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Tender

TC01361 - Purchase of Four (4) Ship to Shore Quay Cranes

THE FELIXSTOWE DOCK AND RAILWAY COMPANY

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

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Procurement identifier (OCID): ocids-h6vhtk-0584a1

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Scope

Reference

TC01361

Description

The Port of Felixstowe requires four (4) ship to shore quay cranes for the handling of ISO containers and other defined loads with challenging technical specifications, particularly with regard to wheel load bearing capacity. Potential suppliers must have supplied quay cranes to operating container terminals within the past three years, they must also be able to meet the technical specification on outreach, lift height and capacity required without any deviation to the stringent wheel loading constraints. Potential suppliers must develop and submit a detailed design and full supporting calculations within the timelines that is ready for independent third-party analysis.

Total value (estimated)

- £52,000,000 excluding VAT
- £62,400,000 including VAT

Above the relevant threshold

Contract dates (estimated)

- 8 October 2025 to 31 October 2026
- Possible extension to 31 January 2027
- 1 year, 3 months, 24 days

Description of possible extension:

Delay in production or shipping requirements

Main procurement category

Goods

CPV classifications

- 42414120 - Quayside cranes

Contract locations

- UKH14 - Suffolk
-

Participation

Legal and financial capacity conditions of participation

The Purchasers Finance Department will undertake a financial assessment of the Suppliers financial standing, using an obtained finance report. Suppliers must pass this assessment.

Submission

Tender submission deadline

2 September 2025, 11:59pm

Submission address and any special instructions

Proactis - e-tender platform:

<https://procontract.due-north.com/supplierregistration/register>

Suppliers that are already registered on the Proactis e-tender platform can log on and search for this tender opportunity under Hutchison Ports UK (Parent Company of The Felixstowe Dock and Railway Company).

Please note if you are not registered, you will need to register first and then proceed in searching for the opportunity following completion of the registration.

Tenders may be submitted electronically

Yes

Languages that may be used for submission

English

Award decision date (estimated)

7 October 2025

Award criteria

| Name | Description | Type |
|--|--|---------|
| Stage 1 - Evidence for the supply of a quay crane and Detailed Technical Design outlining the design calculations as a minimum in line with the technical specification criteria. These calculations shall be used for wheel loads in normal and storm condition | Evidence that a quay crane can be supplied as per the technical specification. AND A Detailed Technical Design shall be submitted outlining the design calculations as a minimum in line with the technical specification criteria. These calculations shall be used for wheel loads in normal and storm condition. Refer to Part IV in the Form of Tender document for technical details to be met. | Quality |

| Name | Description | Type |
|--|---|---------|
| Stage 1 - A detailed maintenance strategy | A detailed maintenance strategy over the expected operational life of the quay crane (to achieve up to 4 million cycle). Include: • Preventive and corrective maintenance schedules • Labour and spare parts assumptions • Downtime impact and mitigation In addition - Submit the following if available: • Total Cost of Ownership (TCO) model in spreadsheet format • Lifecycle Cost Analysis (LCCA) or sensitivity analysis | Quality |
| Stage 1 - Equipment Performance | Provide evidence of equipment performance and expected/proven metrics of equivalent cranes already supplied to other customers with measurable targets linked to proactive maintenance and performance monitoring | Quality |
| Stage 1 - Spare Parts Management | Describe how you would support our spare parts management. This shall include availability timelines, sourcing approach (i.e. direct purchase or consignment), and how you will assist in the management of obsolescence over the crane's operational life. | Quality |
| Stage 2 - Delivery and commissioning lead time | Delivery lead time and Commission to final acceptance - from date the order is placed to fully operable as set out in Part III (a) is accepted by the Purchaser | Quality |
| Stage 2 - Price | Base contract price for all items set out in Part 1(a) for Element 1 and Option 1 | Price |

| Name | Description | Type |
|--------------------------|--|-------------|
| Stage 2 - Sustainability | Describe how your organisation is working towards achieving Net Zero carbon emissions. Please include a copy of your Carbon Reduction Plan or equivalent | Quality |
| Stage 2 - Sustainability | Please explain how the equipment you are supplying minimises energy use and emissions across its lifecycle. Include references to energy ratings, fuel efficiency, electrification, or low-emission technologies. To include expected energy usage in one container, move and one kilometre of gantry operation at full speed. | Quality |
| Stage 2 - Sustainability | What measures have been taken to ensure the equipment is designed with sustainability in mind (e.g., recycled materials, modular design, ease of repair, end-of-life recycling)? | Quality |
| Stage 2 - Sustainability | List any environmental & quality certifications or standards the equipment and/or the supplier complies with (e.g., ISO 14001, Eco-Design, RoHS, REACH, CE marking). | Quality |
| Stage 2 - Sustainability | What steps will you take to minimise environmental impact in production, procurement & delivery of the equipment. Demonstrate the carbon impact in tons of CO2 for the procurement of the equipment. | Quality |

| Name | Description | Type |
|---|--|-------------|
| Stage 2 - Sustainability | How will your contract delivery support social and environmental value in the UK & within your business location, such as biodiversity protection, air quality improvement, or local community benefits. | Quality |
| Stage 2 - Sustainability | Please describe any innovative approaches your equipment or service offers that contribute to sustainability goals (e.g., digital efficiency monitoring, AI optimisation, renewable power integration). | Quality |
| Stage 2 - Deviations to the Conditions of Contract or Technical Specification | No material deviations to Conditions of Contract or Technical Specifications - Deviations will be considered material if they could result in i) additional cost or ii) additional risk to the Purchaser | Quality |

Weighting description

Conditions of Participation as set out in Proactis e-tender portal. Suppliers will need to pass the financial assessment and 3 general questions on the type of purchase and compliance requirements to proceed to stage 1 .

Stage 1 will be technical assessment of tender submissions and shall be a pass/fail assessment. Suppliers will need to achieve a pass mark for all of stage 1 to move to stage 2.

Stage 2 will form assessment of cost (60%), delivery (20%), sustainability (10%) and deviations to the technical specification and form of contract (10%) shall be weighted criteria.

Other information

Payment terms

The payment terms are provided within the tender documents.

Description of risks to contract performance

Global events that effect production or shipment of the Cranes.

Change of legislation

Conflicts assessment prepared/revised

Yes

Procedure

Procedure type

Open procedure

Contracting authority

THE FELIXSTOWE DOCK AND RAILWAY COMPANY

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- Public Procurement Organisation Number: PRVX-4252-DPQD

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Felixstowe

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Organisation type: Private utility