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Award

## **International Student Recruitment - Overseas Offices Framework**

UNIVERSITY OF EXETER

UK6: Contract award notice - Procurement Act 2023 - [view information about notice types](#)

Notice identifier: 2025/S 000-042263

Procurement identifier (OCID): ocds-h6vhtk-051857 ([view related notices](#))

Published 23 July 2025, 10:20am

### **Scope**

### **Reference**

UOE/2025/019/LLM

### **Description**

The University of Exeter currently employs third party consultants to act on behalf of the University in selected overseas regions. These regions have been identified as strategically important for international student recruitment and partnership activity. These consultants are managed by the third party entity and work exclusively with the respective regional manager or main contact within the University of Exeter International Office. These consultants will then be seen as official representatives within carrying out extensive operations for the institution as well as acting as a point of contact for key stakeholders across the stated region. The current international student recruitment landscape is challenging with increasing competition both at home and in other overseas study abroad destinations and having the option to offer a consistent presence in market is seen as a key objective to remain competitive.

## **Commercial tool**

Establishes a framework

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## **Contract 1. International Student Recruitment - Overseas Offices Framework**

### **Suppliers (3)**

- Grok Global Services Inc
- Onestep Global Ingress Private Limited
- SANNAM S4 LIMITED

### **Contract value**

- £4,000,000 excluding VAT
- £4,800,000 including VAT

Above the relevant threshold

### **Award decision date**

16 July 2025

**Date assessment summaries were sent to tenderers**

17 July 2025

### **Standstill period**

- End: 1 August 2025
- 8 working days

### **Earliest date the contract will be signed**

2 August 2025

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

- 3 August 2025 to 2 August 2029
- 4 years

### **Main procurement category**

Services

### **CPV classifications**

- 80000000 - Education and training services

### **Contract locations**

- UK - United Kingdom
- IN - India

- US - United States

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## Information about tenders

- 10 tenders received
- 9 tenders assessed in the final stage:
  - 5 submitted by small and medium-sized enterprises (SME)
  - 5 submitted by voluntary, community and social enterprises (VCSE)
- 3 suppliers awarded contracts
- 6 suppliers unsuccessful (details included for contracts over £5 million)

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## Procedure

### Procedure type

Open procedure

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## Suppliers

### Grok Global Services Inc

- Public Procurement Organisation Number: PCBH-1337-WDXX

535 Dean St, Brooklyn

New York

11217

United States

Email: [chris.kelly@grokglobal.com](mailto:chris.kelly@grokglobal.com)

Website: <http://grokglobal.com>

Small or medium-sized enterprise (SME): Yes

Voluntary, community or social enterprise (VCSE): No

Supported employment provider: No

Public service mutual: No

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## **Onestep Global Ingress Private Limited**

- Public Procurement Organisation Number: PDVN-2738-CCMN

405, 4th Floor, Plam Spring Plaza, Sector 54

Gurgaon

122001

India

Email: [aritra@onestep.global](mailto:aritra@onestep.global)

Small or medium-sized enterprise (SME): Yes

Voluntary, community or social enterprise (VCSE): No

Supported employment provider: No

Public service mutual: No

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## **SANNAM S4 LIMITED**

- Companies House: 09002645
- Public Procurement Organisation Number: PLWC-8369-RVYR

6th Floor 2 London Wall Place

London

EC2Y 5AU

United Kingdom

Email: [invoicing@sannams4.com](mailto:invoicing@sannams4.com)

Website: <https://acumen.education/>

Region: UKI31 - Camden and City of London

Small or medium-sized enterprise (SME): Yes

Voluntary, community or social enterprise (VCSE): No

Supported employment provider: No

Public service mutual: No

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## Contracting authority

### UNIVERSITY OF EXETER

- Companies House: RC000653
- Public Procurement Organisation Number: PZYG-2396-XCRZ

Northcote House, Queens Drive

Exeter

EX4 4QJ

United Kingdom

Email: [procurement@exeter.ac.uk](mailto:procurement@exeter.ac.uk)

Website: <http://www.exeter.ac.uk>

Region: UKK43 - Devon CC

Organisation type: Public authority - sub-central government