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Tender

Kingfisher Schools Trust ~ Catering Tender

Kingfisher Schools Trust

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

Notice identifier: 2025/S 000-061352

Procurement identifier (OCID): ocds-h6vhtk-05a5f4

Published 1 October 2025, 2:06pm

Scope

Description

The successful Supplier will be required to provide catering services for seven schools (3 x Secondary and 4 x Primary) of The Kingfisher Schools trust.

Kingfisher is a new trust providing direction, support and challenge to seven schools in Suffolk and Norfolk. They have a mission to provide exceptional education for our pupils. They seek to have a deep understanding of our local communities but to have ambitions for young people equal to those of the very best schools and academy trusts anywhere in England.

The Trust is presenting this exciting opportunity to partner with a supplier who is able to deliver their vision of promoting health and wellbeing through food provision across the seven schools. Current Turnover is in excess of £1m across the seven schools. It is thought that, with focus of resources and investment, there is significant growth potential through driving uptake in all schools.

The client would like to see innovative delivery of emerging food trends that are seen on the high street and in retail outlets that pupils and their families frequent and therefore need to be reflected in the school dining rooms. The ITT will capture detailed specifications for each school against which bidders can present confident proposals.

Whilst financial elements will be key elements within this process, the expectation of the Trust is for cost neutrality of the group catering model, allowing contractors in the ITT to develop service and commercial models that can focus on putting food quality and consistent service first whilst committing to sustaining nil cost services over the contract term.

Bidders will note that the weighting for Finance in the main ITT is planned to be equal to the weighting for supply chain/food/menus.

The key areas of focus for the successful service provider will include;

- Fresh and innovative menus that are nutritionally balanced and appealing to the relevant age groups in terms of flavour, quality and presentation
- Effective use of seasonal and if possible local produce
- Efficient and consistent speed of service (whilst displaying effective checks and balances ref allergen/ dietary requirements)
- Sustainable solutions for use of disposables and food packaging
- Deploying optimal staffing levels to deliver the service with robust plans for covering absence across the estate
- Catering staff integration with the school communities and support where applicable with curriculum activities
- Identifying and potentially funding additions to existing offers to drive future sales and future proof trust kitchen assets

The client will expect the successful supplier to address each of the above areas within their ITT bid and detail how they will deliver these requirements consistently.

Aside from food and staff, bidders will need to consider what will be necessary to provide pupil experience in catering areas.

With a start date of April 1st, 2026 - Contract length 3 +1+1 - mid Easter Holiday, bidders will need to demonstrate how they will manage the mobilisation/ remobilisation process in what is intended to be an adequate but relatively quick timeframe.

The client is seeking a partner service provider that has the ability and appetite to work flexibly and with transparency to deliver an exceptional standard of service and to take on the development of a loyal and dedicated team. The contract on offer will be for an initial three year term, with two additional extension periods of one year provide for subject to

mutual agreement of budget/ goals.

This catering tender follows on from a recent incomplete process which suffered from procedural difficulties not giving the flexibility required to enable decision-making. This process shows the determination of the trust and the schools to redefine requirements and develop a successful partnership with a service provider demonstrating the right cultural fit as well as hunger and appetite for continuous improvement.

Competitive Flexible Procedure

This procurement is being conducted under the Competitive Flexible Procedure in accordance with the Procurement Regulations 2024. Following the initial selection stage, the Contracting Authority intends to invite a maximum of up to 5 suppliers to participate in the tender stage, based on the 5 highest scoring supplier responses to the additional questions set out in the Procurement Specific Questionnaire. Selection will be based on the criteria set out in the tender documents and will be applied in a transparent and non-discriminatory manner. Suppliers must meet the minimum conditions of participation in order to progress to the tender stage.

For more information about this opportunity, please visit the Delta eSourcing portal at:

<https://litmustms.co.uk/tenders/UK-UK-Norfolk:-School-catering-services./24M6G6F36F>

To respond to this opportunity, please click here:

<https://litmustms.co.uk/respond/24M6G6F36F>

Total value (estimated)

- £1,050,000 including VAT

Above the relevant threshold

Contract dates (estimated)

- 1 April 2026 to 31 March 2029
- Possible extension to 31 March 2031

- 5 years

Description of possible extension:

1+1

Main procurement category

Services

CPV classifications

- 55524000 - School catering services

Contract locations

- UKH15 - Norwich and East Norfolk

Participation

Particular suitability

Small and medium-sized enterprises (SME)

Submission

Enquiry deadline

31 October 2025, 12:00pm

Submission type

Tenders

Tender submission deadline

2 January 2026, 12:00pm

Submission address and any special instructions

<https://litmustms.co.uk/respond/24M6G6F36F>

Tenders may be submitted electronically

Yes

Languages that may be used for submission

English

Award decision date (estimated)

16 February 2026

Award criteria

Name	Description	Type	Weighting
Criterion 2	70	Quality	70%
Criterion 1	30	Price	30%

Other information

Applicable trade agreements

- Government Procurement Agreement (GPA)

Conflicts assessment prepared/revised

Yes

Procedure

Procedure type

Competitive flexible procedure

Competitive flexible procedure description

Please see PSQ Document

Contracting authority

Kingfisher Schools Trust

- Public Procurement Organisation Number: PXXC-7316-DQJW

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Region: UKH17 - Breckland and South Norfolk

Organisation type: Public authority - sub-central government