

This is a published notice on the Find a Tender service: <https://www.find-tender.service.gov.uk/Notice/067965-2025>

Planning

Provision of Revenue Management System for Rail

DFT OPERATOR LIMITED

UK2: Preliminary market engagement notice - Procurement Act 2023 - [view information about notice types](#)

Notice identifier: 2025/S 000-067965

Procurement identifier (OCID): ocds-h6vhtk-05d2d2

Published 23 October 2025, 4:47pm

Scope

Description

DFTO and contributing Train Operating Companies (TOC's) are conducting preliminary market engagement to inform the development of our procurement strategy for a forthcoming Revenue Management System Retender.

The anticipated high-level requirements are as follows however are subject to change following premarket engagement:

- Flexible Business Rules.
- AI generated recommendations.
- Integration with various data sources in optimisation.
- Support future timetable and fares pilot changes.
- Support a 12-month booking horizon.
- Intuitive User Interface

- Instant updates to / from RARS.
- Past travel date data in the UI for limited time.
- Events input and accurate recommendations.
- Group travel team self-manage quotes.
- Influence optimisation with in-house machine learning team.
- Revenue Manage additional products and fares.
- Ability to experiment and test changes within the system

Publication of this notice does not bind DFTO or subsidiaries to any guarantee and it is possible that no tender will result from this Pre-Market Engagement exercise. The requirements, contract duration, start and end dates detailed within this notice are subject to amendment following Pre Market Engagement and confirmation of the route to market.

Contract dates (estimated)

- 1 June 2026 to 31 May 2031
- 5 years

Main procurement category

Services

CPV classifications

- 72000000 - IT services: consulting, software development, Internet and support
-

Engagement

Engagement deadline

7 November 2025

Engagement process description

1. Purpose of Engagement

DFTO and contributing Train Operating Companies (TOC's) are conducting preliminary market engagement to inform the development of our procurement strategy for a forthcoming Revenue Management System Retender. This engagement aims to:

- Inform suppliers of the high-level requirements and receive feedback on the feasibility of them.
- Explain to suppliers the concept of the Project and how it aligns to strategic objectives of future GBR.
- Shape supplier's expectations of how future tenders of this scale will be delivered.
- Understand beyond the known suppliers who else could provide a Rail RMS.
- Help to develop the Procurement Strategy for the future tender.
- Promote transparency and attract a diverse supplier base.

2. Format of Engagement

The engagement will take place via:

- In-person presentation:
- Location: The Memoir Club, 12 Upper Woburn Place, London WC1H 0HX
- Time / Date: 18 November 2025, 1000 - 1500.

If required, DFTO may conduct follow up 1-1 meetings with parties who have expressed an interest prior to 7th of November. These meetings shall be held after the in-person presentation has taken place. The purpose of these shall be to capture any information not discussed during the workshop or to allow interested suppliers who couldn't attend the in-person workshop to discuss our requirements.

Key information and outcomes following the Pre-Markets Engagement will be communicated to all parties who have expressed an interest in the engagement. This shall include the material questions and answers asked within the presentation session.

3. Supplier Participation

Interested suppliers are invited to express interest by 7 November 2025 via email to the Scott.Gordon@LNER.co.uk and Holly.Peters@dftoperator.co.uk . Please include:

- Company Name
- Contact Details of all attending including email address (Max 3x Personnel per Supplier)
- Brief overview of relevant experience
- Any specific areas of interest or questions

If expressions of interest exceed capacity, selection will be based on relevance to scope and sector expertise, and representation across supplier types (including SMEs). All insights from the engagement will be shared equally with all potential bidders to ensure fairness and transparency.

4. Supplier Questionnaire

A short administrative questionnaire is included at the below link for suppliers to complete. The completion of the questionnaire alongside the email outlined in section 3 is the formal acknowledgement of attendance at the Pre-Markets Engagement Day.

<https://forms.office.com/Pages/ResponsePage.aspx?id=e1y4hXsF4ESUCwNWEB2p1X1v1ReixH9MsncEOnzxcgFdURFJLMkhWRjZKNjhFTkhaSzkzU0YyRk9MRi4u>

5. Communication

All shared materials, insights, and any material questions and answers throughout this process will be documented and made available to ensure that no supplier gains an unfair advantage. Supplier points of contacts are to ensure the email addresses of all those personnel who require access to documents are included in the supplier questionnaire.

Any Project related questions should be directed to the Project team and not the associated Business Owners from each TOC.

Contracting authority

DFT OPERATOR LIMITED

- Companies House: 07141122
- Public Procurement Organisation Number: PXPM-5448-GHBZ

Waterloo General Office 2nd Floor

London

SE1 8SW

United Kingdom

Email: procurement@dftoperator.co.uk

Region: UKI45 - Lambeth

Organisation type: Public undertaking (commercial organisation subject to public authority oversight)

Other organisations

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

LONDON NORTH EASTERN RAILWAY LIMITED

Summary of their role in this procurement: Contributor

- Companies House: 04659712
- Public Procurement Organisation Number: PQZP-5496-ZTHY

West Offices

York

YO1 6GA

United Kingdom

Email: procurement@lner.co.uk

Region: UKE21 - York

NORTHERN TRAINS LIMITED

Summary of their role in this procurement: Contributor

- Companies House: 03076444
- Public Procurement Organisation Number: PZCJ-2164-HJQZ

George Stephenson House

York

YO1 6JT

United Kingdom

Email: procurement@northernrailway.co.uk

Region: UKE21 - York

TRANSPENNINE TRAINS LIMITED

Summary of their role in this procurement: Contributor

- Companies House: 12544930
- Public Procurement Organisation Number: PXNX-1214-CQYL

7th Floor, Bridgewater House

Manchester

M1 6LT

United Kingdom

Email: procurement.services@tpexpress.co.uk

Region: UKD33 - Manchester

SOUTH WESTERN RAILWAY LIMITED

Summary of their role in this procurement: Contributor

- Companies House: 03266760
- Public Procurement Organisation Number: PQHL-7495-VCQT

South Bank Central 4th Floor, 30 Stamford Street,

London

SE1 9LQ

United Kingdom

Email: Procurement@dftoperator.co.uk

Region: UKI44 - Lewisham and Southwark

Contact organisation

Contact DFT OPERATOR LIMITED for any enquiries.