 2029
- Possible extension to 30 March 2031
- 5 years

Description of possible extension:

This is set out as part of the contract lay out (3+1+1)

Main procurement category

Services

Contract locations

- UK - United Kingdom
- IN - India

Lot constraints

Description of how multiple lots may be awarded:

2

Not the same for all lots

CPV classifications are shown in Lot sections, because they are not the same for all lots.

Lot 1. International Student Recruitment South Asia

Description

This successful Service Provider shall deliver recruitment and conversion management services for prospective students from South Asia at both undergraduate and postgraduate levels, including enquirers, applicants, offer holders and acceptors of offers. The Service Provider will be expected to manage London Met's agent network in South Asia and support the International Recruitment Team with expanding the partner network in-country.

Lot value (estimated)

- £1,083,333.33 excluding VAT
- £1,300,000 including VAT

CPV classifications

- 79600000 - Recruitment services

Same for all lots

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

Lot 2. Compliance Interviews

Description

This successful Service Provider shall deliver robust compliance services for prospective students from South Asia at both undergraduate and postgraduate levels. This includes monitoring applicants, offer holders, and offer acceptors to ensure full adherence to London Met's admissions policies, visa compliance requirements, and all relevant UKVI regulations. The Service Provider will be expected to maintain accurate records, identify and flag potential risks, and work closely with London Met to uphold the integrity of the recruitment and admissions process.

Lot value (estimated)

- £208,333 excluding VAT
- £250,000 including VAT

CPV classifications

- 79212000 - Auditing services

Same for all lots

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

Submission

Enquiry deadline

30 July 2025, 5:00pm

Tender submission deadline

22 August 2025, 12:00pm

Submission address and any special instructions

This has to be submitted via our Oracle Tendering Portal, please see below registration link:

<https://iaetme.fa.ocs.oraclecloud.com/fscmUI/redwood/supplier-registration/register-supplier/register-supplier-verification?id=Jqjdl142fgSWRrkr7zVte05ynD6OnVr4QvvR1Npz2r4eLs/0laO1sPQhtw==>

Please contact me once registered and I will send you and invitation to the tender (r.bushell@londonmet.ac.uk).

Tenders may be submitted electronically

Yes

Languages that may be used for submission

English

Award decision date (estimated)

1 December 2025

Award criteria

Name	Type	Weighting
Technical	Quality	50%
Commercial	Price	45%
Community benefits	Quality	5%

Other information

Conflicts assessment prepared/revised

Yes

Procedure

Procedure type

Open procedure

Contracting authority

LONDON METROPOLITAN UNIVERSITY

- Companies House: 00974438
- Public Procurement Organisation Number: PWRV-6768-MQCM

London Metropolitan University

London

N7 8DB

United Kingdom

Contact name: Ryan Bushell

Email: strategic-procurement@londonmet.ac.uk

Region: UKI43 - Haringey and Islington

Organisation type: Public authority - sub-central government