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Tender

Managing Agents Services 2026: Commercial, Rural & Forestry

Crown Estate Scotland

F02: Contract notice

Notice identifier: 2025/S 000-046661

Procurement identifier (OCID): ocids-h6vhtk-0582cd

Published 6 August 2025, 4:15pm

Section I: Contracting authority

I.1) Name and addresses

Crown Estate Scotland

Quartermile Two, 2nd Floor, 2 Lister Square

Edinburgh

EH3 9GL

Email

procurement@crownestatescotland.com

Telephone

+44 7586570421

Country

United Kingdom

NUTS code

UKM - Scotland

Internet address(es)

Main address

<http://crownstatescotland.com/>

Buyer's address

https://www.publiccontractsscotland.gov.uk/search/Search_AuthProfile.aspx?ID=AA29444

I.2) Information about joint procurement

The contract is awarded by a central purchasing body

I.3) Communication

The procurement documents are available for unrestricted and full direct access, free of charge, at

<https://www.publiccontractsscotland.gov.uk/>

Additional information can be obtained from the above-mentioned address

Tenders or requests to participate must be submitted electronically via

<https://www.publiccontractsscotland.gov.uk/>

Electronic communication requires the use of tools and devices that are not generally available. Unrestricted and full direct access to these tools and devices is possible, free of charge, at

<https://www.publiccontractsscotland.gov.uk/>

I.4) Type of the contracting authority

Other type

Public Corporation

I.5) Main activity

Other activity

Property

Section II: Object

II.1) Scope of the procurement

II.1.1) Title

Managing Agents Services 2026: Commercial, Rural & Forestry

II.1.2) Main CPV code

- 70330000 - Property management services of real estate on a fee or contract basis

II.1.3) Type of contract

Services

II.1.4) Short description

Crown Estate Scotland is seeking to appoint Managing Agents to manage its Rural and Commercial property portfolio in Scotland. The Crown Estate Scotland portfolio has been sub-divided into 6 (six) Lots for the purposes of this tender exercise as follows: Lot 1 - Commercial Property, Lot 2 - Rural North, Lot 3 - Rural South, Lot 4 - Rural North and Rural South Lot 5 - Forestry North Lot 6 - Forestry South.

II.1.5) Estimated total value

Value excluding VAT: £15,173,412

II.1.6) Information about lots

This contract is divided into lots: Yes

Tenders may be submitted for all lots

II.2) Description

II.2.1) Title

Forestry - South

Lot No

6

II.2.2) Additional CPV code(s)

- 70330000 - Property management services of real estate on a fee or contract basis
- 70332000 - Non-residential property services

II.2.3) Place of performance

NUTS codes

- UKM - Scotland

II.2.4) Description of the procurement

The management of in-hand commercial forestry across the estates is undertaken directly by the Purchaser's staff. Additional call-off support for these activities is required through this Lot. It is not a full Management requirement.

Across all estates, there is a requirement for regular liaison with tenants, community and other stakeholders, maintaining and raising the profile of The Purchaser, managing good relations with tenants and other stakeholders and contributing positively to the overall management of the Estate. The role of Service Provider will also involve regular liaison with the Purchaser's staff and any other Rural Service Providers.

Please see ITT for full details.

II.2.5) Award criteria

Quality criterion - Name: Understanding of the Core Service Requirements / Weighting: 20%

Quality criterion - Name: Proposed Team / Weighting: 10%

Quality criterion - Name: Approach to Service Delivery and Improvement / Weighting: 20%

Quality criterion - Name: Health & Safety / Weighting: 10%

Quality criterion - Name: Sustainability and Climate Emergency / Weighting: 5%

Quality criterion - Name: Fair Work First / Weighting: 5%

Price - Weighting: 30%

II.2.6) Estimated value

Value excluding VAT: £367,000

II.2.7) Duration of the contract, framework agreement or dynamic purchasing system

Duration in months

60

This contract is subject to renewal

Yes

Description of renewals

2 x 24 months extension options

II.2.10) Information about variants

Variants will be accepted: No

II.2.11) Information about options

Options: No

II.2.13) Information about European Union Funds

The procurement is related to a project and/or programme financed by European Union funds: No

II.2.14) Additional information

Please see ITT document and Services Contract for further details

II.2) Description

II.2.1) Title

Commercial Property

Lot No

1

II.2.2) Additional CPV code(s)

- 70332200 - Commercial property management services
- 70330000 - Property management services of real estate on a fee or contract basis

II.2.3) Place of performance

NUTS codes

- UKM - Scotland

II.2.4) Description of the procurement

This lot comprises the following commercial properties:

39-41 George Street, Edinburgh - the asset comprises a ground and basement retail unit and four floors of office suites within a B-listed building, including basement car parking and cycle storage, lifts and on-street entrance lobby with concierge facility. Property management of one retail lease, plus 5 office suites leases (1 vacant), one sub-station lease. Facilities management and management of service charges.

2 Cartsburn Street, Greenock - a new build development (2024) consisting of a Food & Beverage Drive Thru, 7 twin EV charging stations and small sub-station. Property management of three tenants and three FRI leases and associated grounds maintenance and any service charges.

23-27 Dunedin Street, Edinburgh – three industrial units used as an indoor climbing wall and gym/fitness facilities. Property management of two tenants and three FRI leases and any service charges.

Stoneyetts Drive, Woodilee, Lenzie – a new purpose-built nursery opened in 2025. Property management of one FRI lease.

This portfolio will encompass any additional acquisitions made during the contract period and may be adjusted to reflect any asset disposals.

The service to be provided includes the full suite asset management of a diverse commercial property portfolio to maximise returns whilst minimising risk and liability. This would involve but not limited to letting advisory, oversight of buildings, communications with tenants and other stakeholders, day-to-day management of the FM providers, and appointing contractors for maintenance to ensure compliance with health & safety laws.

Please refer to Schedule 1 of the Services Contract for further information

II.2.5) Award criteria

Quality criterion - Name: Understanding of the Core Service Requirements / Weighting: 15%

Quality criterion - Name: Proposed Team / Weighting: 10%

Quality criterion - Name: Approach to Service Delivery, Improvement and KPIs / Weighting: 15%

Quality criterion - Name: Health & Safety / Weighting: 15%

Quality criterion - Name: Approach to Community Benefits / Weighting: 5%

Quality criterion - Name: Sustainability and Climate Emergency / Weighting: 5%

Quality criterion - Name: Fair Work First / Weighting: 5%

Price - Weighting: 30%

II.2.6) Estimated value

Value excluding VAT: £383,000

II.2.7) Duration of the contract, framework agreement or dynamic purchasing system

Duration in months

60

This contract is subject to renewal

Yes

Description of renewals

2 x 24 months extension options

II.2.10) Information about variants

Variants will be accepted: No

II.2.11) Information about options

Options: No

II.2.13) Information about European Union Funds

The procurement is related to a project and/or programme financed by European Union funds: No

II.2.14) Additional information

Please see ITT document and Services Contract for further details

II.2) Description

II.2.1) Title

Rural North and Rural South (including Montrose)

Lot No

4

II.2.2) Additional CPV code(s)

- 70330000 - Property management services of real estate on a fee or contract basis
- 70331000 - Residential property services
- 70332000 - Non-residential property services

II.2.3) Place of performance

NUTS codes

- UKM - Scotland

II.2.4) Description of the procurement

The Purchaser is seeking to appoint Service Providers to manage its Rural property portfolio in Scotland which has a property asset value of c. 100m GBP with an approximate rent roll of c.2.7m GBP(March 2024). The current Scottish Rural portfolio extends to approximately 35,324 ha (87,287 acres) and consists of c. 642 agreements across four estates, Fochabers and Glenlivet in Moray, Whitehill in Midlothian and Applegirth in Dumfries and Galloway. Lot 2 and therefore 4 includes an area of more recently acquired development land at Montrose (50 ha,123 acres).

Lot 4 will be awarded instead of Lots 2 and 3 should it offer the Best Value solution.

There will be no restrictions on the number of lots a tenderer will be able to bid for,

however if bidding for Lot 4, you must also submit bids for Lots 2 and 3 (separate Pricing Schedules).

II.2.5) Award criteria

Quality criterion - Name: Understanding of the Core Service Requirements / Weighting: 15%

Quality criterion - Name: Proposed Team / Weighting: 10%

Quality criterion - Name: Approach to Service Delivery, Improvement and KPIs / Weighting: 15%

Quality criterion - Name: Health & Safety / Weighting: 15%

Quality criterion - Name: Approach to Community Benefits / Weighting: 5%

Quality criterion - Name: Sustainability and Climate Emergency / Weighting: 5%

Quality criterion - Name: Fair Work First / Weighting: 5%

Price - Weighting: 30%

II.2.6) Estimated value

Value excluding VAT: £14,179,412

II.2.7) Duration of the contract, framework agreement or dynamic purchasing system

Duration in months

60

This contract is subject to renewal

Yes

Description of renewals

2 x 24 months extension options

II.2.10) Information about variants

Variants will be accepted: No

II.2.11) Information about options

Options: No

II.2.13) Information about European Union Funds

The procurement is related to a project and/or programme financed by European Union funds: No

II.2.14) Additional information

Please see ITT document and Services Contract for further details

II.2) Description

II.2.1) Title

Rural North including Montrsoe

Lot No

2

II.2.2) Additional CPV code(s)

- 70330000 - Property management services of real estate on a fee or contract basis
- 70332000 - Non-residential property services
- 70332200 - Commercial property management services

II.2.3) Place of performance

NUTS codes

- UKM - Scotland

II.2.4) Description of the procurement

The Purchaser is seeking to appoint Service Providers to manage its Rural property portfolio in Scotland.

The current Scottish Rural portfolio consists of four estates, Fochabers and Glenlivet in Moray, Whitehill in Midlothian and Applegirth in Dumfries and Galloway. Lots 2 comprises of Fochabers and Glenlivet Estates, and may also include an area of more recently acquired development land at Montrose (50 ha, 123 acres).

Please refer to Schedule 1 of the Services Contract for further information.

II.2.5) Award criteria

Quality criterion - Name: Understanding of the Core Service Requirements / Weighting: 15%

Quality criterion - Name: Proposed Team / Weighting: 10%

Quality criterion - Name: Approach to Service Delivery, Improvement and KPIs / Weighting: 15%

Quality criterion - Name: Health & Safety / Weighting: 15%

Quality criterion - Name: Approach to Community Benefits / Weighting: 5%

Quality criterion - Name: Sustainability and Climate Emergency / Weighting: 5%

Quality criterion - Name: Fair Work First / Weighting: 5%

Price - Weighting: 30%

II.2.6) Estimated value

Value excluding VAT: £9,616,412

II.2.7) Duration of the contract, framework agreement or dynamic purchasing system

Duration in months

60

This contract is subject to renewal

Yes

Description of renewals

2 x 24 months extension options

II.2.10) Information about variants

Variants will be accepted: No

II.2.11) Information about options

Options: No

II.2.13) Information about European Union Funds

The procurement is related to a project and/or programme financed by European Union funds: No

II.2.14) Additional information

Please see ITT document and Services Contract for further details

II.2) Description

II.2.1) Title

Rural South

Lot No

3

II.2.2) Additional CPV code(s)

- 70330000 - Property management services of real estate on a fee or contract basis
- 70332000 - Non-residential property services
- 70332200 - Commercial property management services

II.2.3) Place of performance

NUTS codes

- UKM - Scotland

II.2.4) Description of the procurement

The Purchaser is seeking to appoint Service Providers to manage its Rural property portfolio in Scotland.

The current Scottish Rural portfolio extends to four estates, Fochabers and Glenlivet in Moray, Whitehill in Midlothian and Applegirth in Dumfries and Galloway. Lot 3 consists of Whitehill and Applegirth Estates.

II.2.5) Award criteria

Quality criterion - Name: Understanding of the Core Service Requirements / Weighting: 15%

Quality criterion - Name: Proposed Team / Weighting: 10%

Quality criterion - Name: Approach to Service Delivery, Improvement and KPIs / Weighting: 15%

Quality criterion - Name: Health & Safety / Weighting: 15%

Quality criterion - Name: Approach to Community Benefits / Weighting: 5%

Quality criterion - Name: Sustainability and Climate Emergency / Weighting: 5%

Quality criterion - Name: Fair Work First / Weighting: 5%

Price - Weighting: 30%

II.2.6) Estimated value

Value excluding VAT: £4,563,000

II.2.7) Duration of the contract, framework agreement or dynamic purchasing system

Duration in months

60

This contract is subject to renewal

Yes

Description of renewals

2 x 24 months extension options

II.2.10) Information about variants

Variants will be accepted: No

II.2.11) Information about options

Options: No

II.2.13) Information about European Union Funds

The procurement is related to a project and/or programme financed by European Union funds: No

II.2.14) Additional information

Please see ITT document and Services Contract for further details

II.2) Description

II.2.1) Title

Forestry - North

Lot No

5

II.2.2) Additional CPV code(s)

- 70330000 - Property management services of real estate on a fee or contract basis
- 70332000 - Non-residential property services

II.2.3) Place of performance

NUTS codes

- UKM - Scotland

II.2.4) Description of the procurement

The management of in-hand commercial forestry across the estates is undertaken directly by the Purchaser's staff. Additional call-off support for these activities is required through this Lot. It is not a full Management requirement.

Across all estates, there is a requirement for regular liaison with tenants, community and other stakeholders, maintaining and raising the profile of The Purchaser, managing good relations with tenants and other stakeholders and contributing positively to the overall management of the Estate. The role of Service Provider will also involve regular liaison with the Purchaser's staff and any other Rural Service Providers.

Please see ITT for full details.

II.2.5) Award criteria

Quality criterion - Name: Understanding of the Core Service Requirements / Weighting: 20%

Quality criterion - Name: Proposed Team / Weighting: 10%

Quality criterion - Name: Approach to Service Delivery and Improvement / Weighting: 20%

Quality criterion - Name: Health & Safety / Weighting: 10%

Quality criterion - Name: Sustainability and Climate Emergency / Weighting: 5%

Quality criterion - Name: Fair Work First / Weighting: 5%

Price - Weighting: 30%

II.2.6) Estimated value

Value excluding VAT: £244,000

II.2.7) Duration of the contract, framework agreement or dynamic purchasing system

Duration in months

60

This contract is subject to renewal

Yes

Description of renewals

2 x 24 months extension options

II.2.10) Information about variants

Variants will be accepted: No

II.2.11) Information about options

Options: No

II.2.13) Information about European Union Funds

The procurement is related to a project and/or programme financed by European Union

funds: No

II.2.14) Additional information

Please see ITT document and Services Contract for further details

Section III. Legal, economic, financial and technical information

III.1) Conditions for participation

III.1.1) Suitability to pursue the professional activity, including requirements relating to enrolment on professional or trade registers

List and brief description of conditions

Please refer to SPD module for details relevant to this tender.

III.1.2) Economic and financial standing

Selection criteria as stated in the procurement documents

III.1.3) Technical and professional ability

Selection criteria as stated in the procurement documents

III.2) Conditions related to the contract

III.2.3) Information about staff responsible for the performance of the contract

Obligation to indicate the names and professional qualifications of the staff assigned to performing the contract

Section IV. Procedure

IV.1) Description

IV.1.1) Type of procedure

Open procedure

IV.1.8) Information about the Government Procurement Agreement (GPA)

The procurement is covered by the Government Procurement Agreement: Yes

IV.2) Administrative information

IV.2.1) Previous publication concerning this procedure

Notice number: [2020/S 149-366580](#)

IV.2.2) Time limit for receipt of tenders or requests to participate

Date

12 September 2025

Local time

12:00pm

IV.2.4) Languages in which tenders or requests to participate may be submitted

English

IV.2.6) Minimum time frame during which the tenderer must maintain the tender

Tender must be valid until: 2 February 2026

IV.2.7) Conditions for opening of tenders

Date

12 September 2025

Local time

1:00pm

Section VI. Complementary information

VI.1) Information about recurrence

This is a recurrent procurement: Yes

Estimated timing for further notices to be published: Minimum of 5 years, to a maximum of 9 years

VI.2) Information about electronic workflows

Electronic ordering will be used

Electronic invoicing will be accepted

Electronic payment will be used

VI.3) Additional information

Whilst CES aims to award contracts to enable a commencement date of the 1st April 2026, should circumstances require it then CES reserves the right to implement a later commencement date.

NOTE: To register your interest in this notice and obtain any additional information please visit the Public Contracts Scotland Web Site at

https://www.publiccontractsscotland.gov.uk/Search/Search_Switch.aspx?ID=804117.

The buyer has indicated that it will accept electronic responses to this notice via the Postbox facility. A user guide is available at

https://www.publiccontractsscotland.gov.uk/sitehelp/help_guides.aspx.

Suppliers are advised to allow adequate time for uploading documents and to dispatch the electronic response well in advance of the closing time to avoid any last minute problems.

A sub-contract clause has been included in this contract. For more information see:

<http://www.publiccontractsscotland.gov.uk/info/InfoCentre.aspx?ID=2363>

Community benefits are included in this requirement. For more information see:

<https://www.gov.scot/policies/public-sector-procurement/community-benefits-in-procurement/>

A summary of the expected community benefits has been provided as follows:

The Purchaser is keen to see the following Community benefits in particular:-

Provision of apprenticeships

Sub-contracting of contracts to SMEs

Sub-contracting to Supported Businesses

Any other Community benefits related to the subject matter of the contract

(SC Ref:804117)

Download the ESPD document here:

https://www.publiccontractsscotland.gov.uk/ESPD/ESPD_Download.aspx?id=804117

VI.4) Procedures for review

VI.4.1) Review body

Edinburgh Sheriff Court

27 Chambers Street

Edinburgh

EH1 1LB

Country

United Kingdom