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Tender

Telephony and Communication Services to the British Embassy and its Consular Network in Spain

Foreign, Commonwealth and Development Office

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

Notice identifier: 2025/S 000-051098

Procurement identifier (OCID): ocds-h6vhtk-058d65

Published 26 August 2025, 7:59am

Scope

Description

The British Embassy Spain and its Consular network is looking for a reliable telecommunication services provider(s). The requirements are split into 3 lots. The Authority reserves the right to award one or two suppliers if that is the Most Advantageous Tender (“MAT”) solution. The potential bidders will be issued with generalised requirements in the first stage of the Competitive Flexible Procedure (Request for Quotation). The exact scope and final requirements will be issues to the selected bidders invited to the second stage (Invitation to Tender).

The requirements are:

Lot 1 – Mobile services for 300 SIM cards with full coverage in mainland Spain, Balearic and Canary Islands.

Lot 2 – Landline services for 9 locations.

Lot 3 – Residence solution.

Total value (estimated)

- £331,800 excluding VAT
- £420,000 including VAT

Above the relevant threshold

Contract dates (estimated)

- 1 May 2026 to 30 April 2028
- Possible extension to 30 April 2031
- 5 years

Description of possible extension:

Initial contract period of 24 months with two optional extensions of 24 and 12 months (2+2+1).

Main procurement category

Services

Contract locations

- ES - Spain

Lot constraints

Description of how multiple lots may be awarded:

Suppliers may be awarded for a) all Lots; b) Lots 1 and 3; c) Lots 2 and 3; d) Lot 1 alone; or e) Lot 2 alone. Inclusion of Lot 3 in a bid may be advantageous when all other factors

are considered.

Not the same for all lots

CPV classifications are shown in Lot sections, because they are not the same for all lots.

Lot 1. Mobile Services

Description

Mobile services for 300 SIM cards with full coverage in mainland Spain, Balearic and Canary Islands.

Lot value (estimated)

- £295,302 excluding VAT
- £373,800 including VAT

CPV classifications

- 64212000 - Mobile-telephone services

Same for all lots

Contract locations and contract dates are shown in the Scope section, because they are

the same for all lots.

Lot 2. Landline Services

Description

Fixed-line services for 9 locations in Spain.

Lot value (estimated)

- £33,180 excluding VAT
- £42,000 including VAT

CPV classifications

- 64211100 - Local telephone services

Same for all lots

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

Lot 3. Residence

Description

Residence solution. The Ambassador's Residence requires an operational virtual switchboard to cater for a minimum of 30 DDIs and associated internal extension numbers.

Lot value (estimated)

- 3318 GHS excluding VAT
- 4200 GHS including VAT

CPV classifications

- 64214200 - Telephone switchboard services

Same for all lots

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

Participation

Technical ability conditions of participation

Lot 1. Mobile Services

Lot 2. Landline Services

Lot 3. Residence

Suppliers have to be registered telecommunication providers in Spain.

Submission

Submission type

Requests to participate

Deadline for requests to participate

5 September 2025, 11:59pm

Submission address and any special instructions

Please contact Ingrida.Kyguolyte@fcdo.gov.uk for more information. The 2nd stage submissions will be via <https://fco.bravosolution.co.uk/>.

Tenders may be submitted electronically

Yes

Languages that may be used for submission

English

Award decision date (estimated)

5 January 2026

Recurring procurement

Publication date of next tender notice (estimated): 26 June 2030

Award criteria

Name	Type	Weighting
Technical/Quality	Quality	60%
Commercial	Price	40%

Other information

Conflicts assessment prepared/revised

Yes

Procedure

Procedure type

Competitive flexible procedure

Competitive flexible procedure description

This competitive flexible procedure will be conducted in three stages:

- Stage 1: Invitation to participate in a Request for Quotation (open to all suppliers that are able to provide telecommunication services in Spain).
- Stage 2: Invitation to submit an online tender proposal (only up to 4 selected suppliers, will be invited from the 1st stage).
- Stage 3: Inviting selected suppliers to a face-to-face Dialogue and followed by their Best and Final Offer (BAFO).

Justification for not publishing a preliminary market engagement notice

The preliminary market engagement was not carried out because the buyer has sufficient knowledge of the market. Since the eligible suppliers are telecom companies based in Spain, a market engagement notice was not considered relevant.

Documents

Documents to be provided after the tender notice

The documents will be provided via email for the 1st stage of the Competitive Flexible Procedure, the Invitation to Tender documents will be provided via an e-procurement portal for the selected suppliers.

Contracting authority

Foreign, Commonwealth and Development Office

- Public Procurement Organisation Number: PXRR-8771-PHVX

King Charles Street

London

SW1A 2AH

United Kingdom

Email: commercial.smi@fcdo.gov.uk

Website:

<https://www.gov.uk/government/organisations/foreign-commonwealth-development-office>

Region: UKI32 - Westminster

Organisation type: Public authority - central government