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Tender

Electric Vehicle Charge Point Concession Contract Southampton City Council

Southampton City Council

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Scope

Reference

SCC-SMS-0309

Description

As of December 2023, Southampton City Council owns and manage 53 public chargers at 18 locations offering up to 69 vehicles to charge at any one time making it the largest provider of charging facilities in the city. To date these chargers have mostly been located in the council's city centre multi-storey car parks and seeing a steady increase in use since first installed.

It's expected that the number and proportion of EVs driving in the city's roads will continue to increase as consumer confidence in EVs increases and more affordable models come onto the market. The introduction of more public EV charging infrastructure not only helps support existing EV drivers get around, but also encourages more drivers to consider

switching to a cleaner vehicle.

Southampton has been able to secure Capital Funding from the Government's Low Emission Vehicle Infrastructure (LEVI) scheme of £1.630M. This funding is designated for Local Authorities to deliver a rapid increase EV charging infrastructure within their regions, primarily on-street capability. A requirement of the funding is to seek additional private investment that maximises the amount of chargepoints that can be implemented.

Portfolio Based Approach

We are expecting a minimum of 505 chargepoints over the life of the contract, with a third (168) installed by 2028, (more detailed within annex 4) in order to meet the expected rise in EV uptake within the City. These units will need to be 'slow' to 'standard' powered EV chargers of any type within reason and based on what will serve the community best. All EV chargers are to serve the residents, wards, and communities of Southampton. They will need to be on-street unless exceptional circumstances mean it is not possible, i.e., insufficient width, power supply, conservation/ protected area. When EV chargers are to be installed off-street, this must be done so they will still be used/ serve the residents, Wards, and communities of Southampton.

What we want to see

We want to procure a single Chargepoint Operator as a partner to roll out this new EVI network. They need to share our vision and ambitions for a consistent, affordable, easy to use, reliable, widely accessible, and recognisable charging network across the city.

We have determined a single supplier approach rather than a lot-based one for the following reasons:

- Determining certain types of chargepoint product within lots could be a risk without site evaluations as it may be determined that certain locations are not compatible with a specific piece of hardware. A supplier will be sought who can provide a range of options.
- The requirement to manage multiple suppliers will be resource intensive and may impact the quality of the service offered.
- The need to build a strategic long-term partnership is better served with an agreement with one trusted supplier in a carefully managed contract.
- Given the current response to mixed suppliers within the local chargepoint network it is clear that residents want a standardised and recognisable service.
- One supplier will reduce the governance and decision-making processes that can often delay the implementation of work.

· The purpose of the tender is to maximise the total number of chargepoints and charging output - this is likely to be better achieved if economy of scale can be applied to the solution provided by a chargepoint operator.

Estimated Contract Value

Estimated contract value (total) - this value is based on possible increase in uptake of Electric Vehicles - £30,000,000

Total value (estimated)

- £30,000,000 excluding VAT
- £30,000,000 including VAT

Above the relevant threshold

Contract dates (estimated)

- 2 January 2026 to 2 January 2041
- Possible extension to 2 January 2042
- 16 years, 1 day

Description of possible extension:

1 x 12 months extension

Main procurement category

Goods

CPV classifications

- 31158000 - Chargers
- 34144900 - Electric vehicles

Contract locations

- UKJ32 - Southampton

Participation

Particular suitability

Small and medium-sized enterprises (SME)

Submission

Enquiry deadline

30 September 2025, 2:00pm

Tender submission deadline

27 October 2025, 2:00pm

Submission address and any special instructions

<https://supplierlive.proactisp2p.com/Account/Login>

Tenders may be submitted electronically

Yes

Languages that may be used for submission

English

Award decision date (estimated)

1 December 2025

Award criteria

Name	Description	Type	Weighting
solution	Solution • The scale of solution you can offer Southampton in terms of number of chargepoints and overall capacity - Please also complete Annex 4 Commercial Proposal spreadsheet. (15%) • How you will support the delivery of Southampton's EV Charging strategy (7.5%) • How you will ensure alignment to the conditions set out in the LEVI guidance is maintained (7.5%) • How you will identify potential sites, to deliver a balanced	Quality	50%

Name	Description	Type	Weighting
	<p>portfolio reflecting the need, our ambitions and type of charging network across the City. (7.5%) • How you will work in partnership with SCC and keep them updated and informed during the length of the contract. (2.5%) • Provide data to support your proposals, anticipating future demand from the community. (2.5%) • Your methodology for calculating demand estimates and potential revenue (5%) • If your plans require input or resource from Key Delivery Authorities or Collaborating Organisations, please make this clear. (2.5%)</p>		
Delivery	<p>Delivery • Your planned timelines to deliver the desired chargepoints including realistic timelines for installations and any dependencies that will need to be managed. (2.5%) • How you will ensure sites are delivered in line with your delivery plan, including communication with partners and the public. (2.5%) • How you will encourage and foster collaborative working with all partners and</p>	Quality	15%

Name	Description	Type	Weighting
	<p>suppliers. (2%) • How you will deliver TRO's, streetworks and ensure compliance Section 50 or licence rules or permits and all other relevant requirements. (1.5%) • How you will ensure compliance with the Public Charge Point Regulations 2023, and any amended or replacement regulations, and any relevant regulation during the length of this contract. (1.5%) • How risks and issues to the delivery plan will be managed and resolved. (1.5%) • How you will ensure that the network is accessible to all service users. (1.5%) • If / Where you are proposing to use sub-contractors, please confirm which elements of the contract each sub-contractor will deliver and provide the rationale and dialogue as to the operational methodology of each sub-contractor including relevant qualifications and expertise. (1%) • How installation works will be future proofed so that if or when an upgrade is required or additional chargers are installed. (1%)</p>		

Name	Description	Type	Weighting
operation	<p>Operation • Detail of your guaranteed maintenance schedule, including details of your resource plans to deliver this. Also include what network reliability target you will be aiming for and how you will achieve this. (1.5%) • How you intend to monitor and manage responses to these failures and how, and when, you will report this back to SCC. (1.5%) • Please provide details of any product warranties and what they would cover (1.5%) • How the user experience will be simple, easy to use and understand. This should include finding, connecting to and activating a chargepoint, and understanding both what they will be charged, and what they have been charged to use the chargepoint. (1.5%) • Outline any commitments you will make to regulating the cost to the consumers against benchmarked prices, including details of the benchmarking process. (1.5%) • Resources that will be provided to deliver these services, and how these can grow to</p>	Quality	15%

Name	Description	Type	Weighting
	<p>reflect the expected increase in service levels over the life of the contract.(1.5%) • Details of support services available to customers, including how you will operate and manage a 24/7 helpdesk telephone support line, how you will priorities service requests, what your response time will be for reported faults. (1.5%) • How you will embrace and keep up to date with development and improvements in both EVCP technology and back-office systems to ensure that EVI equipment and supporting systems remain functional and relevant to the market that they serve. (1.5%) • How operational data will be collected, managed and reported on and how this will be shared with SCC. (1%) • Your replacement cycle, if any, for chargepoints, please include details of end of life disposal, including any provisions for recycling and reuse of materials. (1%) • How you will hand over ownership of all EVI to SCC at the end of the contract.</p>		

Name	Description	Type	Weighting
	(1%)		
Commercial	<p>As the LEVI subsidy value is fixed, rather than the standard price assessment the evaluation is focused on the quality and the scale of the solution that is offered by suppliers. The commercial weighting of 10% will be assessed based on the following criteria: • Overall level of investment • Proposed concession and socket fees • Agreement to tariff administration • Alignment to the commercial heads of terms set out in the LEVI guidance • Installation costs • Maintenance and back-office costs • Chargepoint utilisation</p>	Cost	10%

Name	Description	Type	Weighting
Social Value	<p>Social Value Positive economic impact, for example (3%) • New local employment • Use of local suppliers • New local apprentices • Work experience offers • Sector Based work academies • SME opportunities • Employment of NEETS (Not in Education, Employment, or Training), care leavers, people with a lifelong disability, ex-offenders, armed forces veterans</p> <p>Positive social impact, for example (3%): • Providing a solution which exceeds the minimum requirements of delivering a portfolio approach and supports local communities.</p> <p>Positive environmental impact, for example (3%): • Minimising service and / or lifecycle greenhouse gas emissions e.g. Transport from service operations such as maintenance. Any other measures designed to promote and achieve social value legacy (1%)</p>	Quality	10%

Other information

Conflicts assessment prepared/revised

Yes

Procedure

Procedure type

Open procedure

Documents

Associated tender documents

[SCC-SMS-0309 Tender Pack.zip](#)

Contracting authority

Southampton City Council

- Public Procurement Organisation Number: PCGN-2413-RBTX

Civic Centre, Civic Centre Road

Southampton

SO14 7LY

United Kingdom

Email: procurement@southampton.gov.uk

Region: UKJ32 - Southampton

Organisation type: Public authority - sub-central government