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Tender

Connect to Work

Staffordshire County Council

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

Notice identifier: 2025/S 000-048634

Procurement identifier (OCID): ocds-h6vhtk-055b38 ([view related notices](#))

Published 14 August 2025, 10:12am

Scope

Reference

IA3437

Description

The recently launched "Get Britain Working" White Paper outlines the Government's strategy to invest £240m to support this ambition and help improve workplace health and keep people in work, including trials of combined public services for those out of work due to ill health. The strategy will bring fundamental reform that transforms relationships with local areas and ensures a strong foundation of partnership working to support people into good, sustainable work.

Connect to Work is the first major element of the Get Britain Working Strategy. It will take a collaborative, locally led approach to tackling 'Hidden Unemployment'. It will help connect local work, health and skills support. The funding provides a coherent, systematic and joined up approach to maximise the benefits available for individuals and local communities.

Connect to Work will support the wider development of locally planned systems to drive

growth, working jointly with the Government. It will be an important strand in local plans to tackle inactivity and expand employment opportunity. By encouraging join up between health systems and employment support, Connect to Work will support those, primarily, currently outside the workforce and facing greater labour market disadvantages, to stay in work and get back into work. In turn, supporting the Government's ambition for a more inclusive economy, supporting local people to realise their potential and supporting local and national growth.

Connect to Work will provide out of work participants with intensive employment support for up to 12 months. It will also include support for up to 4 months for people in-work who are at risk of losing their job. The support will be based on the well evidenced Individual Placement and Support (IPS) or Supported Employment Quality Framework (SEQF) Fidelity models as appropriate to the participant. Help will include early access to jobs based on job preferences, access to a wide range of support including job and skills matching, on the job training and help to sustain employment, which might include job coaching at work, training, support from a workplace mentor and regular workplace reviews. Support will be provided to the employer as well as the participant. Connect to Work will also provide tailored self-employment support where appropriate.

The planned duration of the programme is 5 years commencing 2025/26 and completing at the end of 2029/30 subject to government spending reviews.

The key objective of this Invitation to Tender is to enter into a framework agreement with Providers to provide services to Staffordshire County Council to enable it to place orders via lots for the delivery of the Connect to Work programme in accordance with the latest guidance documents and technical notes published by DWP.

The total programme starts targets for Staffordshire for the 5 year period 2025/26 to 2029/30 are 3,334 (2,501 IPS starts, 833 SEQF starts.)

The total out of work/in work starts targets for Staffordshire for the 5 year period 2025/26 to 2029/30 are 2,834 Out of Work, 500 In Work.

The estimated total value of this procurement is £10,708,010 over 5 years 2025/26 to 2029/30 subject to government spending review. (VAT costs do not constitute Allowable Costs, and the Delivery Partner shall not claim any VAT under the Call-off contracts.)

The £10,708,010 figure reflects the total value of this procurement that SCC may deploy as part of this activity including any possible contract extensions. The value of the procurement has been calculated to reflect the anticipated requirement for the Services as specified at this time.

On the 1st of September (1-3.30pm) at Staffordshire Place 1 in Stafford (ST16 2DH), a 'Bidders Day' session will take place, inviting interested organisations to attend and learn

more about the delivery of Connect to Work in Staffordshire. Various organisations expressing an interest in being either a Prime Provider or sub-contractor for the delivery of the Connect to Work programme in Staffordshire, are invited to use this event as an opportunity to speak with the project team but also network with each other. Please refer to the 'ITT Procurement Pack - READ ME FIRST' document (page 5) for details on how to register.

Commercial tool

Establishes a framework

Total value (estimated)

- £10,708,007 excluding VAT
- £12,849,608.40 including VAT

Above the relevant threshold

Contract dates (estimated)

- 25 November 2025 to 24 November 2030
- 5 years

Main procurement category

Services

CPV classifications

- 80000000 - Education and training services

Contract locations

- UKG2 - Shropshire and Staffordshire

Lot constraints

Maximum number of lots a supplier can be awarded: 4

Description of how multiple lots may be awarded:

FOR ALL LOTS: The first call-off contract is likely to commence from week commencing 1st December 2025 to 31st March 2027, this covers the remaining 25/26 financial and the financial year 26/27 subject to spending review. For this Call off Contract the Council is intending to Direct Award to the first rank supplier for each lot.

Where a Framework Provider has applied for five (5) or six (6) Lots and has been ranked number one in respect of all five (5) or six (6) Lots, that Framework Provider shall only be eligible for a direct award of up to a maximum of four (4) Lots out of the five (5) or six (6) and will be given the opportunity to decide which of the four out of six to accept.

Where four out of five (5) or six (6) lots have been awarded to the Framework Provider ranked number one, the remaining two (2) shall then be offered to the Framework Providers ranked either, two, three, four or five. It shall be at the Authority's discretion whether, or not the two remaining lots are to be provided to one of the remaining providers or each offered one lot.

From 1st April 2027 and subsequent years, the Council will issue an Call off / Order either via a Direct Award to the Highest ranked Framework Provider or Further Competition for each lot. This will be at the Council's discretion and considerations such as performance and capacity will be taken into account.

The Council reserves the right not to award a Call-off Contract to a Provider in the following academic year who has not been able to deliver the Services within the Price and Starts Allocation in the prior academic year. In this instance the Council can decide whether to Direct Award to rank two supplier or run a Further Competition. If rank two supplier declines it's then offered to rank three supplier and the process is repeated until the Call off Contract / Order is accepted.

Lot 1a. Individual Placement Support (IPS) covering Staffordshire Moorlands and Newcastle under Lyme - North

Description

Individual Placement Support (IPS) covering Staffordshire Moorlands and Newcastle under Lyme - North. For further information please refer to the specification.

Lot value (estimated)

- £1,487,599 excluding VAT
- £1,785,118.80 including VAT

Framework lot values may be shared with other lots

Same for all lots

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

Lot 1b. Individual Placement Support (IPS) covering Stafford, South Staffordshire and Cannock Chase - Southwest

Description

Individual Placement Support (IPS) covering Stafford, South Staffordshire and Cannock Chase - Southwest. For further information please refer to the specification.

Lot value (estimated)

- £2,380,158 excluding VAT
- £2,856,189.60 including VAT

Framework lot values may be shared with other lots

Same for all lots

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

Lot 1c. Individual Placement Support (IPS) covering Tamworth, East Staffordshire & Lichfield - Southeast

Description

Individual Placement Support (IPS) covering Tamworth, East Staffordshire & Lichfield - Southeast. For further information please refer to the specification.

Lot value (estimated)

- £2,082,638 excluding VAT
- £2,499,165.60 including VAT

Framework lot values may be shared with other lots

Same for all lots

CPV classifications, contract locations and contract dates are shown in the Scope section,

because they are the same for all lots.

Lot 2a. Supported Employment Quality Framework (SEQF) covering Staffordshire Moorlands and Newcastle under Lyme - North

Description

Supported Employment Quality Framework (SEQF) covering Staffordshire Moorlands and Newcastle under Lyme - North. For further information please refer to the specification.

Lot value (estimated)

- £1,189,403 excluding VAT
- £1,427,283.60 including VAT

Framework lot values may be shared with other lots

Same for all lots

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

Lot 2b. Supported Employment Quality Framework (SEQF) covering Stafford, South Staffordshire and Cannock Chase - Southwest

Description

Supported Employment Quality Framework (SEQF) covering Stafford, South Staffordshire

and Cannock Chase - Southwest. For further information please refer to the specification.

Lot value (estimated)

- £1,903,045 excluding VAT
- £2,283,654 including VAT

Framework lot values may be shared with other lots

Same for all lots

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

Lot 2c. Supported Employment Quality Framework (SEQF) covering Tamworth, East Staffordshire & Lichfield - Southeast

Description

Supported Employment Quality Framework (SEQF) covering Tamworth, East Staffordshire & Lichfield - Southeast. For further information please refer to the specification.

Lot value (estimated)

- £1,665,164 excluding VAT
- £1,998,196.80 including VAT

Framework lot values may be shared with other lots

Same for all lots

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

Framework

Maximum number of suppliers

Unlimited

Maximum percentage fee charged to suppliers

0%

Framework operation description

The Framework Agreement will have a Direct Award and Further Competition mechanism.

Award method when using the framework

Either with or without competition

Contracting authorities that may use the framework

Establishing party only

Participation

Particular suitability

Lot 1a. Individual Placement Support (IPS) covering Staffordshire Moorlands and Newcastle under Lyme - North

Lot 1b. Individual Placement Support (IPS) covering Stafford, South Staffordshire and Cannock Chase - Southwest

Lot 1c. Individual Placement Support (IPS) covering Tamworth, East Staffordshire & Lichfield - Southeast

Lot 2a. Supported Employment Quality Framework (SEQF) covering Staffordshire Moorlands and Newcastle under Lyme - North

Lot 2b. Supported Employment Quality Framework (SEQF) covering Stafford, South Staffordshire and Cannock Chase - Southwest

Lot 2c. Supported Employment Quality Framework (SEQF) covering Tamworth, East Staffordshire & Lichfield - Southeast

- Small and medium-sized enterprises (SME)
- Voluntary, community and social enterprises (VCSE)

Submission

Enquiry deadline

18 September 2025, 11:59pm

Tender submission deadline

25 September 2025, 12:00pm

Submission address and any special instructions

The tender documents are available through Staffordshire County Councils e-tendering system 'Proactis'.

<https://supplierlive.proactisp2p.com>

Suppliers should set up a profile on Proactis by completing their company details first. Then registering their interest to this specific tender opportunity by searching under reference IA3437.

All bids must be submitted back to Proactis prior to the tender deadline. Any questions regarding the tender must go through the e-tendering system via the message function. Please do not contact the Buyer direct.

Tenders may be submitted electronically

Yes

Languages that may be used for submission

English

Award decision date (estimated)

24 October 2025

Award criteria

Name	Type	Weighting
Service Delivery Model	Quality	20%
Price	Price	20%
Implementation Plan	Quality	10%

Name	Type	Weighting
Supported Employment Experience	Quality	10%
Social Value	Quality	10%
Performance Management	Quality	5%
Financial Management	Quality	5%
Stakeholder Engagement - Identifying Participants	Quality	5%
Stakeholder Engagement - Employers	Quality	5%
Stakeholder Engagement - Supporting Organisations	Quality	5%
Geography of Delivery	Quality	5%

Other information

Description of risks to contract performance

Local Government Re-organisation

1.1 In December 2024 the Government issued a White Paper on Local Government Re-Organisation entitled the "English Devolution White Paper".

1.2 In March 2025 Staffordshire County Council submitted their suggested re-organisation plan to the Government and are awaiting a response.

1.3 Final proposals will be submitted in November 2025 and implementation of the changes is expected by Government to be by 2028 at the earliest.

1.4 Whilst the expected impact of most changes to Local Government will be settled at Government Level (Change in Law) please be aware that it may be government policy or expedient that any affected party will be recommended to agree bi-lateral or multi-lateral changes to their existing contractual arrangements.

1.5 Updates on proposals and changes can be found on the Staffordshire County Council Website and at other media outlets

2 The parties agree that in the event of a Local Government Re-organisation:-

2.1 that reorganisation of local authorities may result in the transfer assignment or novation of this Agreement in whole or in part to a successor authority or successor authorities. Such transfer assignment or novation shall not constitute a breach or require consent and the [contracting party] consents to the transfer assignment or novation of this Agreement in whole or in parts to any successor authority(ies) established under the local government reorganisation legislation and that as a consequence the obligations and rights under this Agreement shall continue to apply and be enforceable by or against any successor authority(ies) following a local government reorganisation; and

2.2 the parties acknowledge that if applicable the Transfer of Undertakings (Protection of Employment) Regulations 2006 may apply and agree to comply with all consequential and reasonable obligations arising thereunder

2.3 the parties acknowledge that any new organisation(s) may utilise or create and manage all and any existing or required framework agreements relating to the provision of the [goods and] services provided under this current agreement.

Applicable trade agreements

- Government Procurement Agreement (GPA)

Conflicts assessment prepared/revised

Yes

Procedure

Procedure type

Open procedure

Special regime

Light touch

Justification for not publishing a preliminary market engagement notice

A Prior information notice was issued on the 16.01.2025

<https://www.find-tender.service.gov.uk/Notice/001462-2025?>

Documents

Associated tender documents

[SCC E-Tendering Portal User Guide.pdf](#)

SCC E-Tendering Portal User Guide

Contracting authority

Staffordshire County Council

- Public Procurement Organisation Number: PZDG-2995-QQMD

1 Staffordshire Place, Tipping Street,

Stafford

ST16 2DH

United Kingdom

Email: michelle.davies@staffordshire.gov.uk

Website: <https://www.staffordshire.gov.uk>

Region: UKG24 - Staffordshire CC

Organisation type: Public authority - sub-central government