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Tender

## Education Professional Services

CRESCENT PURCHASING LIMITED

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

Notice identifier: 2025/S 000-060992

Procurement identifier (OCID): ocds-h6vhtk-050b35 ([view related notices](#))

Published 30 September 2025, 4:00pm

## Scope

## Reference

CPC/KO/02/2025

## Description

### INTRODUCTION

This process is a new tendered area to the CPC framework portfolio. A feasibility study was completed in-house that looked at gaps in the current framework offering to understand what new opportunities were available. This study determined the Lot structure for the framework, based on researching and identifying contract award notices posted on Contracts Finder in each of the areas across the public sector, that are not currently offered as part of CPC's current frameworks.

CPC intends to put an Open Framework in place for the supply of a variety of educational professional services, via a consultancy offering, across a wide range of subjects that are key within the sector.

Due to the nature of Open Frameworks, we will review the performance and suitability of

each area and if appropriate, amend, increase or decrease the Lots in accordance with the success. Given this is a new area to CPC, it is difficult to anticipate demand and spend. The feasibility study completed internally identified a large number of Open procurement routes, i.e. going to the open market rather than through a framework agreement, which led to the decision to procure a framework that covers these specific areas. This is also reactionary from progression within the industry, especially in relation to mental health and technological advances.

The purpose of this Open Framework is to provide CPC members with a compliant route to market, purchasing at a substantial and demonstrable discount, relative to the marketplace throughout the term of the Open Framework.

### Lot Structure

The Framework will be split into seven Lots as follows:

Lot 1: SEND Advisory Services

Lot 2: Curriculum Development and Assessment

Lot 3: Therapy and Psychology Services

Lot 4: Translation and Interpretation Services

Lot 5: Leadership Development Training and Support Services

Lot 6: Careers Advice and Guidance Services

Lot 7: Technology and Integration Services

Tenderers can apply for one or more Lots and will not be disadvantaged if bidding for a single Lot, and or multiple Lots. Please note that Tenderers will not be able to request consideration for additional Lots once the tender closes, except when the framework opens again during its duration.

### POTENTIAL VALUE

As this is a new area to CPC, the total estimated spend through the framework is £11,061,000.00 excluding VAT, based on a feasibility study that was completed internally, prior to the Preliminary Market Engagement exercise.

The feasibility study looked at spend between 2017-2024 in the different areas through Contracts Finder. To calculate the Estimated Total Spend (£) as seen in the below table, the total spend on Contracts Finder was divided by 100, providing 1% of the overall spend

in the category. For the Estimated Annual Spend (£), this was divided by eight, the estimated length of the Open Framework (rounded up or down accordingly). A couple of exceptions to this rule:

- For Lot 7, 0.5% of the spend was utilised as this felt more realistic
- For Lot 5, 2% of the spend was utilised as this felt more realistic

The anticipated spend through this framework is in excess of the current FTS threshold for goods, works and services, although CPC cannot guarantee the level of spend through this framework, and therefore the figures below are estimates only. The spend will very much depend on the interest we receive from potential suppliers for the framework, along with the quality of the bids received.

Lot 1: SEND Advisory Services - £188,000.00pa/£1,500,000.00

Lot 2: Curriculum Development and Assessment - £90,000.00pa/£717,000.00

Lot 3: Therapy and Psychology Services - £300,000.00pa/£2,400,000.00

Lot 4: Translation and Interpretation Services - £75,000.00pa/£600,000.00

Lot 5: Leadership Development Training and Support Services -  
£18,000.00pa/£144,000.00

Lot 6: Careers Advice and Guidance Services - £250,000.00pa/£2,000,000.00

Lot 7: Technology and Integration Services - £463,000.00pa/£3,700,000.00

#### OPEN FRAMEWORK DURATION

An Open Framework must provide for the framework to be re-opened at least once in the first three years of its life and at least every five years thereafter, lasting a maximum of eight years in total. This means the first Framework can last for a maximum of three years, but subsequent frameworks can last for a maximum of five years each.

This Framework is intended to commence on Monday 12th January 2026 and will be awarded for an initial period of two years until Wednesday 12th January 2028. The framework may be re-opened to competition in accordance with the schedule below:

First - 12th January 2026 - Two years

Second - 12th January 2028 - Two years

Third - 12th January 2030 - Two years

Fourth - 12th January 2032 - Two years

Alternatively, depending on how the Open Framework goes, there may be an option for extending both the second and third edition of the Frameworks by 12-month periods, which would lead to a structure as follows:

First - 12th January 2026 - Two years

Second - 12th January 2028 - Three years

Third - 12th January 2031 - Three years

CPC reserves the right to choose the structure which accommodates the needs of our Members most appropriately. In both of the above options, the framework expires on 11th January 2034.

CPC will be using the MultiQuote e-Tendering platform to carry out this tender. In order to express your interest in this tender and obtain the tender documents, please register or log in at: <https://suppliers.multiquote.com/Page/Login.aspx> If you have any issues when using MultiQuote, please contact Elcom Ltd on 020 3920 8054 or email [support@elcom.com](mailto:support@elcom.com)

## **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)**

- £11,061,000 excluding VAT
- £13,273,200 including VAT

Above the relevant threshold

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

- 12 January 2026 to 11 January 2028
- Possible extension to 11 January 2034
- 8 years

Description of possible extension:

This is an Open Framework under the Procurement Act 2023. Therefore, there is the potential for the Open Framework to be eight years in length (three or more iterations).

### **Main procurement category**

Services

### **CPV classifications**

- 80000000 - Education and training services

### **Contract locations**

- UK - United Kingdom

### **Lot constraints**

Description of how multiple lots may be awarded:

Please see ITT for full instructions.

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## Lot 1. SEND Advisory Services

### Description

SEND stands for Special Educational Needs and Disabilities. It is an area that is harnessing more attention as various disabilities, including mental health, garner the traction and attention they quite rightly deserve and the support that pupils need. There were 1.7 million pupils in 2024 in the UK confirmed to have special educational needs (SEN), accounting for 18.7% of all pupils<sup>1</sup>.

The SEND Advisory Services Lot of this framework agreement will contain a set of suppliers who can provide services to both mainstream and specialist schools, on the best way to implement processes and policies to provide children with SEND the support they need in the school environment. The services provided via this Lot will look to assist with the below key issues identified by Ofsted<sup>3</sup>:

- Needing a pupil-centred approach when identifying needs and planning provision, but staff do not always know the pupils well enough to do this
- Teaching a curriculum to pupils that is not properly sequenced or well matched to their needs
- Mechanisms for co-production with parents and carers are often in place but implementation is not always meaningful, which impacts how far schools can tailor provision to children's needs
- SENCOs do not have enough time to carry out their responsibilities and access continuing professional development
- Some pupils receive support from external services, but not always to the extent they need, and can occasionally lead to families funding this provision themselves

Local authorities are being encouraged to assist pupils with SEND in mainstream schools where possible, however local authority funding is ever depleting and the scheme that allows these authorities to keep the deficit they have amassed related to assisting pupils with SEND off their books is expiring imminently<sup>2</sup>. Lack of available places for students in specialist schools is an ongoing issue. There are pupils who have the higher level SEND

needs in public schools who can apply to attain a legally entitled education, health, and care plan (EHCP) via their local authorities. Mainstream schools are trying to manage the number of pupils needing additional support whilst operating in environments that have more children enrolled than there are places.

Whilst all mainstream schools must have a Special Educational Needs Co-ordinator (SENDCO), who has completed the mandatory NPQ qualification, this service provision is to assist schools with the implementation of a plan, how best to manage these pupils, preparing for fluctuations in the number of pupils covered by SEND and any new strategies that may be identified and implemented to assist these schools. SENDCO are often full-time staff who are managing their day job alongside the added responsibilities and tasks needed in their role as SENDCO.

Example services that can be provided via this Lot (not limited to):

- Reviewing accessibility and inclusion in assessment design
- Guidance on exam access arrangements and adjustments
- Development of diagnostic tools to support EHCP or SEND decision-making
- Evaluation of SEND strategies at MAT/local authority level
- Clarify that both in-school and strategic/technical consultancy services are in scope.

Due to the fact that the individuals provided as part of this service are likely to operate in an educational setting, such as a classroom or a meeting room, we require enhanced DBS checks on all these staff.

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

- £1,500,000 excluding VAT
- £1,800,000 including VAT

Framework lot values may be shared with other lots

### **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 2. Curriculum Development and Assessment**

### **Description**

This Lot is proposed to provide training programs, or design, implementation, and evaluation services to enable effective curricula and assessment strategies. Suggested areas this Lot will cover are:

- Needs assessment to determine the goals, learner demographics, subject matter, and educational standards required for the curriculum
  - Developing structured curricula based on educational standards, industry requirements, and institutional goals
  - Writing, organising, and reviewing educational content, ensuring it is accurate, relevant, and age appropriate
  - Ensuring the curriculum aligns with local, national, or international standards
  - Developing inclusive and differentiated strategies to cater to diverse learning needs, including students with disabilities, English Language Learners (ELL), and gifted students
  - Developing frameworks for formative, summative, diagnostic, and authentic assessments that measure student progress and mastery of the curriculum
  - Analysing assessment data to identify trends in student performance, gaps in learning, and areas for improvement in both teaching and curriculum
  - Recommending methods for delivering effective feedback to learners and educators, including strategies for both formative and summative assessments
- o Conducting workshops and training sessions
  - o Building the capacity of educational staff to assess and evaluate curriculum effectiveness, design assessments, and interpret data
  - o Analysing the effectiveness of existing curriculum and assessments, making

recommendations for updates or modifications based on performance data and feedback

o Ensuring that the curriculum and assessment methods align with best practices, regulatory standards, and accreditation guidelines

- National/international benchmarking and standards mapping
- Online and adaptive assessment strategies
- Technical expertise in psychometrics and validity studies
- Curriculum mapping and design using learning progressions

Due to the fact that the individuals provided as part of this service are likely to operate in an educational setting, such as a classroom or a meeting room, we require DBS checks on all these staff.

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

- £717,000 excluding VAT
- £860,400 including VAT

Framework lot values may be shared with other lots

### **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 3. Therapy and Psychology Services**

### **Description**

This service provision is intended to provide an alternative solution to a Student Assistance Programme (SAP), which can currently be procured through LUPC's

Occupational Health framework, which provides for the option for members to meet their occupational health (OHS), employee assistance (EAP), and student support services through digital apps. In contract, the Therapy and Psychology Services will provide support through:

- Therapists for pupils on an a-hoc one-on-one basis
- In-house therapists for pupils on a long-term basis
- On-demand therapists for short-notice requirements
- Group therapy with varying frequency
- Ad-hoc therapy for staff
- Whole-class therapy focused work
- CBT-informed therapy
- Parent-child training sessions
- Teaching training sessions

Due to the fact that the individuals provided as part of this service are likely to operate in an educational setting, such as a classroom or a meeting room, we require enhanced DBS checks on all these staff.

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

- £2,400,000 excluding VAT
- £2,880,000 including VAT

Framework lot values may be shared with other lots

### **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.

## Lot 4. Translation and Interpretation Services

### Description

Over one million pupils in schools in England do not have English as their first language. This does not necessarily mean that they are not fluent in English, however this may impact their family's ability to communicate with teachers and other school staff, which can cause many issues when the school needs to feedback to parents on their children's progress or behaviour. No pupil's education should be impacted due to the language of which they or their families speak, and the steady increase in pupils without English as their first language has led to an increased requirement for these services.

The provision of translation and interpretation services may cover a range of requirements, including but not limited to:

- Translation of documentation:
  - o Course materials, textbooks, and other teaching materials
  - o Student/parent consent forms
  - o Enrolment information
  - o Online forms
  - o Grade records
  - o Website and online documentation
  - o E-learning, video content and multimedia learning resources
- Translation of assessments
- Translation and interpretation services with pupils
- Translation and interpretation services with parents of pupils
- Facilitate communication between your staff, students, and their parents
- Telephone interpreting

- Remote video interpreting

Qualifications: The ATC Certification provides worldwide certification services for ISO standards in translation and interpreting services, quality and business management Leadership Development Training and Support Services. We do not require suppliers to be certified, but those suppliers who are not must provide evidence that their processes and procedures align to the certification, and this shall be determined as part of the quality assessment in the tender exercise that will be posted following this preliminary market engagement exercise.

Due to the fact that the individuals provided as part of this service are likely to operate in an educational setting, such as a classroom or a meeting room, we require DBS checks on all these staff.

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

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

Framework lot values may be shared with other lots

### **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 5. Leadership Development Training and Support Services**

### **Description**

Strong and effective leadership is a cornerstone of successful educational outcomes. With increasing pressures on schools to deliver high-quality education amidst evolving challenges-ranging from funding constraints to rising pupil needs-school leaders must be equipped with the skills, knowledge, and resilience to lead with confidence and clarity.

This Lot will include a range of providers capable of delivering leadership development training and support services to senior leaders, middle leaders, and aspiring leaders across mainstream and specialist educational settings. The services will be designed to support leadership at all levels, from headteachers and executive leaders to SENDCOs and department heads, ensuring that leadership capacity is built sustainably across the education system. Key areas of focus:

- Strategic Leadership and Vision Setting - Supporting leaders in developing and communicating a clear, inclusive, and future-focused vision for their schools, aligned with national priorities and local community needs
- Change Management and School Improvement - Training in leading through change, implementing school improvement plans, and using data-driven approaches to raise standards and close attainment gaps
- Inclusive Leadership - Equipping leaders with the tools to foster inclusive school cultures, particularly in relation to SEND, mental health, emotional intelligence and adaptability
- Coaching and Mentoring - Providing structured coaching and mentoring programmes to support leadership development, succession planning, and reflective practice
- Workforce Development and Staff Wellbeing - Helping leaders to build resilient teams, manage staff performance, and promote wellbeing and retention in a high-pressure environment
- Governance and Accountability - Training on effective governance, compliance with statutory responsibilities, and working with governing bodies and local authorities
- Assessment Leadership - Support for exam officers, assessment leads, and heads of department on data, moderation, and quality assurance
- Strategic Planning & Improvement (School development planning, Theory of Change, use of data and diagnostics)
- Governance Training (Chair and board development, statutory duties, oversight of curriculum, safeguarding)
- Coaching and Mentoring (1:1 or group-based, especially for new or challenged leaders)
- Inspection Readiness (Support for leadership teams preparing for Ofsted/Estyn/ISIs inspections)

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

- £144,000 excluding VAT
- £172,800 including VAT

Framework lot values may be shared with other lots

### **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 6. Careers Advice and Guidance Services**

### **Description**

Maintained schools and Pupil Referral Units (PRUs) have a statutory duty to ensure that all registered pupils, from year 8 to year 13, are provided with independent and impartial careers guidance. Further Education Colleges also have a similar requirement.

Where internal resource is limited, or the provision of a free service does not cover everything the member wants or requires, they may reach out to external suppliers to provide a variety of services, including but not limited to:

- Impartial careers advice to pupils
- Impartial careers advice to parents
- Mock interviews (group or individual)
- Guidance on applications for jobs
- Higher education guidance and recommendations
- Training on careers for school staff
- Implementation of talks and advice directly with employers

- CV workshops and guidance
- Academic monitoring and mentoring
- Implementation of a programme to improve internal career advice and guidance
- Review of current provision
- Support on results day
- Drop-in day sessions
- Options meeting for pupils, parents, or both
- Assistance with arranging and running careers fairs

Due to the fact that the individuals provided as part of this service are likely to operate in an educational setting, such as a classroom or a meeting room, we require DBS checks on all these staff.

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

- £2,000,000 excluding VAT
- £2,400,000 including VAT

Framework lot values may be shared with other lots

### **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 7. Technology and Integration Services**

### **Description**

This Lot will offer a range of tasks aimed at assisting CPC members in the implementation of modern technology into their existing systems, improving their technology infrastructure, and optimising the use of technology to meet business goals. Suggested areas this Lot will cover:

- Evaluation of business processes and objectives to understand the technology requirements
- Identifying how technology integration can address gaps or inefficiencies
- Analysing the existing IT infrastructure, software, hardware, and systems to assess compatibility with innovative solutions
- Stakeholder engagement (management, IT teams, business departments) to understand requirements
- Completed SWOT Analysis related to the current technology model
- Development of a strategic technology integration roadmap aligned with the organisation's business goals, timelines, and budget
- Assist in the evaluation and selection of appropriate technologies, platforms, or third-party services
- Define how new technologies will be integrated with existing systems, considering data flow, workflows, user roles, and business processes
- Identify potential risks associated with integration, such as data security issues, downtime, or user adoption challenges
- Design the architecture of the new integrated technology environment, ensuring scalability, performance, and security
- Develop data integration strategies, including data migration, transformation, and mapping from legacy systems to new platforms
- Design the integration points and APIs required to link various systems and ensure smooth data exchange
- Oversee the project management of the integration process
- Manage the installation, setup, and deployment of the integrated systems, software, or technologies

- Facilitate change management processes to ensure smooth transitions, including communication, training, and support for end-users
- Oversee user acceptance testing (UAT), integration testing, and troubleshooting to ensure the system works as intended
- Training and documentation
- Ongoing support to address issues, monitor system performance, and assist in resolving post-deployment challenges
- Monitor and evaluate the performance of the integrated systems and suggest improvements or optimisations
- Ongoing Optimisation: Regularly assess the integrated systems to identify opportunities for further optimisation, automation, or enhancement
- Maintenance plans for updates and patches to ensure the system remains effective and secure over time
- IT infrastructure vulnerability assessments and testing (including both reactive and proactive measures)
- Asset management and licence renewals
- Digital assessment platforms - Design, procurement, integration and delivery of e-assessment systems
- Curriculum and learning platforms - Support for online CPD, curriculum delivery platforms, digital content integration
- AI in education systems - Emerging area (adaptive testing, NLP-based feedback tools, etc.)

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

- £3,700,000 excluding VAT
- £4,440,000 including VAT

Framework lot values may be shared with other lots

## **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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## **Framework**

### **Open framework scheme end date (estimated)**

11 January 2034

### **Maximum number of suppliers**

Unlimited

### **Maximum percentage fee charged to suppliers**

1.5%

### **Further information about fees**

Please see ITT for full information.

### **Framework operation description**

Please see ITT for full information.

## **Award method when using the framework**

Either with or without competition

## **Contracting authorities that may use the framework**

Crescent Services

North Eastern Universities Purchasing Consortium (NEUPC)

North Western Universities Purchasing Consortium (NWUPC)

• Central Government Departments, Local Government and Public Corporations as detailed within the Public Sector Classification Guide

• Departments, agencies and public bodies

Details are also included on the CPC website - <https://www.thecpc.ac.uk/services/eligible-public-sector-bodies>

This Framework is also open to Local Authorities that wish to join CPC when procuring on behalf of Educational Establishments. Details for which can be found at <https://www.local.gov.uk/>

## **Contracting authority location restrictions**

• UK - United Kingdom

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## **Participation**

### **Particular suitability**

**Lot 1. SEND Advisory Services**

**Lot 2. Curriculum Development and Assessment**

**Lot 3. Therapy and Psychology Services**

**Lot 4. Translation and Interpretation Services**

**Lot 5. Leadership Development Training and Support Services**

**Lot 6. Careers Advice and Guidance Services**

**Lot 7. Technology and Integration Services**

Small and medium-sized enterprises (SME)

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## **Submission**

### **Tender submission deadline**

29 October 2025, 5:00pm

### **Submission address and any special instructions**

CPC will be using the MultiQuote e-Tendering platform to carry out this tender. In order to express your interest in this tender and obtain the tender documents, please register or log in at: <https://suppliers.multiquote.com/Page/Login.aspx> If you have any issues when using MultiQuote, please contact Elcom Ltd on 020 3920 8054 or email [support@elcom.com](mailto:support@elcom.com)

### **Tenders may be submitted electronically**

Yes

### **Languages that may be used for submission**

English

**Award decision date (estimated)**

9 December 2025

**Recurring procurement**

Publication date of next tender notice (estimated): 30 September 2027

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**Award criteria**

<b>Name</b>	<b>Type</b>	<b>Weighting</b>
Quality	Quality	60%
Price	Price	40%

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**Other information****Conflicts assessment prepared/revised**

Yes

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**Procedure****Procedure type**Open procedure

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## Documents

### Associated tender documents

<https://suppliers.multiquote.com/Page/Login.aspx>

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### Contracting authority

#### **CRESCENT PURCHASING LIMITED**

- Charity Commission (England and Wales): 1130461
- Public Procurement Organisation Number: PZPR-8554-XHNX

Procurement House, 23 Leslie Hough Way

Salford

M6 6AJ

United Kingdom

Email: [tenders@thecpc.ac.uk](mailto:tenders@thecpc.ac.uk)

Website: <http://www.thecpc.ac.uk/>

Region: UKD34 - Greater Manchester South West

Organisation type: Public authority - sub-central government