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Planning

## **Innovation Centre Operator: Innovation Martlesham**

Suffolk County Council

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

Notice identifier: 2025/S 000-068593

Procurement identifier (OCID): ocids-h6vhtk-05d451

Published 27 October 2025, 2:39pm

### **Scope**

### **Reference**

PA0029

### **Description**

Innovation Martlesham (IM), located at Adastral Park, was launched by BT in 2000 as a high-tech ICT and digital business cluster. The current membership includes over 80 businesses across AI, ICT, cyber, quantum, 5G, and satellite technologies and ranges from early start-ups to multi-national tech companies (as well as specialist tech service providers).

In partnership with BT, we are now planning to appoint a new provider to take over the management of the IM Business Club and to drive the future development of the cluster.

The provider will be responsible for:

- Operating the new collaborative workspace in the Hub at Adastral Park.

- Offering dedicated onsite support and mentoring tailored to the needs of high-tech businesses.
- Helping members to leverage the world class R&D facilities available on site.
- Developing and delivering an exciting programme of events and business networking opportunities.
- Establishing new partnerships and programmes to help support our ambitious growth plans for the sector.

The current membership base is well-established. Membership revenue is forecast to reach a total of £300K over the 3-year contract period - but this is not guaranteed and may either fall short of or exceed this target.

It is expected that the programme will cost a total of £570K (£190K / year) to deliver and we intend that the contractor will share in the commercial risk /opportunities involved in delivering the service.

As such, we are proposing that the final value of the contract will be made up of a guaranteed fee of £270K + the total income generated from membership services.

It is anticipated that the service will continue to operate beyond Y3 if it can become financially sustainable (through the growth of revenues from memberships and events/activities) - however any extension cannot be guaranteed at this point.

### **Total value (estimated)**

- £570,000 excluding VAT
- £684,000 including VAT

### **Contract dates (estimated)**

- 1 April 2026 to 31 March 2029
- 3 years

## **Main procurement category**

Services

## **CPV classifications**

- 79400000 - Business and management consultancy and related services

## **Contract locations**

- UKH14 - Suffolk

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## **Engagement**

### **Engagement deadline**

19 December 2025

### **Engagement process description**

We are seeking input from independent business support and innovation specialists with the knowledge and experience to deliver this exciting new programme. We will use your input to help gauge market interest, shape the service specification, plan the procurement process, and inform the type of contract that we use. It is anticipated that our pre-market engagement process will include:

- An introductory/Q&A event at Adastral Park including a tour of the facilities (date TBC shortly).
- A briefing pack with our proposals for the service and the procurement process. This will include a summary of the issues we would like feedback on.
- An opportunity for one-to-one meetings to discuss the feedback.

- An invitation to submit feedback in writing

To register your interest in this opportunity and receive an invitation to the initial briefing event, please email [alison.huxley@suffolk.gov.uk](mailto:alison.huxley@suffolk.gov.uk) by Friday 7th November.

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## **Participation**

### **Particular suitability**

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

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## **Submission**

### **Publication date of tender notice (estimated)**

30 January 2026

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## **Contracting authority**

### **Suffolk County Council**

- Public Procurement Organisation Number: PHVH-1657-HHMV

Endeavour House, 8 Russell Road

Ipswich

IP1 2BX

United Kingdom

Contact name: Alison Huxley

Telephone: 07983 100708

Email: [Alison.Huxley@suffolk.gov.uk](mailto:Alison.Huxley@suffolk.gov.uk)

Region: UKH14 - Suffolk

Organisation type: Public authority - sub-central government