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Tender

Birmingham Virtual School Training Services Flexible Contracting Agreement (FCA)

Birmingham City Council

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

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Scope

Reference

P0886

Description

Birmingham City Council (the "Council") wishes to establish a Flexible Contracting Agreement (FCA) for Birmingham Virtual School (BVS) Training Services in accordance with the Procurement Act 2023, applying the provisions for Light Touch Contracts as defined in Section 9 of the Act and Schedule 1 of the Procurement Regulations 2024. These provisions apply to certain social, health, and education services that are subject to more flexible procurement rules due to their direct impact on individuals and communities.

The Training FCA will cover training for professionals in children's schools, social workers, families, carers, and other key stakeholders in Birmingham and any other local authorities where children may be placed.

The Training FCA will serve as the primary channel for delivering training tailored to the needs of adults responsible for supporting the educational achievement of children known to a social worker. The programme is designed to equip these individuals including BVS staff, carers, guardians, adoptive parents, designated teachers, school staff, governors, social workers, and Independent Reviewing Officers (IROs) with the essential knowledge and skills required to effectively promote the educational outcomes of children in care, previously looked after, or otherwise known to social services.

The contract(s) being procured have been split into Lots, as follows.

Lot 1: Training for staff at educational establishments and other professionals

Lot 2: Training for Social Care Professionals

Lot 3: Training for Parents, Carers and Family Members

The Council reserves the right to reopen the procurement and conduct additional tender processes during the term of the FCA. This may be done to appoint new providers to the FCA where necessary to meet evolving service needs or ensure adequate market coverage.

The Training Services FCA will be for a period of 2 years with an option to extend for a further 2 years (on a 1+1 basis) subject to performance and budget.

Commercial tool

Establishes a framework

Total value (estimated)

- £600,000 excluding VAT
- £720,000 including VAT

Above the relevant threshold

Contract dates (estimated)

- 8 December 2025 to 7 December 2029
- 4 years

Main procurement category

Services

CPV classifications

- 80500000 - Training services
 - 80510000 - Specialist training services
 - 80522000 - Training seminars
-

Lot 1. Training for staff at educational establishments and other professionals

Description

To include a range of learning and development activities to meet the learning and development requirements of the staff at education establishments and other professionals. The learning and development activity provided must meet national and local standards, as well as any legislative requirements, and will be tailored to suit each key stage.

Commissioned activity will include tailored face-to-face and virtual classroom-based courses in response to legislative change and bespoke learning activity to meet the identified needs of specific groups or teams. Examples include initial and refresher

training for designated teachers, school improvement training and training to support staff to develop their skills and knowledge to support children know to social care improve educational attainment and actively participate in educational pathways.

Lot value (estimated)

- £200,000 excluding VAT
- £240,000 including VAT

Framework lot values may be shared with other lots

Same for all lots

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

Lot 2. Training for social care professionals**Description**

To include a range of learning and development activities for the adult social care workforce of Birmingham. This includes providing learning opportunities to enhance the quality and effectiveness of Personal Education Plans (PEPs). The learning and development offered is required to meet national and local standards as well as any legislative requirements around social care practices.

Commissioned activity will include tailored face-to-face and virtual classroom-based courses in response to legislative change and bespoke learning activity to meet the identified needs of specific groups or teams. Examples of the types of learning and development requested from social workers includes Practical use of the ePEP system and Personal Education Plans and Pupil Premium Plus training.

Lot value (estimated)

- £200,000 excluding VAT
- £240,000 including VAT

Framework lot values may be shared with other lots

Same for all lots

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

Lot 3. Training for parents, carers and family members

Description

This will cover bespoke learning and development activities for parents, carers and family members. This includes providing learning opportunities to support them in helping children with learning at home and motivational techniques. The learning and development offered is required to meet national and local standards as well as any legislative requirements around social care practices.

Commissioned activity will include tailored face-to-face and virtual classroom-based courses in response to legislative change and bespoke learning activity to meet the identified needs of specific groups or teams. Examples of the types of learning and development requested from carers includes attachment awareness and trauma informed practice, emotion coaching, education basics and homework and learning in everyday situations.

Lot value (estimated)

- £200,000 excluding VAT
- £240,000 including VAT

Framework lot values may be shared with other lots

Same for all lots

CPV classifications 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

Appointment to the flexible contracting agreement is based on 100% quality.

Award method when using the framework

With competition

Contracting authorities that may use the framework

Establishing party only

Participation

Legal and financial capacity conditions of participation

Lot 1. Training for staff at educational establishments and other professionals

Lot 2. Training for social care professionals

Lot 3. Training for parents, carers and family members

Details will be provided in the tender documentation.

Technical ability conditions of participation

Lot 1. Training for staff at educational establishments and other professionals

Lot 2. Training for social care professionals

Lot 3. Training for parents, carers and family members

Details will be provided in the tender documentation.

Particular suitability

Lot 1. Training for staff at educational establishments and other professionals

Lot 2. Training for social care professionals

Lot 3. Training for parents, carers and family members

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

Submission

Enquiry deadline

30 September 2025, 12:00pm

Submission type

Tenders

Tender submission deadline

8 October 2025, 12:00pm

Submission address and any special instructions

This framework agreement is being issued using the Council's e-tendering system 'In-tend' and organisations must ensure that they are registered users. The procurement process will be managed using this system and therefore all bids must be submitted by Tenderers via the 'in-tend' system. <https://in-tendhost.co.uk/birminghamcc>

Registration and use of in-tend is free. All correspondence for this procurement process must be via the in-tend correspondence function and you should not contact any individual directly either by email or by telephone. If you are already a registered user, you do not have to re-register. If you are unable to register with in-tend or are experiencing difficulties, please email the etendering@birmingham.gov.uk.

Tender deadline submission is noon on 8th October 2025.

Tenders may be submitted electronically

Yes

Languages that may be used for submission

English

Award decision date (estimated)

16 November 2025

Award criteria

Name	Description	Type
Simple description	This will be based on 100% quality covering: Service Delivery Organisation and Resources Training Approach & Methodology Evaluation and Impact	Price

Weighting description

This will be based on 100% quality covering:

Service Delivery

Organisation and Resources

Training Approach & Methodology

Evaluation and Impact

Other information

Conflicts assessment prepared/revised

Yes

Procedure

Procedure type

Competitive flexible procedure

Special regime

Light touch

Competitive flexible procedure description

Stage 1: Appointment to the Flexible Contracting Agreement (FCA)

All interested suppliers must complete and submit all the documents outlined in the Checklist including the main Response Document and other applicable response documents.

Submissions will be evaluated against published selection criteria.

Suppliers who meet the criteria will be appointed to the FCA and will be eligible to participate in future call-offs or further competitions.

Stage 2: Call-Off Process - Direct Award and Further Competition

Direct Award

A Direct Award may be used where:

A specific provider within the FCA has a unique capability or specialism that directly matches the training requirement.

The training need is urgent and time-sensitive and conducting a further competition would cause undue delay.

The value of the requirement is low and falls within thresholds that permit direct award under internal procurement guidance.

The provider has previously delivered the same or similar training with proven success, and continuity is essential.

In these cases, the contracting authority may award the contract directly to the most suitable FCA supplier, ensuring transparency and justification are documented.

Further Competition

Further Competition will apply where:

Multiple FCA suppliers within the relevant lot are capable of delivering the required training.

The training requirement is complex, high-value, or bespoke, and benefits from competitive evaluation.

There is a need to assess value for money, innovation, or quality across multiple providers.

All FCA suppliers within the relevant lot will be invited to tender for the requirement. The competition will be conducted in line with the award criteria set out in the tender documents.

Ongoing opportunities

The Council reserves the right to reopen the procurement and conduct additional tender processes during the term of the FCA.

This may be done to appoint new providers to the FCA where necessary to meet evolving service needs or ensure adequate market coverage.

Contracting authority

Birmingham City Council

- Public Procurement Organisation Number: PCJJ-4826-QMLZ

Council House, 1 Victoria Square

Birmingham

B1 1BB

United Kingdom

Contact name: Commercial and Procurement Services

Email: etendering@birmingham.gov.uk

Website: <http://www.in-tendhost.co.uk/birminghamcc>

Region: UKG31 - Birmingham

Organisation type: Public authority - sub-central government