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Tender

## **Provision of Security Services to Designated Accommodation Sites**

Cornwall Council

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

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Published 21 August 2025, 2:34pm

### **Scope**

### **Reference**

DN715931

### **Description**

Cornwall Council is seeking a qualified and trauma-informed security provider to deliver professional security services across designated supported accommodation schemes for individuals experiencing homelessness or at risk of rough sleeping. The successful supplier will provide static and mobile patrols, incident response, and emergency management across multiple sites in Cornwall. Services will be delivered by SIA-licensed personnel with enhanced DBS checks, working in collaboration with housing support teams and site managers to ensure the safety of service users, staff, and the wider community. This procurement is being conducted under the Light Touch Regime in accordance with the Procurement Act 2023, allowing procedural flexibility while maintaining transparency and equal treatment. The contract will run for an initial term of three (3) years, with an option to extend for a further three (3) years, offering a maximum potential duration of six (6) years.

### **Total value (estimated)**

- £4,092,869 excluding VAT
- £4,911,443 including VAT

Above the relevant threshold

### **Contract dates (estimated)**

- 1 April 2026 to 31 March 2029
- Possible extension to 31 March 2032
- 6 years

Description of possible extension:

The contract will commence on 1 April 2026 for an initial term of three (3) years. The Authority reserves the right to extend the contract for a further period of up to three (3) additional years, resulting in a maximum potential duration of six (6) years (3+3).

Any extension will be subject to performance, funding availability, and the Authority's operational requirements. The extension mechanism is built into the contract terms and may be exercised at the Authority's sole discretion, in accordance with the Procurement Act 2023 and applicable regulations.

### **Options**

The right to additional purchases while the contract is valid.

The contract includes an option to extend for a further three (3) years beyond the initial three-year term. Scope flexibility via Task Order Forms is integral to the contract and not considered an optional feature.

## **Main procurement category**

Services

## **CPV classifications**

- 79715000 - Patrol services
- 79713000 - Guard services
- 79710000 - Security services

## **Contract locations**

- UKK3 - Cornwall and Isles of Scilly

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## **Participation**

### **Legal and financial capacity conditions of participation**

Suppliers must demonstrate appropriate legal and financial standing to deliver the contract. This includes:

Confirmation of registration on the Central Digital Platform (CDP) with up-to-date core supplier information.

Submission of exclusion information for the supplier and associated persons, including checks against the Cabinet Office debarment list.

Evidence of economic and financial standing, assessed via independent credit rating reports and financial ratios (turnover, liquidity, gearing, and net profit margin).

Minimum turnover requirement of £1,700,000 per annum over the last two financial years.

Minimum liquidity ratio of 1.0 and gearing ratio below 90%.

Suppliers must hold or commit to holding appropriate insurance levels and SSIP accreditation (or equivalent).

Where applicable, parent company guarantees or other securities may be required.

Failure to meet these conditions may result in exclusion from the procurement process.

## **Technical ability conditions of participation**

Suppliers must demonstrate sufficient technical and professional capability to deliver the required security services across multiple supported accommodation sites. This includes:

Proven experience in delivering contracts of similar nature, scale, and complexity, particularly involving vulnerable service users and trauma-informed environments.

Evidence of operational readiness and local presence in Cornwall, including staffing, supervision, and rapid response capabilities.

A clear plan for managing TUPE transitions, onboarding inherited staff, and ensuring compliance with safeguarding, SIA licensing, and training requirements.

Ability to mobilise services by the contract start date, including equipment, personnel, and site-specific arrangements.

Completion of the Procurement Specific Questionnaire (PSQ), including scored responses on technical capacity, local infrastructure, and quality assurance mechanisms.

Failure to meet these conditions may result in exclusion from the procurement process.

please refer to the ITT document for details

## **Particular suitability**

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

### **Enquiry deadline**

27 August 2025, 12:00am

### **Submission type**

Requests to participate

### **Deadline for requests to participate**

11 September 2025, 12:00am

### **Submission address and any special instructions**

<https://www.supplyingthesouthwest.org.uk>

- Search Latest Opportunities
- Search for Project reference DN715931 Provision of Security Services to Designated Accommodation Sites

### **Tenders may be submitted electronically**

Yes

### **Languages that may be used for submission**

English

## **Suppliers to be invited to tender**

5 suppliers

Selection criteria:

Suppliers are selected through a two-stage Competitive Flexible Procedure under the Light Touch Regime of the Procurement Act 2023.

Stage 1 involves completion of a Procurement Specific Questionnaire (PSQ), which assesses:

Compliance with exclusion grounds and registration on the Central Digital Platform.

Legal, financial, and insurance standing.

SIA Approved Contractor Scheme accreditation.

Technical and professional capability, including relevant experience, local operational presence in Cornwall, and TUPE transition planning.

Responses to scored PSQ questions are evaluated and moderated by a panel. The five highest scoring suppliers were shortlisted and invited to submit full tenders in Stage 2.

## **Award decision date (estimated)**

15 December 2025

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## **Award criteria**

Name	Description	Type
PQP	<p>The contract will be awarded based on the Most Advantageous Tender using a Price per Quality Point (PQP) methodology. The evaluation comprises both quality and price elements, with the following weightings: Quality (100%): Assessed through responses to eight scored questions covering service delivery, workforce capability, risk management, value for money, innovation, and social value. Each question is weighted individually, with the total quality score contributing to the PQP calculation. Price: Evaluated as part of the PQP formula, where the supplier's total price is divided by their total quality score to determine value for money. The lowest PQP score identifies the most advantageous tender. Social value is embedded within the quality assessment and includes both quantitative and qualitative components. Suppliers must meet minimum compliance thresholds to be considered.</p>	Quality

### Weighting description

The contract will be awarded based on the Most Advantageous Tender using a Price per Quality Point (PQP) methodology. The evaluation comprises both quality and price elements, with the following weightings:

Quality (100%): Assessed through responses to eight scored questions covering service delivery, workforce capability, risk management, value for money, innovation, and social value. Each question is weighted individually, with the total quality score contributing to the PQP calculation.

Price: Evaluated as part of the PQP formula, where the supplier's total price is divided by their total quality score to determine value for money. The lowest PQP score identifies the most advantageous tender.

Social value is embedded within the quality assessment and includes both quantitative and qualitative components. Suppliers must meet minimum compliance thresholds to be considered.

please refer to the ITT document for details.

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## **Other information**

### **Payment terms**

please refer to the ITT document appendix D with Contract terms and conditions

### **Description of risks to contract performance**

please refer to section 9 of the ITT document

### **Applicable trade agreements**

- Government Procurement Agreement (GPA)

### **Conflicts assessment prepared/revised**

Yes

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## **Procedure**

### **Procedure type**

Competitive flexible procedure

### **Special regime**

Light touch

### **Competitive flexible procedure description**

This procurement is being conducted by Cornwall Council under the Competitive Flexible Procedure in accordance with Section 20 of the Procurement Act 2023 and the flexibilities afforded to Light Touch Contracts under Section 9 and Schedule 1 of the Procurement Regulations 2024. The contract concerns the provision of professional, trauma-informed security services to designated supported accommodation sites across Cornwall.

The Authority has opted for a two-stage multistage process to ensure proportionality, manage bidder volume, and maintain high service standards. This approach is informed by prior market engagement and the volume of responses received in a previously abandoned procurement for similar services.

Stage 1 invites all interested suppliers to submit a Procurement Specific Questionnaire (PSQ), which includes pass/fail criteria and scored sections assessing technical and professional capability, local operational presence, and TUPE transition planning. Up to five (5) suppliers will be shortlisted based on moderated scores and invited to participate in Stage 2.

Stage 2 comprises the Invitation to Tender (ITT), where shortlisted suppliers submit final tenders. These will be evaluated using a Price per Quality Point (PQP) methodology to identify the Most Advantageous Tender. Quality criteria include service delivery, workforce capability, risk management, value for money, technology use, and social value. Price submissions must meet minimum hourly rate and cost ratio requirements.

The procedure is designed to be transparent, competitive, and tailored to the complexity and sensitivity of the service, which involves safeguarding vulnerable individuals in high-risk environments. The Authority reserves the right to invite the next highest-ranked

supplier(s) from Stage 1 if any shortlisted supplier withdraws or fails to submit a compliant tender.

Modifications to the procurement and contract are permitted under Section 74(2) of the Act, reflecting the dynamic nature of the service and the need for operational flexibility via Task Order Forms. The contract will not be divided into Lots, as a single-provider model is deemed proportionate and necessary to ensure consistency, safeguarding compliance, and rapid mobilisation across multiple sites.

This procedure aligns with PA2023 principles of equal treatment, transparency, and proportionality, and supports Cornwall Council's strategic objectives for community safety, public protection, and inclusive service delivery.

## **Reduced tendering period**

Yes

Light touch contract - no minimum

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## **Documents**

### **Associated tender documents**

<https://procontract.due-north.com//FileUploads/ViewAttachment?attachmentId=769a2282-877e-f011-813a-005056b64545&entityTypeId=b5c83c15-39cd-480e-b232-0e94cac4b464&attachmentTypeId=FtsDocument>

Invitation to Tender (ITT) – Provision of Security Services to Designated Accommodation Sites

This document sets out the full details of Cornwall Council's procurement for professional security services across supported accommodation schemes. It includes the scope of services, contract structure, procurement procedure under the Light Touch Regime

(PA2023), evaluation criteria, service levels, KPIs, and instructions for tender submission. The ITT outlines both Stage 1 (PSQ) and Stage 2 (Final Tender) requirements and forms the basis for supplier responses.

<https://procontract.due-north.com//FileUploads/ViewAttachment?attachmentId=23db1fb6-8b7e-f011-813a-005056b64545&entityTypeId=b5c83c15-39cd-480e-b232-0e94cac4b464&attachmentTypeId=FtsDocument>

### Specification – Provision of Security Services to Designated Supported Accommodation Sites

This document outlines the detailed service requirements for the delivery of professional security services across Cornwall Council's supported accommodation schemes. It includes the scope of services, operational expectations, staffing qualifications, safeguarding standards, emergency response protocols, and key performance indicators (KPIs). The specification defines the trauma-informed approach required, site-specific needs, and the flexible delivery model via Task Order Forms.

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## **Contracting authority**

### **Cornwall Council**

- Public Procurement Organisation Number: PYRH-9827-DWLP

County Hall

Truro

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United Kingdom

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Website: <http://www.cornwall.gov.uk>

Region: UKK30 - Cornwall and Isles of Scilly

Organisation type: Public authority - sub-central government