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Contract

Revenue Management Software

Caledonian Sleeper Limited

F06: Contract award notice – utilities

Notice identifier: 2025/S 000-058113

Procurement identifier (OCID): ocds-h6vhtk-04c054

Published 19 September 2025, 12:56pm

Section I: Contracting entity

I.1) Name and addresses

Caledonian Sleeper Limited

Basement and Ground Floor Premises, 1-5 Union Street

Inverness

IV1 1PP

Email

procurement@caledoniansleeper.scot

Telephone

+44 3300600500

Country

United Kingdom

NUTS code

UK - United Kingdom

Internet address(es)

Main address

www.sleeper.scot

Buyer's address

https://www.publiccontractsscotland.gov.uk/search/Search_AuthProfile.aspx?ID=AA30648

I.2) Information about joint procurement

The contract is awarded by a central purchasing body

I.6) Main activity

Railway services

Section II: Object

II.1) Scope of the procurement

II.1.1) Title

Revenue Management Software

Reference number

CPT-054

II.1.2) Main CPV code

- 48000000 - Software package and information systems

II.1.3) Type of contract

Supplies

II.1.4) Short description

Revenue Management Software

II.1.6) Information about lots

This contract is divided into lots: No

II.1.7) Total value of the procurement (excluding VAT)

Value excluding VAT: £1,000,000

II.2) Description

II.2.3) Place of performance

NUTS codes

- UK - United Kingdom

II.2.4) Description of the procurement

Caledonian sleeper operates a premium overnight rail service between Scotland and London. The operation is a wholly owned subsidiary of the Scottish Government under Scottish Rail Holdings.

There are 10 trains per night, 5 in each direction between London and Scotland. The service operates 6 nights per week. There are around 300,000 journeys per year and is reservation only. The entire service is revenue managed and reservations are compulsory.

Caledonian Sleeper already has a Revenue Management System in place which is end of contract in March 2026 and are looking to procure a new 5-year contract.

II.2.5) Award criteria

Quality criterion - Name: System useability / Weighting: 35

Quality criterion - Name: Using existing data / Weighting: 25

Quality criterion - Name: Extra features / Weighting: 25

Quality criterion - Name: Environmental and social / Weighting: 15

Price - Weighting: 50

II.2.11) Information about options

Options: No

II.2.13) Information about European Union Funds

The procurement is related to a project and/or programme financed by European Union funds: No

Section IV. Procedure

IV.1) Description

IV.1.1) Type of procedure

Negotiated procedure with prior call for competition

IV.1.8) Information about the Government Procurement Agreement (GPA)

The procurement is covered by the Government Procurement Agreement: Yes

IV.2) Administrative information

IV.2.1) Previous publication concerning this procedure

Notice number: [2024/S 000-038254](#)

Section V. Award of contract

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

19 September 2025

V.2.2) Information about tenders

Number of tenders received: 3

Number of tenders received from SMEs: 0

Number of tenders received from tenderers from other EU Member States: 2

Number of tenders received from tenderers from non-EU Member States: 1

Number of tenders received by electronic means: 3

The contract has been awarded to a group of economic operators: No

V.2.3) Name and address of the contractor

ExPretio Technologies

4446 St Laurent Blvd, Suite 700

Montreal

H2W 1Z5

Telephone

+1 4387936498

Country

Canada

NUTS code

- CA - Canada

The contractor is an SME

No

V.2.4) Information on value of contract/lot (excluding VAT)

Total value of the contract/lot: £100,000

Section VI. Complementary information

VI.3) Additional information

(SC Ref:810734)

VI.4) Procedures for review

VI.4.1) Review body

Glasgow Sheriffs office

Glasgow

Country

United Kingdom