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Tender

TFGM - Shelter Provision, Maintenance and Advertising

Transport for Greater Manchester

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

Notice identifier: 2025/S 000-069092

Procurement identifier (OCID): ocds-h6vhtk-04fe43 ([view related notices](#))

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Scope

Reference

DN770538

Description

TfGM is seeking a holistic approach across specified assets with one partner a single delivery partner delivering across all services for efficiencies, a reduction in congestion and carbon emissions with consistent shelter design principles across all assets.

The objectives of the project are as follows:

- * Enhanced customer experience with investment in infrastructure with a well-lit, clean, accessible and safe waiting environment with accurate real time and customer travel information

- * One partner approach to service delivery; simplified contract and performance

management

- * Consistency of design and quality; one contract and partner to enable standardisation of modular shelter designs consistent across the network.
- * Minimised network disruption: working with one partner and the refurbishment programme will minimise network disruption
- * Added value and savings identified through the sourcing process;
- * Scales of economy benefits through consolidating services; reduced journeys and carbon footprint
- * Consolidating advertising opportunities - maximising, advertising yields and higher revenue share payments to TfGM
- * Digitising advertising inventory to modernise the advertising estate enabling more sophisticated, targeted advertising.
- * Sustainability: TfGM's approach optimises capital spend providing value to GM via the refurbishment of the existing shelter assets

Total value (estimated)

- £333,000,000 excluding VAT
- £399,600,000 including VAT

Above the relevant threshold

Contract dates (estimated)

- 1 January 2027 to 2 January 2042
- 15 years, 2 days

Options

The right to additional purchases while the contract is valid.

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TfGM may become responsible for railway stations and parts of the railway network in Greater Manchester. TfGM reserves the right to grant additional rights in respect of those assets as set out in the PSQ and ITN. In addition, in respect of additional features and technologies relating to shelters, TfGM reserves the right to request proposals for the same as set out in Question 1 Appendix 1 relating to Shelter Design Requirements.

All additional purchases are at TFGM discretion.

Main procurement category

Services

CPV classifications

- 22462000 - Advertising material
- 44212321 - Bus shelters
- 45213315 - Bus-stop shelter construction work
- 45233293 - Installation of street furniture
- 50000000 - Repair and maintenance services
- 90910000 - Cleaning services

Contract locations

- UKD3 - Greater Manchester

Justification for not using lots

TFGM is looking to award a single supplier for a full turnkey solution for the delivery of all requirements across shelters and advertising.

Participation

Particular suitability

Small and medium-sized enterprises (SME)

Submission

Submission type

Tenders

Tender submission deadline

3 December 2025, 11:59pm

Submission address and any special instructions

Tenderers are advised that unrestricted and full direct access free of charge to the following procurement documents is available via ProContract at the following link:

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

Tenders may be submitted electronically

Yes

Languages that may be used for submission

English

Award decision date (estimated)

31 October 2026

Award criteria

Name	Type	Weighting
Quality	Quality	50%
Price	Price	40%
Social Value	Quality	10%

Other information

Conflicts assessment prepared/revised

Yes

Procedure

Procedure type

Competitive flexible procedure

Special regime

Concession

Competitive flexible procedure description

TfGM is undertaking a Competitive Flexible Procedure pursuant to Section 20(2)(b) of the PA 23 and that the aim of the procurement is to enable TfGM to identify the most advantageous tender that is capable of meeting TfGM's requirements.

Responses to the PSQ will be used as the first step of selecting Suppliers to tender. Suppliers' responses will be evaluated and scored against the criteria outlined within the PSQ document. The three (3) highest scoring Suppliers who are successful at PSQ stage will then be invited to participate further in the Procurement Process via the ITN.

Suppliers are deemed to understand fully the processes that TfGM is required to follow under relevant UK legislation, particularly in relation to the Act. By participating in this Procurement Process, Suppliers accept that they must do so in accordance with the requirements set out in this PSQ and any related document or communication issued by TfGM from time to time in connection with this Procurement Process.

The procurement process is as follows:

Stage 1 - PSQ Stage: Tenderers invited to participate in this ITN were required to complete a Procurement Specific Questionnaire (PSQ) provided within the Procurement Pack which assessed suppliers according to the exclusion criteria in the PA 23 and TfGM's Conditions of Participation for this Procurement Process. A shortlist of 3 Tenderers has been invited to participate in the ITN Stage.

Stage 2 - ITN Stage:

Initial Tender Phase - Tenderers are invited to submit an Initial Tender in accordance with this ITN.

Negotiation Phase - After TfGM has evaluated all Initial Tenders, TfGM will provide individual feedback to Tenderers, and it will invite the Tenderers to participate in a period of negotiation aimed at improving the quality of Initial Tenders in accordance with this ITN.

Interim Tender - (if required and solely at TfGM's discretion), TfGM may call for Interim Tenders whereby a full Interim Tender submission is required, or only certain parts of the Initial Tender are to be updated following the Negotiation Phase above (as notified at the time).

Negotiation Phase - (if required) after TfGM has evaluated all Interim Tenders, TfGM will provide individual feedback to Tenderers, and it may invite Tenderers to participate in negotiation aimed at improving the quality of Interim Tenders in accordance with this ITN.

Final Tender Phase - On completion of the Negotiation Phase, Tenderers will be invited to submit Final Tenders which will be evaluated by TfGM with a view to awarding the Contract. TfGM expects the Tenderer's Final Tender to be reflective of the feedback provided and negotiations undertaken during the Negotiation Phase(s). During the Final Tender Phase, Tenderers will also be required to complete the Shelter Demonstration Exercise. Final Tenders together with the results of the Shelter Demonstration Exercise will be evaluated by TfGM in order to identify the most advantageous tender in accordance with the evaluation criteria, weighting and evaluation methodology set out in this ITN. A short period shall follow which shall involve TfGM clarifying or confirming commitments made in the Successful Tenderer's Final Tender and ensuring that there is an agreed understanding of how the Contract will operate and reduce the risk of issues arising once the Contract has been entered into.

Stage 3 - Contract Award Stage: TfGM will provide all Tenderers that submitted an assessed Final Tender with an assessment summary and publish a contract award notice in accordance with Section 50 of the PA 23. Following which, a Standstill Period will commence, and the Contract will not be entered into until completion of the Standstill Period, and the validation in accordance with this ITN. Following completion of any validation checks and the closing of the Standstill Period, the Successful Tenderer and TfGM may enter into the Contract. No contract will exist between TfGM and the Successful Tenderer until the Contract has been executed by both parties and is dated.

Documents

Associated tender documents

<https://procontract.due-north.com/Home/About>

Contracting authority

Transport for Greater Manchester

- Public Procurement Organisation Number: PNJQ-2746-NWYT

2 Piccadilly Place

Manchester

M1 3BG

United Kingdom

Email: procurement@tfgm.com

Website: <https://tfgm.com>

Region: UKD33 - Manchester

Organisation type: Public authority - sub-central government