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Tender

NW2980 - Energy Supply for NWG

NORTHUMBRIAN WATER LIMITED

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

Notice identifier: 2025/S 000-068164

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Scope

Reference

NW2980

Description

Northumbrian Water Limited (NWL) seeks to appoint a partner/s for energy supply for the import and export of electricity and gas across ~1,853 operational sites and providing compliant Meter Operator Services (MOP) including Data Collector and Data Aggregator Services (DCDA) to ensure accurate data collection and reporting for the operational sites.

NWL are looking to appointing a partner/s to support NWG's energy supply for current and growing requirements for business services over the next ten years.

The contact has been split into the following Lots;

- Lot 1 - Power - Import & Export (HH/NHH/UMS)
- Lot 2 - Gas - Import & Export

- Lot 3 - Meter Operator Services (HH)

The scope of work to be undertaken by the successful bidders is anticipated to be as follows:

- Supply NWL with electricity and gas, offering flexible trading options like day-ahead pricing, seasonal trades, and market-linked export contracts.
- Work in partnership with the Energy & Decarbonisation team and business stakeholders to adhere to business requirements.
- Provide experienced resources with the capability to identify genuine business benefits and opportunities.
- Collaborate effectively with stakeholders to deliver end-to-end energy supply services including handling billing, credit notes, and export invoicing, new connection requests, disconnection requests, settlement and data reporting.
- Manage NWL's energy portfolio, offering tools for reconciliation, forecasting, and strategic planning across multiple sites.
- Provide weekly energy market updates and contributes to NWL's procurement strategy, including supplier interviews and performance KPIs.
- Install and maintain meters, collect half-hourly data, and aggregate it for billing and analysis. This includes export meters and strategic assets.

Below is an overview of the core components for each Lot within the tendering exercise.

LOT 1 - POWER

NWG seeks a supplier who can fulfil the following contract requirements and intends to put in place a framework agreement for the supply and administration of 1,829 electricity supply points including both import and export (1,314 NHH 515 HH - correct as of July 2025).

The contract has an estimated annual value of £53M/year (estimated gross of any payments to NWL for electricity export).

All electricity contracts must be provided by a single supplier. The successful suppliers must have appropriate supply licenses for import and export and must be able to demonstrate their experience in providing similar services to other clients.

LOT 2 - GAS

NWG seeks a supplier who can fulfil the following contract requirements and intends to put in place a framework agreement for the supply and administration of both import and export gas supply points (25 MPRNs - correct as of July 2025).

The requirement is for gas supply contracts for 25 supplies covering import and export of gas. The contract has an estimated annual value of £4M/year (estimated gross of any payments to NWL for gas export).

All gas contracts must be provided by a single supplier. The successful suppliers must have appropriate supply licences for import and export and must be able to demonstrate their experience in providing similar services to other clients.

LOT 3 - MOP & DC/DA

NWG seeks a supplier to appoint a Meter Operator (MOP) provider to provide Data Aggregation and Data Collection (DA/DC) Services for any new or existing half-hourly electricity supply points. The MOP agreement will cover the installation, maintenance, and management of energy meters, ensuring accurate usage recording, proper upkeep, and regulatory compliance. As of July 2025, NWG is currently overseeing 515 HH MPANs.

Due to the timeline of this current tender, NWG acknowledge that the Market-wide Half-Hourly Settlement (MHHS) is a significant reform in the UK's electricity market, aiming to transition all electricity meters to half-hourly settlement. As per NWG's understanding, changes which will take place under MHSS are as follows:

- MOPs (Meter Operators) are becoming MOAs (Meter Operating Agents).
- DC/DA roles are being replaced by Smart Data Services (SDS) and Advanced Data Services (ADS).
- HH/NHH classifications will be replaced with Smart, Advanced, or UMS.
- Contracts for Metering Services Smart (MSS) or Metering Services Advanced (MSA).

Total value (estimated)

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

Above the relevant threshold

Contract dates (estimated)

- 1 April 2026 to 31 March 2032
- Possible extension to 31 March 2036
- 10 years

Description of possible extension:

two options of two and three years, respectively

Main procurement category

Goods

Contract locations

- UKC - North East (England)
- UKH14 - Suffolk
- UKH3 - Essex

Not the same for all lots

CPV classifications are shown in Lot sections, because they are not the same for all lots.

Lot 1. Power

Description

NWG seeks a supplier who can fulfil the following contract requirements and intends to put in place a framework agreement for the supply and administration of 1,829 electricity supply points including both import and export (1,314 NHH 515 HH - correct as of July 2025).

The contract has an estimated annual value of £53M/year (estimated gross of any payments to NWL for electricity export).

All electricity contracts must be provided by a single supplier. The successful suppliers must have appropriate supply licences for import and export and must be able to demonstrate their experience in providing similar services to other clients.

Lot value (estimated)

- £670,000,000 including VAT

CPV classifications

- 09310000 - Electricity
- 31682000 - Electricity supplies

Same for all lots

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

Lot 2. Gas

Description

NWG seeks a supplier who can fulfil the following contract requirements and intends to put in place a framework agreement for the supply and administration of both import and export gas supply points (25 MPRNs - correct as of July 2025).

The requirement is for gas supply contracts for 25 supplies covering import and export of gas. The contract has an estimated annual value of £4M/year (estimated gross of any payments to NWL for gas export).

All gas contracts must be provided by a single supplier. The successful suppliers must have appropriate supply licences for import and export and must be able to demonstrate their experience in providing similar services to other clients.

Lot value (estimated)

- £49,000,000 including VAT

CPV classifications

- 09121200 - Mains gas

Same for all lots

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

Lot 3. MOP & DC/DA

Description

NWG seeks a supplier to appoint a Meter Operator (MOP) provider to provide Data Aggregation and Data Collection (DA/DC) Services for any new or existing half-hourly electricity supply points. The MOP agreement will cover the installation, maintenance, and

management of energy meters, ensuring accurate usage recording, proper upkeep, and regulatory compliance. As of July 2015, NWG is currently overseeing 515 HH MPANs.

Due to the timeline of this current tender, NWG acknowledge that the Market-wide Half-Hourly Settlement (MHHS) is a significant reform in the UK's electricity market, aiming to transition all electricity meters to half-hourly settlement. As per NWG's understanding, changes which will take place under MHSS are as follows.

- MOPs (Meter Operators) are becoming MOAs (Meter Operating Agents).
- DC/DA roles are being replaced by Smart Data Services (SDS) and Advanced Data Services (ADS).
- HH/NHH classifications will be replaced with Smart, Advanced, or UMS.
- Contracts for Metering Services Smart (MSS) or Metering Services Advanced (MSA).

Lot value (estimated)

- £1,000,000 including VAT

CPV classifications

- 38551000 - Energy meters
- 38554000 - Electricity meters

Same for all lots

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

Submission

Enquiry deadline

14 November 2025, 12:00pm

Submission type

Tenders

Tender submission deadline

24 November 2025, 12:00pm

Submission address and any special instructions

Applicants are asked to note that this procurement process will be conducted electronically with all documents and communication being managed through the Northumbrian Water e-Sourcing Spend Management portal called 'Ariba' (<https://s1.ariba.com>).

Expressions of interest from this notice must be sent to the e-mail address lewis.timmins@nwl.co.uk before the deadline date of the 18th November 2025 at 12:00hrs. Once expression of interest has been received that contains the details below, applicants will be given access to the Ariba portal within 48 hours from request. This portal will contain all the tender documents associated with this procurement that are available at the time. An email link will also be provided to the email address you provide to access the portal.

The deadline for return of the completed Tenders is the 24th November 2025 at 12noon.

When sending expression of interest, applicants must provide the following information: 1) Full company name 2) Main contact details of the person who will be given access to the Ariba portal - Name, job title, E mail address and telephone number.

Tenders may be submitted electronically

Yes

Languages that may be used for submission

English

Award decision date (estimated)

1 March 2026

Award criteria

Name	Type	Weighting
Price	Price	50%
Quality	Quality	50%

Other information

Conflicts assessment prepared/revised

Yes

Procedure

Procedure type

Competitive flexible procedure

Competitive flexible procedure description

Stage 1: Invitation to participate

Stage 1 commenced with the issuing of a Tender Notice.

Stage 2: conditions of participation & Invitation to submit initial tenders

Stage 2 will commence with the notification, inviting those suppliers which have indicated their interest to participate to submit a conditions of participation questionnaire and initial tenders and the publication of this document.

This document includes a request for initial tenders which all suppliers are required to complete and must be submitted in accordance with the Procurement Timetable and instructions set out in this document and any additional information provided.

Following the deadline for submission of initial tenders, NWL will assess initial tenders in accordance with the assessment process and award criteria set out in the Tender Notice and described in this document. The assessment process will identify which suppliers are to be selected to participate in the negotiation/dialogue stage as set out in Stage 3.

Once the assessment of initial tenders has concluded, suppliers will be notified in writing whether they have successfully been invited to Stage 3. Any suppliers not invited to participate in Stage 3 will be provided with reasons in writing to explain why they have not been successful.

Stage 3: Invitation to participate in dialogue [and/or negotiate]

Stage 3 will commence with the notification inviting suppliers that have successfully passed Stage 2 to attend one or more dialogue and/or negotiation meetings.

The notification will also provide details of any new information made available to suppliers at this stage in this Procurement.

The notification will also describe how the dialogue and/or negotiations will be conducted, including the location and dates for the relevant meetings, as well as the attendee arrangements.

Stage 4: Invitation to submit a Best and Final Offer (BAFO)

Stage 4 will commence with the issuing of a letter inviting suppliers that have been successfully shortlisted at Stage 3 to submit their Best and Final Offers.

Best and Final offers must be submitted in accordance with the Procurement Timetable

and instructions set out in this document and any additional information provided.

After the deadline for submission of best and final offers, NWL will reconsider, in respect of each supplier that submitted, whether the supplier or any related persons within its corporate group, associated suppliers relied on to meet the conditions of participation, or proposed sub-contractors, are excluded or excludable suppliers and will consider whether to disregard the best and final offer submitted in accordance with its obligations under the Act. If the supplier is an excluded or excludable supplier only by virtue of an associated supplier or proposed sub-contractor, NWL will notify the supplier of its intention to disregard its tender and provide the supplier with a reasonable opportunity to replace the associated supplier or sub-contractor. If as a consequence of this process NWL disregards a tender from an excluded or excludable supplier or is aware of an associated supplier or sub contractor having been replaced, it will give notice of this fact within 30 days of its decision to the Procurement Review Unit (PRU)

NWL will conduct an assessment of all Best and Final Offers in order to identify the supplier which has submitted the most advantageous tender in accordance with the assessment methodology and award criteria set out in the Tender Notice and described in this document. In carrying out this assessment. NWL will disregard any final tender from a supplier who does not satisfy the Conditions of Participation.

Once the assessment has concluded, NWL will provide an assessment summary to all suppliers that submitted a Best and Final offer to:

- a. inform them whether they have been successful in being awarded the contract
- b. provide an explanation of the assessment of the supplier's tender against the relevant award criteria, in accordance with the requirements of the Act
- c. where different to the supplier concerned, provide information in respect of the most advantageous tender submitted, including details of the assessment of this tender against the relevant award criteria and the supplier's name

Once the assessment summaries have been provided to the suppliers that submitted Best and Final offers, NWL will also publish a contract award notice on the Central Digital Platform to commence the mandatory standstill period.

Subject to completion of the mandatory standstill period, Stage 4 will end with NWL entering into preferred supplier stage with the preferred supplier.

Stage 5: Preferred supplier stage

The highest scoring supplier will be invited to engage in further discussions with NWL as part of a preferred supplier stage. This stage will be used to finalise the draft contract

terms and conditions, in accordance with the limitations set out in the Act.

Stage 5 will end with NWL entering into the contract with the preferred supplier

Contracting authority

NORTHUMBRIAN WATER LIMITED

- Companies House: 02366703
- Public Procurement Organisation Number: PRLG-5541-VHHG

Northumbria House

Pity Me

DH1 5FJ

United Kingdom

Email: lewis.timmins@nwl.co.uk

Region: UKC14 - Durham CC

Organisation type: Private utility