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Tender

Software Reseller Framework

YORKSHIRE WATER SERVICES LIMITED

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

Notice identifier: 2025/S 000-057882

Procurement identifier (OCID): ocds-h6vhtk-059d98

Published 18 September 2025, 5:05pm

Scope

Reference

CM3318

Description

Yorkshire Water Services (YWS) is looking for a selection of suppliers for the provision of Value Added Reseller services. It is YWS's intention to establish and award an open framework to a selection of suppliers for the supply of Software and Associated Services ("Opportunity") across the YWS's networks.

The current expectations are to add at least three (3) partners (dependent on tender qualification and subsequent award) to carry out the supply to YWS. However, we reserve the right to award more or less than this number.

No information contained in this notice or in any communication made between YWS and any Supplier in connection with this Tender shall be relied upon as constituting a contract, agreement or representation that any contract shall be offered. YWS reserves the right to change the basis of, or the procedures for, the Process, to terminate the Process at any time or not to award any contract.

The Software Reseller Framework is to include (but is not limited to) the Software Categories such as:

- Commercial Off-The-Shelf (COTS) Software Licenses
- Organisational operation, productivity and service delivery Software (e.g. SAP, Microsoft,
- Data and Analytics Software (e.g. Power BI, IBM, Qlik)
- Core IT Infrastructure Software
- Cloud Products and Services (e.g. SaaS, IaaS, PaaS)
- Specialist and Innovation Software (e.g. AI tools, vertical industry solutions)

Additionally, the framework also includes the provision of value-added services including but not limited to optimisation and analysis of license volume, audit support and training, as well as associated support, maintenance, implementation, configuration and optimisation services for all software in scope of the framework.

Commercial tool

Establishes an open framework

A series of frameworks with substantially the same terms. Awarded suppliers are carried over and new suppliers can bid.

Total value (estimated)

- £125,000,000 excluding VAT
- £150,000,000 including VAT

Above the relevant threshold

Contract dates (estimated)

- 1 March 2026 to 28 February 2029
- Possible extension to 28 February 2034
- 8 years

Description of possible extension:

The initial contract term is three years (36 months), with the possibility of multiple 1-year extensions up to a maximum duration of eight years.

Options

The right to additional purchases while the contract is valid.

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The Contract shall include an option for Yorkshire Water to extend the goods and services provided by the supplier, should additional packages or value-added services be required in future to enhance the coverage and optimisation of YWS Software estate.

Any such extension shall remain within the overall scope of the framework and may be subject to commercial negotiation at the time of request.

Main procurement category

Goods

CPV classifications

- 48000000 - Software package and information systems

Contract locations

- UKE - Yorkshire and the Humber

Framework

Open framework scheme end date (estimated)

28 February 2034

Maximum number of suppliers

Unlimited

Maximum percentage fee charged to suppliers

0%

Framework operation description

The Framework will operate through both direct award and further competition via the use of mini-competitions. Prices will be determined by framework rates and discounts agreed at award, with the option for additional commercial improvements to be offered at call-off.

Direct award may be used where requirements can be met from the established pricing schedule and this represents value for money. Where requirements are more complex or where additional value is sought, a mini-competition will be conducted among capable suppliers. Evaluation criteria for mini-competitions will be consistent with those applied at framework award stage, ensuring fairness, transparency, and value for money.

Award method when using the framework

Either with or without competition

Contracting authorities that may use the framework

Establishing party only

Participation

Particular suitability

Small and medium-sized enterprises (SME)

Submission

Enquiry deadline

10 October 2025, 11:59pm

Submission type

Requests to participate

Deadline for requests to participate

18 October 2025, 11:59pm

Submission address and any special instructions

<https://www.yorkshirewater.com/> (<https://www.yorkshirewater.com/>)

Contact Dirkjan Verheij (dirkjan.verheij@yorkshirewater.co.uk) to join Ariba Buying Portal to access all the tender information. In case Dirkjan Verheij is on Annual Leave please contact Dharmesh Depala (dharmesh.depala1@yorkshirewater.co.uk)

Tenders may be submitted electronically

Yes

Languages that may be used for submission

English

Suppliers to be invited to tender

Maximum 10 suppliers

Selection criteria:

The criteria used to select suppliers to tender are detailed in the Tender documents.

Award decision date (estimated)

9 January 2026

Award criteria

Name	Description	Type	Weighting
Commercial	Commercial evaluation will focus on areas like pricing structures, transparency, and overall value for money. The full commercial award criteria will be shared with bidders during the ITT stage in the documentation.	Price	50%
Capability	Capability evaluation will consider suppliers' ability to deliver against Yorkshire Water's requirements, including but not limited to portfolio coverage, service delivery, value-added services, and governance. The full capability award criteria will be shared with bidders during the ITT stage in the documentation.	Quality	50%

Other information

Conflicts assessment prepared/revised

Yes

Procedure

Procedure type

Competitive flexible procedure

Special regime

Utilities

Competitive flexible procedure description

This procurement is being conducted using the Competitive Flexible Procedure under the Procurement Act 2023. The process will consist of Conditions of Participation Questionnaire and a Tender (ITT). Only those suppliers that meet the conditions of participation requirements will have their tenders evaluated.

A second round of tendering may be conducted. If required, the Authority reserves the right to shortlist the number of suppliers progressing from Round 1 to Round 2 of the ITT and to request a demo phase as part of the second round. The final contract award will be based on the refined award criteria, which will be communicated to suppliers during the course of the procedure.

The award criteria and their relative weightings are provided in the tender documents. All communications and submissions must be made electronically via Ariba.

Documents

Documents to be provided after the tender notice

The tender documents will be provided through the Ariba Buying Portal

Contracting authority

YORKSHIRE WATER SERVICES LIMITED

- Companies House: 02366682
- Public Procurement Organisation Number: PXGT-3622-WXBQ

Western House

Bradford

BD6 2SZ

United Kingdom

Email: dirkjan.verheij@yorkshirewater.co.uk

Region: UKE41 - Bradford

Organisation type: Private utility