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Tender

## **Ivy Education Trust Provision of Catering Services**

Ivy Education Trust

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

Notice identifier: 2025/S 000-060724

Procurement identifier (OCID): ocds-h6vhtk-05a48c ([view related notices](#))

Published 30 September 2025, 9:00am

### **Scope**

### **Reference**

IET01.38

### **Description**

This tender opportunity has been issued by Ivy Education Trust (“the Trust”). The proposed contract will be for the provision of a catering service to the Trust. The tender has been split into Lots: Lot 1: Outsourced Catering Provision Lot 2: Managed Catering Service Tenderers are able to bid for one or both Lots and the Trust will award to either Lot 1 or Lot 2. The Contractor will provide a high-quality service, whilst delivering value for money for the school, parents and pupils using the services to the Trust's 5 primary schools and 3 secondary schools.

### **Total value (estimated)**

- £7,000,000 excluding VAT

- £8,400,000 including VAT

Above the relevant threshold

### **Contract dates (estimated)**

- 1 April 2026 to 1 April 2029
- Possible extension to 1 April 2031
- 5 years, 1 day

Description of possible extension:

2 further 1 year extensions

### **Main procurement category**

Services

### **CPV classifications**

- 55524000 - School catering services

### **Contract locations**

- UKK4 - Devon

### **Not the same for all lots**

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

## **Lot LOT-0001. Lot 1 Outsourced Catering Service**

### **Description**

The Trust is seeking a Contractor to provide a high-quality service, whilst delivering value for money for the school, parents and pupils using the Services. The Contract will include all food and staff provision to support the delivery of the service requirement.

### **Lot value (estimated)**

- £7,000,000 excluding VAT
- £8,400,000 including VAT

### **Options**

The right to additional purchases while the contract is valid.

To enable new schools to be added to the Contract if they join the Trust

### **Same for all lots**

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

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## **Lot LOT-0002. Lot 2 Managed Catering Service**

## Description

7. The Trust is seeking a Contractor to support the Trust with providing a high-quality service, whilst delivering value for money for the school, parents and pupils using the Services. The Contract will include all food and management staff provision to deliver the managed service model, with the employment of the catering staff remaining with the Trust. The contract value for this Lot incorporates the Management Fee and Food Costs

## Lot value (estimated)

- £0 excluding VAT
- £0 including VAT

## Options

The right to additional purchases while the contract is valid.

New Schools to be added to the contract who join the Trust

## Same for all lots

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

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## Participation

### Legal and financial capacity conditions of participation

Lot LOT-0001. Lot 1 Outsourced Catering Service

Lot LOT-0002. Lot 2 Managed Catering Service

A financial appraisal will be based upon a credit check. Insurances Employer Liability £5m  
Public Liability - £5m Product Liability - £2m

## **Technical ability conditions of participation**

**Lot LOT-0001. Lot 1 Outsourced Catering Service**

**Lot LOT-0002. Lot 2 Managed Catering Service**

Provide 3 relevant previous contract examples To constitute a pass, the contract examples provided shall be relevant to the requirement, with a sufficient level of detail that provides confidence in the Tenderer's established past experience in similar and relevant projects/contracts. The contracts must be within the education sector and similar complexity and working on more than one site within the contract.

## **Particular suitability**

**Lot LOT-0001. Lot 1 Outsourced Catering Service**

**Lot LOT-0002. Lot 2 Managed Catering Service**

Small and medium-sized enterprises (SME)

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## **Submission**

### **Enquiry deadline**

31 October 2025, 12:00pm

### **Tender submission deadline**

31 October 2025, 12:00pm

**Submission address and any special instructions**

[https://uk.eu-supply.com/app/rfq/rwlenrance\\_s.asp?PID=98355&B=](https://uk.eu-supply.com/app/rfq/rwlenrance_s.asp?PID=98355&B=)

**Tenders may be submitted electronically**

Yes

**Languages that may be used for submission**

English

**Award decision date (estimated)**

31 December 2025

**Award criteria****Lot LOT-0001. Lot 1 Outsourced Catering Service**

<b>Name</b>	<b>Description</b>	<b>Type</b>	<b>Weighting</b>
Commercial Viability	Commercial Viability of Cost the Commercial Model		12%
Overall Structure & Clarity	Overall Structure & Clarity of the Commercial Model	Cost	8%
Free School Meal Equity of Access	Free School Meal Equity of Access of the Commercial Model	Cost	8%
Catering Service Offer	Catering Service Offer	Quality	6%
Contract Mobilisation & Risk Management	Contract Mobilisation & Risk Management	Quality	6%

<b>Name</b>	<b>Description</b>	<b>Type</b>	<b>Weighting</b>
Sustainability - Organisational Net Zero Strategy	Sustainability - Organisational Net Zero Strategy	Quality	6%
Sustainability - Food miles and carbon footprint	Sustainability - Food miles and carbon footprint	Quality	6%
Sustainability - Energy use in production	Sustainability - Energy use in production	Quality	6%
Sustainability - Elimination of single use plastics	Sustainability - Elimination of single use plastics	Quality	6%
Weekly Menu Offer	Weekly Menu Offer	Quality	5%
Paid Pupil and Menu Item Pricing & Uptake	Paid Pupil and Menu Item Pricing & Uptake in the Commercial Model	Cost	4%
Labour Model	Labour Model in the Commercial Model	Cost	4%
Risk Management	Risk Management in the Commercial Model	Cost	4%
Innovation	Innovation	Quality	3%
Meal Uptake	Meal Uptake	Quality	3%
Menu Planning & Development	Menu Planning & Development	Quality	3%
Food Supply Chain	Food Supply Chain	Quality	3%
Contract Management	Contract Management	Quality	2.5%
Allergy Management	Allergy Management	Quality	1.5%
Contractor Staff	Contractor Staff	Quality	1.5%
Complaint Management	Complaint Management	Quality	1.5%

## **Lot LOT-0002. Lot 2 Managed Catering Service**

<b>Name</b>	<b>Description</b>	<b>Type</b>	<b>Weighting</b>
Management Service Offer - Commercial Model	Management Service Offer - Commercial Model	Cost	16%
Food Supply & Cost Control	Food Supply & Cost Control - Commercial Model	Cost	8%
Catering Service Offer	Catering Service Offer	Quality	6%
Sustainability	Sustainability	Quality	6%

<b>Name</b>	<b>Description</b>	<b>Type</b>	<b>Weighting</b>
Sustainability - Organisational Net Zero Strategy	Sustainability – Organisational Net Zero Strategy	Quality	6%
Sustainability - Food miles and carbon footprint	Sustainability – Food miles and carbon footprint	Quality	6%
Sustainability - Energy use in production	Sustainability – Energy use in production	Quality	6%
Sustainability - Elimination of single use plastics	Sustainability – Elimination of single use plastics	Quality	6%
Free School Meal Equity of Access - Commercial Model	Free School Meal Equity of Access - Commercial Model	Quality	4%
Labour Model - Commercial Model	Labour Model - Commercial Model	Quality	4%
Operational Support & Performance - Commercial Model	Operational Support & Performance - Commercial Model	Quality	4%
Added Value - Commercial Model	Added Value - Commercial Model	Cost	4%
Innovation	Innovation	Quality	3%
Meal Uptake	Meal Uptake	Quality	3%
Weekly Menu Offer	Weekly Menu Offer	Quality	3%
Food Supply Chain	Food Supply Chain	Quality	3%
Managing Staff	Managing Staff	Quality	3%
Compliance	Compliance	Quality	3%
Menu Planning & Development	Menu Planning & Development	Quality	1.5%
Allergy Management	Allergy Management	Quality	1.5%
Contract Management	Contract Management	Quality	1.5%
Contract Mobilisation & Risk Management	Contract Mobilisation & Risk Management	Quality	1.5%

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## Other information

### Payment terms



One invoice per month Lot 1 - Invoicing for UIFSM & FSM based on actual meals taken, broken down by school Lot 2 - Invoicing for the Management Fee, broken down by school. Food invoiced as per orders raised.

## **Description of risks to contract performance**

1. Financial Inflation and Rising Costs: Food price inflation, energy bills, and wage increases. Caterers locked into long-term contracts may struggle to remain profitable, risking service quality or contract withdrawal. Staffing Challenges Recruitment Difficulties: Shortages of skilled catering staff, especially in rural or low-income areas. Difficulty attracting and retaining staff due to limited pay and benefits. Training Gaps: Inadequate training in food safety, allergens, and safeguarding can lead to compliance issues. Reputational and Compliance Risks Non-compliance with School Food Standards can result in reputational damage and regulatory scrutiny. Non-compliance with the tender specification or compliance requirement

## **Conflicts assessment prepared/revised**

Yes

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## **Procedure**

### **Procedure type**

Open procedure

## **Justification for not publishing a preliminary market engagement notice**

The justification is that the requirements are not complex, or niche, the Trust already understands what they want the service to deliver, and the market is known.

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## Contracting authority

### Ivy Education Trust

- Public Procurement Organisation Number: PTGV-4879-MXYD

Exeter Road

Teignmouth

TQ14 9HZ

United Kingdom

Contact name: Josie Medforth

Email: [josie.medforth@phplaw.co.uk](mailto:josie.medforth@phplaw.co.uk)

Region: UKK43 - Devon CC

Organisation type: Public authority - sub-central government

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## Other organisation

These organisations are carrying out the procurement, or part of it, on behalf of the contracting authorities.

**PHP Law LLP**

Summary of their role in this procurement: Procurement Consultant

- Public Procurement Organisation Number: PPRM-9434-VNYQ

Unit 3 The Brutus Centre Station Road Totnes

Totnes

TQ9 5RW

United Kingdom

Contact name: Josie Med

Email: [josie.medforth@phplaw.co.uk](mailto:josie.medforth@phplaw.co.uk)

Region: UKK43 - Devon CC

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## Contact organisation

Contact PHP Law LLP for any enquiries.