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Tender

## **Fresh Dairy Products**

APUC Limited

F02: Contract notice

Notice identifier: 2025/S 000-066227

Procurement identifier (OCID): ocds-h6vhtk-05cea2

Published 17 October 2025, 11:22am

The closing date and time has been changed to:

**18 November 2025, 12:00pm**

See the [change notice](#).

### **Section I: Contracting authority**

#### **I.1) Name and addresses**

APUC Limited

Unit 27, Stirling Business Centre, Wellgreen

Stirling

FK8 2DZ

#### **Email**

[Imacfarlane@apuc-scot.ac.uk](mailto:Imacfarlane@apuc-scot.ac.uk)

#### **Telephone**

+44 1314428930

**Country**

United Kingdom

**NUTS code**

UKM77 - Perth & Kinross and Stirling

**Internet address(es)**

Main address

<http://www.apuc-scot.ac.uk>

Buyer's address

[https://www.publiccontractsscotland.gov.uk/search/Search\\_AuthProfile.aspx?ID=AA10402](https://www.publiccontractsscotland.gov.uk/search/Search_AuthProfile.aspx?ID=AA10402)

**I.2) Information about joint procurement**

The contract is awarded by a central purchasing body

**I.3) Communication**

The procurement documents are available for unrestricted and full direct access, free of charge, at

<https://www.publictendersscotland.publiccontractsscotland.gov.uk>

Additional information can be obtained from the above-mentioned address

Tenders or requests to participate must be submitted electronically via

<https://www.publictendersscotland.publiccontractsscotland.gov.uk>

**I.4) Type of the contracting authority**

Other type

Education

**I.5) Main activity**

Education

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## **Section II: Object**

### **II.1) Scope of the procurement**

#### **II.1.1) Title**

Fresh Dairy Products

Reference number

CAT1073 AP

#### **II.1.2) Main CPV code**

- 15500000 - Dairy products

#### **II.1.3) Type of contract**

Supplies

#### **II.1.4) Short description**

The Authority are seeking Contractor(s) for the provision of Fresh Dairy products to the Scottish Higher (HE) and Further (FE) Education sector and some other public sector bodies in Scotland. This includes all full members, associate members and their associated and affiliated bodies of APUC Ltd, as detailed at:

<https://www.apuc-scot.ac.uk/#!/members>

More details can be found within Appendix E - List of Institutions.

Contractors are expected to be able to provide delivery services to 66.8% (ie. 6) Institution campuses noted as having a requirement for Lot 1 (Highlands & Islands) and 100% of Institutions noted as having a requirement for lot(s) 2-6. Please refer to Appendix E – List of Institutions for further information.

The Authority are also seeking to obtain, through this tendering process, price normalisation for all Institutions within a Lot - regardless of size and demand.

The Authority are also seeking to gain a level of price normalisation across the Lots where no Lot is subsidised by a smaller or more geographically disperse Lot.

A maximum of 4 Contractors will be appointed per lot.

### **II.1.5) Estimated total value**

Value excluding VAT: £1,960,000

### **II.1.6) Information about lots**

This contract is divided into lots: Yes

Tenders may be submitted for all lots

## **II.2) Description**

### **II.2.1) Title**

Lot 1 - Highlands & Islands

Lot No

1

### **II.2.2) Additional CPV code(s)**

- 15500000 - Dairy products
- 15510000 - Milk and cream
- 03333000 - Fresh cows' milk
- 15511000 - Milk
- 15511300 - Skimmed milk
- 15512000 - Cream
- 15512100 - Single cream
- 15512200 - Double cream
- 15512300 - Clotted cream

### **II.2.3) Place of performance**

NUTS codes

- UKM6 - Highlands and Islands

#### **II.2.4) Description of the procurement**

Lot 1 - Highlands & Islands:

The scope of this agreement is the supply of a range of fresh dairy, consisting of a core list of products, including non-organic milk, organic milk, cream and an additional non-core list of products such as organic cream, crème fraiche, butter, cheese, yoghurts and eggs.

Contractors must be able to price and supply a minimum of 80% of the products listed in the Core Product List (Section A) of each geographical lot bid for.

#### **II.2.5) Award criteria**

Quality criterion - Name: Technical / Weighting: 40

Price - Weighting: 60

#### **II.2.7) Duration of the contract, framework agreement or dynamic purchasing system**

Duration in months

24

This contract is subject to renewal

Yes

Description of renewals

The Authority reserves the right to extend the Framework Agreement for a period of up to 24 months subject to satisfactory performance and continued Institutions requirements.

#### **II.2.10) Information about variants**

Variants will be accepted: No

#### **II.2.11) Information about options**

Options: No

#### **II.2.13) Information about European Union Funds**

The procurement is related to a project and/or programme financed by European Union funds: No

## **II.2.14) Additional information**

Economic operators may be excluded from this competition if they are in any of the situations referred to in regulation 58 of the Public Contracts (Scotland) Regulations 2015.

## **II.2) Description**

### **II.2.1) Title**

Lot 2 - Aberdeen & Grampians

Lot No

2

### **II.2.2) Additional CPV code(s)**

- 03333000 - Fresh cows' milk
- 15510000 - Milk and cream
- 15511000 - Milk
- 15511300 - Skimmed milk
- 15512000 - Cream
- 15512100 - Single cream
- 15512200 - Double cream
- 15512300 - Clotted cream
- 15512900 - Whipping cream

### **II.2.3) Place of performance**

NUTS codes

- UKM5 - North Eastern Scotland

### **II.2.4) Description of the procurement**

Lot 2 - Aberdeen & Grampians:

The scope of this agreement is the supply of a range of fresh dairy, consisting of a core list of products, including non-organic milk, organic milk, cream and an additional non-core list of products such as organic cream, crème fraiche, butter, cheese, yoghurts and

eggs.

Contractors must be able to price and supply a minimum of 80% of the products listed in the Core Product List (Section A) of each geographical lot bid for.

#### **II.2.5) Award criteria**

Quality criterion - Name: Technical / Weighting: 40

Price - Weighting: 60

#### **II.2.7) Duration of the contract, framework agreement or dynamic purchasing system**

Duration in months

24

This contract is subject to renewal

Yes

Description of renewals

The Authority reserves the right to extend the Framework Agreement for a period of up to 24 months subject to satisfactory performance and continued Institutions requirements.

#### **II.2.10) Information about variants**

Variants will be accepted: No

#### **II.2.11) Information about options**

Options: No

#### **II.2.13) Information about European Union Funds**

The procurement is related to a project and/or programme financed by European Union funds: No

#### **II.2.14) Additional information**

Economic operators may be excluded from this competition if they are in any of the situations referred to in regulation 58 of the Public Contracts (Scotland) Regulations 2015.

### **II.2) Description**

### **II.2.1) Title**

Lot 3 - Perth, Angus, Dundee & Fife

Lot No

3

### **II.2.2) Additional CPV code(s)**

- 03333000 - Fresh cows' milk
- 15510000 - Milk and cream
- 15511000 - Milk
- 15511300 - Skimmed milk
- 15512000 - Cream
- 15512100 - Single cream
- 15512200 - Double cream
- 15512300 - Clotted cream
- 15512900 - Whipping cream

### **II.2.3) Place of performance**

NUTS codes

- UKM7 - Eastern Scotland
- UKM71 - Angus and Dundee City
- UKM72 - Clackmannanshire and Fife
- UKM77 - Perth & Kinross and Stirling

### **II.2.4) Description of the procurement**

Lot 3 - Perth, Angus, Dundee & Fife:

The scope of this agreement is the supply of a range of fresh dairy, consisting of a core list of products, including non-organic milk, organic milk, cream and an additional non-core list of products such as organic cream, crème fraiche, butter, cheese, yoghurts and eggs.

Contractors must be able to price and supply a minimum of 80% of the products listed in the Core Product List (Section A) of each geographical lot bid for.

### **II.2.5) Award criteria**

Quality criterion - Name: Technical / Weighting: 40

Price - Weighting: 60

### **II.2.7) Duration of the contract, framework agreement or dynamic purchasing system**

Duration in months

24

This contract is subject to renewal

Yes

Description of renewals

The Authority reserves the right to extend the Framework Agreement for a period of up to 24 months subject to satisfactory performance and continued Institutions requirements.

### **II.2.10) Information about variants**

Variants will be accepted: No

### **II.2.11) Information about options**

Options: No

### **II.2.13) Information about European Union Funds**

The procurement is related to a project and/or programme financed by European Union funds: No

### **II.2.14) Additional information**

Economic operators may be excluded from this competition if they are in any of the situations referred to in regulation 58 of the Public Contracts (Scotland) Regulations 2015.

## **II.2) Description**

### **II.2.1) Title**

Lot 4 - South East of Scotland (Stirling, Edinburgh, Lothian & Borders)

Lot No

4

### **II.2.2) Additional CPV code(s)**

- 03333000 - Fresh cows' milk
- 15510000 - Milk and cream
- 15511000 - Milk
- 15511300 - Skimmed milk
- 15512000 - Cream
- 15512100 - Single cream
- 15512200 - Double cream
- 15512300 - Clotted cream
- 15512900 - Whipping cream

### **II.2.3) Place of performance**

NUTS codes

- UKM73 - East Lothian and Midlothian
- UKM75 - Edinburgh, City of
- UKM76 - Falkirk
- UKM77 - Perth & Kinross and Stirling
- UKM78 - West Lothian
- UKM91 - Scottish Borders

### **II.2.4) Description of the procurement**

Lot 4 - South East of Scotland (Stirling, Edinburgh, Lothian & Borders):

The scope of this agreement is the supply of a range of fresh dairy, consisting of a core list of products, including non-organic milk, organic milk, cream and an additional non-core list of products such as organic cream, crème fraiche, butter, cheese, yoghurts and

eggs.

Contractors must be able to price and supply a minimum of 80% of the products listed in the Core Product List (Section A) of each geographical lot bid for.

### **II.2.5) Award criteria**

Quality criterion - Name: Technical / Weighting: 40

Price - Weighting: 60

### **II.2.7) Duration of the contract, framework agreement or dynamic purchasing system**

Duration in months

24

This contract is subject to renewal

Yes

Description of renewals

The Authority reserves the right to extend the Framework Agreement for a period of up to 24 months subject to satisfactory performance and continued Institutions requirements.

### **II.2.10) Information about variants**

Variants will be accepted: No

### **II.2.11) Information about options**

Options: No

### **II.2.13) Information about European Union Funds**

The procurement is related to a project and/or programme financed by European Union funds: No

### **II.2.14) Additional information**

Economic operators may be excluded from this competition if they are in any of the situations referred to in regulation 58 of the Public Contracts (Scotland) Regulations 2015

## **II.2) Description**

### **II.2.1) Title**

Lot 5 - Greater Glasgow

Lot No

5

### **II.2.2) Additional CPV code(s)**

- 03333000 - Fresh cows' milk
- 15510000 - Milk and cream
- 15511000 - Milk
- 15511300 - Skimmed milk
- 15512000 - Cream
- 15512100 - Single cream
- 15512200 - Double cream
- 15512300 - Clotted cream
- 15512900 - Whipping cream

### **II.2.3) Place of performance**

NUTS codes

- UKM82 - Glasgow City
- UKM84 - North Lanarkshire
- UKM95 - South Lanarkshire

### **II.2.4) Description of the procurement**

Lot 5 - Greater Glasgow:

The scope of this agreement is the supply of a range of fresh dairy, consisting of a core list of products, including non-organic milk, organic milk, cream and an additional non-core list of products such as organic cream, crème fraiche, butter, cheese, yoghurts and eggs.

Contractors must be able to price and supply a minimum of 80% of the products listed in

the Core Product List (Section A) of each geographical lot bid for.

### **II.2.5) Award criteria**

Quality criterion - Name: Technical / Weighting: 40

Price - Weighting: 60

### **II.2.7) Duration of the contract, framework agreement or dynamic purchasing system**

Duration in months

24

This contract is subject to renewal

Yes

Description of renewals

The Authority reserves the right to extend the Framework Agreement for a period of up to 24 months in multiple extensions subject to satisfactory performance and continued Institutions requirements.

### **II.2.10) Information about variants**

Variants will be accepted: No

### **II.2.11) Information about options**

Options: No

### **II.2.13) Information about European Union Funds**

The procurement is related to a project and/or programme financed by European Union funds: No

### **II.2.14) Additional information**

Economic operators may be excluded from this competition if they are in any of the situations referred to in regulation 58 of the Public

Contracts (Scotland) Regulations in 2015.

## **II.2) Description**

### **II.2.1) Title**

Lot 6 - Argyll, Renfrewshire & Ayrshire

Lot No

6

### **II.2.2) Additional CPV code(s)**

- 03333000 - Fresh cows' milk
- 15510000 - Milk and cream
- 15511000 - Milk
- 15511300 - Skimmed milk
- 15512000 - Cream
- 15512100 - Single cream
- 15512200 - Double cream
- 15512300 - Clotted cream
- 15512900 - Whipping cream

### **II.2.3) Place of performance**

NUTS codes

- UKM83 - Inverclyde, East Renfrewshire and Renfrewshire
- UKM81 - East Dunbartonshire, West Dunbartonshire and Helensburgh & Lomond
- UKM92 - Dumfries & Galloway
- UKM93 - East Ayrshire and North Ayrshire mainland
- UKM94 - South Ayrshire
- UKM63 - Lochaber, Skye & Lochalsh, Arran & Cumbrae and Argyll & Bute

### **II.2.4) Description of the procurement**

Lot 6 - Argyll, Renfrewshire & Ayrshire:

The scope of this agreement is the supply of a range of fresh dairy, consisting of a core

list of products, including non-organic milk, organic milk, cream and an additional non-core list of products such as organic cream, crème fraiche, butter, cheese, yoghurts and eggs.

Contractors must be able to price and supply a minimum of 80% of the products listed in the Core Product List (Section A) of each geographical lot bid for.

#### **II.2.5) Award criteria**

Quality criterion - Name: Technical / Weighting: 40

Price - Weighting: 60

#### **II.2.7) Duration of the contract, framework agreement or dynamic purchasing system**

Duration in months

24

This contract is subject to renewal

Yes

Description of renewals

The Authority reserves the right to extend the Framework Agreement for a period of up to 24 months in multiple extensions subject to

satisfactory performance and continued Institutions requirements.

#### **II.2.10) Information about variants**

Variants will be accepted: No

#### **II.2.11) Information about options**

Options: No

#### **II.2.13) Information about European Union Funds**

The procurement is related to a project and/or programme financed by European Union funds: No

#### **II.2.14) Additional information**

Economic operators may be excluded from this competition if they are in any of the situations referred to in regulation 58 of the Public

Contracts (Scotland) Regulations in 2015.

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## **Section III. Legal, economic, financial and technical information**

### **III.1) Conditions for participation**

#### **III.1.2) Economic and financial standing**

Minimum level(s) of standards possibly required

With reference to Q4B.5 of the SPD in the qualification questionnaire, bidders must confirm they can provide the following supporting evidence prior to award:

Employer's (Compulsory) Liability Insurance = 5 000 000 GBP

Public Liability Insurance = 5 000 000 GBP

Product Liability Insurance = 5 000 000 GBP

With reference to Q4B.6 of the SPD in the qualification questionnaire, bidders must confirm they can provide the following supporting evidence prior to award:

To demonstrate and evidence suitable economic standing, successful Contractors will be required to provide 2 years audited accounts, or equivalent if awarded the Framework Agreement.

Alternatively, if the contractor is unable to provide the required accounting information e.g. a new business without the required accounts, then they will be required to provide a bankers letter demonstrating their willingness to support the Contractors organisation over the term of the Framework Agreement.

#### **III.1.3) Technical and professional ability**

Minimum level(s) of standards possibly required

Tenderers must confirm they have (or have access to) the relevant supply chain management and tracking systems to ensure a resilient and sustainable supply chain. This includes confirmation that they have the systems in place to pay subcontractors through the supply chain promptly (i.e. no later than 30 days after the invoice (or similar claim) relating to the payment is presented) and effectively, and provide evidence when requested of:

a) their standard payment terms

b) ?95% of all supply chain invoices being paid on time (in accordance with the terms of contract) in the last financial year

If the bidder is unable to confirm (b) they must provide an improvement plan, signed by their Director, which improves the payment performance.

## **III.2) Conditions related to the contract**

### **III.2.2) Contract performance conditions**

#### Submission of Management Information

Following commencement of the Framework Agreement, the Contractor will provide a performance report to The Authority on a quarterly basis to include spend by institution under the Framework Agreement for the reporting period.

Contractors must provide the information on a quarterly basis, within 10 working days following the start of each quarter. Data must be uploaded to the website: <http://ucsp.ac.uk/> using the template provided (template shall be provided during the lead-in period). The supplied template is the only format permissible and should contain

Contractor name, tender reference, total net spend by institution each month. If there has been no spend for the quarter, then this will still require you to log in and record a nil spend return.

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## **Section IV. Procedure**

### **IV.1) Description**

#### **IV.1.1) Type of procedure**

Open procedure

#### **IV.1.3) Information about a framework agreement or a dynamic purchasing system**

The procurement involves the establishment of a framework agreement

Framework agreement with several operators

Envisaged maximum number of participants to the framework agreement: 24

#### **IV.1.8) Information about the Government Procurement Agreement (GPA)**

The procurement is covered by the Government Procurement Agreement: Yes

### **IV.2) Administrative information**

#### **IV.2.2) Time limit for receipt of tenders or requests to participate**

Originally published as:

Date

17 November 2025

Local time

12:00pm

Changed to:

Date

18 November 2025

Local time

12:00pm

See the [change notice](#).

**IV.2.4) Languages in which tenders or requests to participate may be submitted**

English

**IV.2.6) Minimum time frame during which the tenderer must maintain the tender**

Duration in months: 6 (from the date stated for receipt of tender)

**IV.2.7) Conditions for opening of tenders**

Date

17 November 2025

Local time

1:00pm

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## **Section VI. Complementary information**

### **VI.1) Information about recurrence**

This is a recurrent procurement: Yes

Estimated timing for further notices to be published: The Framework Agreement will run for an initial period of 24 months and may be extended for a further 24 month period, after which it will be re-tendered.

### **VI.2) Information about electronic workflows**

Electronic ordering will be used

Electronic invoicing will be accepted

Electronic payment will be used

### **VI.3) Additional information**

Form of Tender

Tenderers must sign the Form of Tender - Appendix A prior to award to confirm that their Tender Response is a complete, true and accurate submission.

Freedom of Information

Please confirm that you will be in a position to complete, prior to award, Appendix B - Freedom of Information(if applicable) in the Technical Questionnaire. This information should only be submitted if applicable at point of award. It is for information only and will not be scored.

Sustain Supply Chain Code of Conduct

The Authority has developed a Sustain Supply Chain Code of Conduct- Appendix D which sets out its expected standards for its supply chain in social, ethical and environmental compliance. Tenderers must complete the Sustain Supply Chain Code of Conduct prior to award to assist in achieving its objectives.

List Of Institutions

Tenderers must complete and return Appendix E - List of Institutions to confirm their ability to service the required coverage levels.

## Prompt Payment

Tenderers must confirm that payment of subcontractors at all stages of the supply chain will be made within a maximum of 30 days and that this will be managed. It is for information only and will not be scored but is a requirement of this tender and will be included in the contractual terms.

## Living Wage Status

Please provide details on your position on the Real Living Wage. This information should be submitted in the Technical Envelope in PCS-T. It is for information only and will not be scored.

## Serious Organised Crime

Please complete Appendix G – Declaration of Non-Involvement in Serious Organised Crime in the Technical Questionnaire. Tenderers must complete the Declaration of Non-Involvement in Serious Organised Crime. It is for information only and will not be scored but it is a requirement of this tender and will be included in the assessment of tender responses and in contractual terms.

## Human Trafficking & Labour Exploitation

Please complete Appendix H – Declaration of Non-Involvement in Human Trafficking & Labour Exploitation in the Technical Questionnaire. Tenderers must complete the Declaration of Non-Involvement in Human Trafficking & labour Exploitation. It is for information only and will not be scored but it is a requirement of this tender and will be included in the assessment of tender responses and in contractual terms.

## SCM Responsible Procurement Supply Chain Evaluation Tool: Section 1

SCM RP Section 1 is the Authority's designated tool for contracted suppliers to keep up-to-date essential information on their company, which allows the Authority to get an insight into their company's general standing, commitment to preventing modern slavery and addressing climate change, as well as their pledge to fair and decent working practices for their staff. Tenderers must confirm that they will commit to completing SCM RP Section 1 on award. It is for information only and will not be scored but is a requirement of this tender and will be included in the contractual terms.

The buyer is using PCS-Tender to conduct this ITT exercise. The Project code is 30352. For more information see:

<http://www.publiccontractsscotland.gov.uk/info/InfoCentre.aspx?ID=2343>

Community benefits are included in this requirement. For more information see:

<https://www.gov.scot/policies/public-sector-procurement/community-benefits-in-procurement/>

A summary of the expected community benefits has been provided as follows:

Community benefits such as apprenticeships, training opportunities, work experience, charity contributions, support for community projects, etc will be required as part of the successful appointment to the Framework Agreement.

(SC Ref:812820)

## **VI.4) Procedures for review**

### **VI.4.1) Review body**

Stirling Sheriff Court

Sheriff Court House, Viewfield Place

Stirling

FK8 1NH

Email

[enquiries@scotcourts.gov.uk](mailto:enquiries@scotcourts.gov.uk)

Country

United Kingdom

Internet address

<https://www.scotcourts.gov.uk/the-courts/court-locations/stirling-sheriff-court-and-justice-of-the-peace-court>