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Contract

International Student Recruitment - Overseas Offices Framework

University of Exeter

UK7: Contract details notice - Procurement Act 2023 - [view information about notice types](#)

Notice identifier: 2025/S 000-059772

Procurement identifier (OCID): ocds-h6vhtk-051857 ([view related notices](#))

Published 25 September 2025, 3:00pm

Scope

Reference

UOE/2025/019/LLM

Description

The University of Exeter currently employs third party consultants to act on behalf of the University in selected overseas regions. These regions have been identified as strategically important for international student recruitment and partnership activity. These consultants are managed by the third party entity and work exclusively with the respective regional manager or main contact within the University of Exeter International Office. These consultants will then be seen as official representatives within carrying out extensive operations for the institution as well as acting as a point of contact for key stakeholders across the stated region. The current international student recruitment landscape is challenging with increasing competition both at home and in other overseas study abroad destinations and having the option to offer a consistent presence in market is seen as a key objective to remain competitive.

Commercial tool

Establishes a framework

Framework

Maximum percentage fee charged to suppliers

0%

Framework operation description

Requirements will be sourced through the framework. This may be via direct award or further competition. In both cases, suppliers will be asked to provide a brief proposal and pricing for the specific requirements. Suppliers will either adhere to our T&C's or their own T&C's at the University's discretion, for each requirement.

Award method when using the framework

Either with or without competition

Contracting authorities that may use the framework

Establishing party only

Contract 1. Acumen part of Sannam S4

Supplier

- Acumen part of Sannam S4

Contract value

- £4,800,000 including VAT

Above the relevant threshold

Date signed

31 July 2025

Contract dates

- 1 August 2025 to 1 August 2029
- 4 years, 1 day

Main procurement category

Services

CPV classifications

- 80000000 - Education and training services
-

Contract 2. Grok Global Services Inc

Supplier

- Grok Global Services, Inc.

Contract value

- £4,800,000 including VAT

Above the relevant threshold

Date signed

31 July 2025

Contract dates

- 1 August 2025 to 1 August 2029
- 4 years, 1 day

Main procurement category

Services

CPV classifications

- 80000000 - Education and training services

Contract 3. OneStep Global Ingress Private Limited

Supplier

- OneStep Global Ingress Private Limited

Contract value

- £4,800,000 including VAT

Above the relevant threshold

Date signed

31 July 2025

Contract dates

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Main procurement category

Services

CPV classifications

- 80000000 - Education and training services

Other information

Conflicts assessment prepared/revised

Yes

Procedure

Procedure type

Open procedure

Suppliers

Acumen part of Sannam S4

- Public Procurement Organisation Number: PLWC-8369-RVYR

6th Floor, 2 London Wall Place

London

EC2Y 5AU

United Kingdom

Telephone: +44 7498396297

Email: kate.barnes@sannams4.com

Region: UKI31 - Camden and City of London

Small or medium-sized enterprise (SME): Yes

Voluntary, community or social enterprise (VCSE): No

Supported employment provider: No

Public service mutual: No

Contract 1. Acumen part of Sannam S4

Grok Global Services, Inc.

- Public Procurement Organisation Number: PCBH-1337-WDXX

535 Dean Street, Suite 916

Brooklyn

11217

United States

Telephone: +44 7764940160

Email: chris.kelly@grokglobal.com

Small or medium-sized enterprise (SME): Yes

Voluntary, community or social enterprise (VCSE): No

Supported employment provider: No

Public service mutual: No

Contract 2. Grok Global Services Inc

OneStep Global Ingress Private Limited

- Public Procurement Organisation Number: PDVN-2738-CCMN

703 MAGNUM TOWERS

GURGAON

GURGAON

India

Telephone: +91 9790855452

Email: siddharth@onestep.global

Small or medium-sized enterprise (SME): Yes

Voluntary, community or social enterprise (VCSE): No

Supported employment provider: No

Public service mutual: No

Contract 3. OneStep Global Ingress Private Limited

Contracting authority

University of Exeter

- Public Procurement Organisation Number: PZYG-2396-XCRZ

Northcote House

Exeter

EX4 4QH

United Kingdom

Contact name: Leanne Le Moucheux

Telephone: +44 1392723333

Email: L.A.Le-Moucheux@exeter.ac.uk

Website: <https://www.exeter.ac.uk>

Region: UKK43 - Devon CC

Organisation type: Public undertaking (commercial organisation subject to public authority oversight)