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Tender

Supply of Whiteboards and Whiteboard Markers

Yorkshire Purchasing Organisation

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

Notice identifier: 2025/S 000-061455

Procurement identifier (OCID): ocds-h6vhtk-05110b ([view related notices](#))

Published 1 October 2025, 4:06pm

Changes to notice

This notice has been edited. The [previous version](#) is still available.

YPO would like to inform all suppliers that the submission date for this tender has now been extended from 02/10/2025 at 14:00pm to 03/10/2025 at 14:00pm.

Scope

Reference

001292

Description

YPO are looking for Suppliers to be appointed onto a Framework Agreement following a Competitive Tendering Procedure for the supply of Dry Wipe Boards and Whiteboard Markers for use primarily in the education market and local authority sectors. This Framework is designed to meet the needs of YPO by establishing an agreement for Suppliers to deliver stock into YPO's distribution centre in Wakefield, West Yorkshire.

Commercial tool

Establishes a framework

Total value (estimated)

- £20,200,000 excluding VAT
- £24,240,000 including VAT

Above the relevant threshold

Contract dates (estimated)

- 1 January 2026 to 31 December 2028
- Possible extension to 31 December 2030
- 5 years

Description of possible extension:

The Framework Agreement will cover the period from 1st January 2026 to 31st December 2028 with two options to extend for an additional 12 months. The first decision to extend the Framework period will be taken by the end of October 2028 and will be dependent on satisfactory completion of all aspects of the Framework Agreement to date, the current market conditions for this category and YPO's contracting structures

Options

The right to additional purchases while the contract is valid.

Any resulting Contract shall be deemed to cover any item that can be supplied by the successful Tenderer(s) over the life of the Contract within the scope of the lot awarded.

Main procurement category

Goods

CPV classifications

- 30192000 - Office supplies
- 30195900 - Whiteboards and magnetic boards
- 30195910 - Whiteboards
- 30195911 - Whiteboard accessories
- 30195920 - Magnetic boards
- 39162000 - Educational equipment

Contract locations

- UKE45 - Wakefield
-

Lot 1. YPO Branded Whiteboard Markers and Pens

Description

This lot is for YPO Branded Whiteboard Markers and Pens

Lot value (estimated)

- £20,200,000 excluding VAT
- £24,240,000 including VAT

Framework lot values may be shared with other lots

Same for all lots

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

Lot 2. YPO Refillable Whiteboard Markers and Pens

Description

This lot is for YPO Refillable Whiteboard Markers and
Pens

Lot value (estimated)

- £20,200,000 excluding VAT
- £24,240,000 including VAT

Framework lot values may be shared with other lots

Same for all lots

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

Lot 3. Premium Quality Refillable Whiteboard Markers and Pens

Description

This lot is for Premium Quality Refillable Whiteboard Markers and Pens

Lot value (estimated)

- £20,200,000 excluding VAT
- £24,240,000 including VAT

Framework lot values may be shared with other lots

Same for all lots

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

Lot 4. Premium Quality Whiteboard Markers and Pens - Range 1

Description

This lot is for Premium Quality Whiteboard Markers and

Pens - Range 1

Lot value (estimated)

- £20,200,000 excluding VAT
- £24,240,000 including VAT

Framework lot values may be shared with other lots

Same for all lots

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

Lot 5. Premium Quality Whiteboard Markers and Pens - Range 2

Description

This lot is for Premium Quality Whiteboard Markers and

Pens - Range 2

Lot value (estimated)

- £20,200,000 excluding VAT
- £24,240,000 including VAT

Framework lot values may be shared with other lots

Same for all lots

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

Lot 6. Premium Quality Whiteboard Markers and Pens - Range 3

Description

This lot is for Premium Quality Whiteboard Markers and
Pens - Range 3

Lot value (estimated)

- £20,200,000 excluding VAT
- £24,240,000 including VAT

Framework lot values may be shared with other lots

Same for all lots

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

Lot 7. Framed Dry Wipeboards

Description

This lot is for Framed Dry Wipeboards

Lot value (estimated)

- £20,200,000 excluding VAT
- £24,240,000 including VAT

Framework lot values may be shared with other lots

Same for all lots

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

Lot 8. Flexible Dry Wipeboards

Description

This lot is for Flexible Dry Wipeboards

Lot value (estimated)

- £20,200,000 excluding VAT
- £24,240,000 including VAT

Framework lot values may be shared with other lots

Same for all lots

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

Lot 9. Non Flexible Dry Wipeboards

Description

This lot is for Non Flexible Dry Wipeboards

Lot value (estimated)

- £20,200,000 excluding VAT
- £24,200,000 including VAT

Framework lot values may be shared with other lots

Same for all lots

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

Lot 10. Dry Wipeboards and Pens Classpacks

Description

This lot is for Dry Wipeboards and Pens Classpacks

Lot value (estimated)

- £20,200,000 excluding VAT
- £24,240,000 including VAT

Framework lot values may be shared with other lots

Same for all lots

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

Framework

Maximum number of suppliers

Unlimited

Maximum percentage fee charged to suppliers

4%

Further information about fees

3% Marketing Contribution Rebate (all lots)

1% Retrospective Rebate (lots 7 to 10 only)

Framework operation description

This Framework is designed to meet the needs of YPO by establishing an agreement for Suppliers to deliver stock into YPO's distribution centre in Wakefield, West Yorkshire.

For the purposes of this Framework Agreement YPO has classified the Call-off route as an Award Without Competition

The mechanism for Supplier selection for an Award Without Competition will be as

follows:

- Mechanism for Lots with only one supplier will be based on awarding without competition to the sole provider within that Lot.
- Mechanism for Lots with multiple suppliers will be based on YPO stock turnover and the number of products currently in stock within YPO's distribution centre.

For an Award Without Competition, a mechanism for determining price payable will be as follows:

- o Tenders Response to the Pricing Schedule
- o The Supplier Price List which will showcase additional products which the Supplier can provide under the scope of the Lot bid for to be available to buy using an Award without Competition mechanism.

Award method when using the framework

Without competition

Contracting authorities that may use the framework

Establishing party only

Participation

Legal and financial capacity conditions of participation

Lot 1. YPO Branded Whiteboard Markers and Pens

Lot 2. YPO Refillable Whiteboard Markers and Pens

Lot 3. Premium Quality Refillable Whiteboard Markers and Pens

Lot 4. Premium Quality Whiteboard Markers and Pens - Range 1

Lot 5. Premium Quality Whiteboard Markers and Pens - Range 2

Lot 6. Premium Quality Whiteboard Markers and Pens - Range 3

Lot 7. Framed Dry Wipeboards

Lot 8. Flexible Dry Wipeboards

Lot 9. Non Flexible Dry Wipeboards

Lot 10. Dry Wipeboards and Pens Classpacks

Please refer to procurement documents

Technical ability conditions of participation

Lot 1. YPO Branded Whiteboard Markers and Pens

Lot 2. YPO Refillable Whiteboard Markers and Pens

Lot 3. Premium Quality Refillable Whiteboard Markers and Pens

Lot 4. Premium Quality Whiteboard Markers and Pens - Range 1

Lot 5. Premium Quality Whiteboard Markers and Pens - Range 2

Lot 6. Premium Quality Whiteboard Markers and Pens - Range 3

Lot 7. Framed Dry Wipeboards

Lot 8. Flexible Dry Wipeboards

Lot 9. Non Flexible Dry Wipeboards

Lot 10. Dry Wipeboards and Pens Classpacks

Please refer to procurement documents

Particular suitability

Lot 1. YPO Branded Whiteboard Markers and Pens

Lot 2. YPO Refillable Whiteboard Markers and Pens

Lot 3. Premium Quality Refillable Whiteboard Markers and Pens

Lot 4. Premium Quality Whiteboard Markers and Pens - Range 1

Lot 5. Premium Quality Whiteboard Markers and Pens - Range 2

Lot 6. Premium Quality Whiteboard Markers and Pens - Range 3

Lot 7. Framed Dry Wipeboards

Lot 8. Flexible Dry Wipeboards

Lot 9. Non Flexible Dry Wipeboards

Lot 10. Dry Wipeboards and Pens Classpacks

- Small and medium-sized enterprises (SME)
- Voluntary, community and social enterprises (VCSE)

Submission

Enquiry deadline

19 September 2025, 2:00pm

Tender submission deadline

3 October 2025, 2:00pm

Submission address and any special instructions

<https://procontract.due-north.com/register?ReadForm>

Tenders may be submitted electronically

Yes

Languages that may be used for submission

English

Award decision date (estimated)

28 November 2025

Recurring procurement

Publication date of next tender notice (estimated): 1 January 2029

Award criteria

Lot 1. YPO Branded Whiteboard Markers and Pens

Name	Description	Type	Weighting
Quality	Samples will be assessed as explained on Appendix 2 - Samples Evaluation Methodology. The separate award criteria questions will be evaluated 1-10. Quality evaluation will be worth 80%, award criteria question 20% and then product shelf life and cap off time questions where better quality performance is scored higher.	Quality	30%
Social Value and Sustainability	Three questions, one question at 50% and the further two questions at 25% each.	Quality	25%

Name	Description	Type	Weighting
Price	Cost will be evaluated by pricing (CIPFA). Further questions for fixed pricing and competitive pricing. Price will be scored 50% and the other two competitive pricing questions will be scored 25% each.	Price	25%
Delivery and Customer Service	Two questions scored 50% each for this element.	Quality	20%

Lot 2. YPO Refillable Whiteboard Markers and Pens

Lot 3. Premium Quality Refillable Whiteboard Markers and Pens

Lot 4. Premium Quality Whiteboard Markers and Pens - Range 1

Lot 5. Premium Quality Whiteboard Markers and Pens - Range 2

Lot 6. Premium Quality Whiteboard Markers and Pens - Range 3

Lot 7. Framed Dry Wipeboards

Lot 8. Flexible Dry Wipeboards

Lot 9. Non Flexible Dry Wipeboards

Lot 10. Dry Wipeboards and Pens Classpacks

Name	Description	Type	Weighting
Price	Cost will be evaluated by pricing (CIPFA). Further question for fixed pricing. Price will be scored 70%, rebate and fixed pricing will be worth 30%	Price	50%

Name	Description	Type	Weighting
Quality	Samples will be assessed as explained on Appendix 2 - Samples Evaluation Methodology. The separate award criteria questions will be evaluated. Quality questions to be broken down by 70% ghosting, 15% continuous improvement, 15% on packaging reduction.	Quality	20%
Social Value and Sustainability	Two questions for this element regarding responsible procurement at 30%, and Modern Slavery at 70%.	Quality	20%
Delivery and Customer Service	One question worth 100% regarding lead times and stock holding / product availability	Quality	10%

Other information

Description of risks to contract performance

Product discontinuation

Supply chain

Currency fluctuations

Change in customer buying patterns

Price increases due to market fluctuations

Conflicts assessment prepared/revised

Yes

Procedure

Procedure type

Open procedure

Documents

Associated tender documents

<https://procontract.due-north.com/register?ReadForm>

Associated documents can be found at <https://procontract.due-north.com/register?ReadForm>

Contracting authority

Yorkshire Purchasing Organisation

- Public Procurement Organisation Number: PMRV-4748-MNJV

41 Industrial Park

Wakefield

WF2 0XE

United Kingdom

Email: contracts@ypo.co.uk

Region: UKE45 - Wakefield

Organisation type: Public authority - sub-central government