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Planning

All Wales Direct Production Timber Harvesting Services Dynamic Market

Natural Resources Wales

UK2: Preliminary market engagement notice - Procurement Act 2023 - [view information about notice types](#)

Notice identifier: 2025/S 000-049781

Procurement identifier (OCID): ocds-h6vhtk-050559 ([view related notices](#))

Published 19 August 2025, 11:53am

Scope

Reference

project_60095 / itt_119233

Description

Natural Resources Wales intends to set up a Dynamic Market (DM) to secure Direct Production timber harvesting operations via thinning and clear-felling. NRW require direct labour services to provide expert felling, processing and extraction of timber to roadside to support current and future Timber Sales and Marketing Plans across the Welsh Government Woodland Estate.

Key harvesting services sought include both mechanised and motor manual felling as well as the deployment of winch machinery to deliver steep-ground working without viable mechanised felling access.

Other services required include alternative harvesting machinery such as shears and the delivery of mechanised vegetation clearance, to respond to Statutory Plant Health Notices

on unmerchantable stands.

As part of early market engagement, Natural Resources Wales (NRW) is inviting potential contractors to participate in our pre-market engagement (PME) activities. We are particularly interested in hearing from Small and Medium Enterprises (SMEs) with the expertise to meet our requirements.

The purpose of the engagement is to gather market insight, help shape NRW's approach to developing a dynamic market for the supply of direct production harvesting services and ensure suppliers are aware of the upcoming opportunity as early as possible.

Commercial tool

Establishes a dynamic market

Total value (estimated)

- £10,000,000 excluding VAT
- £12,000,000 including VAT

Above the relevant threshold

Contract dates (estimated)

- 1 April 2026 to 31 March 2036
- 10 years

Main procurement category

Services

CPV classifications

- 77000000 - Agricultural, forestry, horticultural, aquacultural and apicultural services

Contract locations

- UKL - Wales

Engagement

Engagement deadline

31 October 2025

Engagement process description

How to participate

Suppliers are encouraged to:

1. Register to attend a virtual briefing session on:

16 September 2025 at 14:00 hours by "Reserving a Spot" online {link to follow} or by emailing the procurement lead at naomi.hammond@cyfoethnaturiolcymru.gov.uk

2. Complete the "Supplier Questionnaire" {link to follow} additionally indicating whether you wish to:

a. meet the project team virtually on a 1-2-1 basis

b. meet the project team at:

i. Business Wales Expo @ Swansea Arena on 10 September 2025: the project team will be available between 10 am and 12 pm.

ii. Business Wales Expo @ Venue Cymru, Llandudno on 16 October 2025: the project team will be available between 10 am and 12 pm.

Information on 2025 Business Wales Expo and how to register is at
<https://businesswales.gov.wales/news-and-blog/business-wales-expo-2025>

c. Meet the project team at a face-to-face meeting with other potential bidders

The project team will consider the organisation of additional briefings, either virtual or face-to-face, individually or collectively, based on supplier interest expressed through the questionnaire and subject to staff availability.

Interested parties are encouraged to submit responses to the Supplier Questionnaire by 11:59 pm on 13 October 2025 when the Questionnaire will close.

Participation is optional and does not form part of any formal evaluation, nor will it affect a supplier's ability to participate in the future procurement.

If you encounter any issues in accessing the Questionnaire please contact the Procurement Lead at naomi.hammond@cyfoethnaturiolcymru.gov.uk

TIMELINES

PME Launch: 19 August 2025

Business Wales Expo @ Swansea Arena: 10 September 2025 between 10 am and 12 pm

Teams Bidder Briefing Session: 16 September 2025 at 14:00 hours

Deadline for Return of Supplier Questionnaires: 13 October 2025

Business Wales Expo at Llandudno: 16 October 2025 between 10 am and 12 pm

Additional briefings subject to interest/availability: 14 October 2025 to 31 October 2025

Conclude PME: 31 October 2025

Following conclusion of the pre-market engagement the project team will develop its requirement based on feedback provided with a view to launching the procurement on 17 February 2026.

Participation

Particular suitability

Small and medium-sized enterprises (SME)

Submission

Publication date of tender notice (estimated)

17 February 2026

Contracting authority

Natural Resources Wales

- Public Procurement Organisation Number: PBBR-3628-MPRN

Welsh Government Offices Cathays Park

Cardiff

CF10 3NQ

United Kingdom

Contact name: Naomi Hammond

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Website: <http://naturalresourceswales.gov.uk>

Region: UKL22 - Cardiff and Vale of Glamorgan

Organisation type: Public authority - central government

Devolved regulations that apply: Wales