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Tender

Business Management Consultancy

Southern Water Services Limited

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

Notice identifier: 2025/S 000-074389

Procurement identifier (OCID): ocds-h6vhtk-05e275

Published 17 November 2025, 1:04pm

Scope

Reference

Prj_6961

Description

Southern Water Services are seeking to establish a framework panel whom have the expertise to support the companies ambitions.

SWS are seeking business management consultancy & related professional services expertise in, but not limited to: Regulatory Advice, Regulatory Economic Advisory and Modelling, Procurement and Commercial, General Tax, Financial Services, Strategy & Change

All services provided under this framework agreement are to be structured in a manner that is outside the scope of IR35 legislation. The service providers remain responsible for compliance with all relevant tax and employment regulations

SWS will retain the right to compete work outside the pool of pre-qualified service providers (via Procurement Act 2023 process or otherwise) in its discretion (e.g. where

the pre-qualified service providers do not have specialist capability to deliver the consultancy services required by SWS or the price secured within the pool is not judged by SWS to be market competitive).

Indicative lot values per annum :

Lot 1a Regulatory Advice £1.4m

Lot 1b Regulatory Economic Advisory and Modelling £1m

Lot 2 Procurement & Commercial £3m

Lot 3a General Tax £400k

Lot 3b Financial Services £1m

Lot 4 Strategy & Change £10m

Whilst these values reflect the best estimate, Tenderers should be aware that we may see peaks in demand that are much higher than the indicated values per annum and there will be some years it's much lower.

These values may be subject to change due to potential future regulatory or policy changes

Commercial tool

Establishes an open framework

A series of frameworks with substantially the same terms. Awarded suppliers are carried over and new suppliers can bid.

Total value (estimated)

- £161,280,000 including VAT

Above the relevant threshold

Main procurement category

Services

Contract locations

- UKJ - South East (England)

Not the same for all lots

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

Lot 1a. Regulatory Advice

Description

This Lot covers the provision of business management consultancy and professional services to support regulatory strategy and compliance.

Lot value (estimated)

- £161,280,000 including VAT

Framework lot values may be shared with other lots

Contract dates (estimated)

- 20 May 2026 to 20 May 2034
- 8 years, 1 day

CPV classifications

- 79400000 - Business and management consultancy and related services
- 71800000 - Consulting services for water-supply and waste consultancy

Same for all lots

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

Lot 1b. Regulatory Economic Advisory and Modelling

Description

This Lot covers the provision of business management consultancy and professional services to support regulatory economic activities.

Lot value (estimated)

- £161,280,000 including VAT

Framework lot values may be shared with other lots

Contract dates (estimated)

- 20 May 2026 to 20 May 2034

- 8 years, 1 day

CPV classifications

- 79411100 - Business development consultancy services
- 79311410 - Economic impact assessment
- 72221000 - Business analysis consultancy services

Same for all lots

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

Lot 2. Procurement & Commercial

Description

This Lot covers the provision of business management consultancy and professional services to support procurement and supply chain activities. This includes, but is not limited to strategic advice, implementation, and delivery across the full procurement lifecycle.

Lot value (estimated)

- £161,280,000 including VAT

Framework lot values may be shared with other lots

Contract dates (estimated)

- 8 May 2026 to 8 May 2034

- 8 years, 1 day

CPV classifications

- 79400000 - Business and management consultancy and related services
- 79410000 - Business and management consultancy services
- 79418000 - Procurement consultancy services

Same for all lots

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

Lot 3a. General Tax

Description

This Lot covers the provision of business management consultancy and professional services including but not limited tax.

Lot value (estimated)

- £161,280,000 including VAT

Framework lot values may be shared with other lots

Contract dates (estimated)

- 20 May 2026 to 20 May 2034
- 8 years, 1 day

CPV classifications

- 79400000 - Business and management consultancy and related services
- 79410000 - Business and management consultancy services
- 79221000 - Tax consultancy services
- 66171000 - Financial consultancy services
- 79412000 - Financial management consultancy services

Same for all lots

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

Lot 3b. Financial Services

Description

This Lot covers the provision of business management consultancy and professional services including but not limited to financial services.

Lot value (estimated)

- £161,280,000 including VAT

Framework lot values may be shared with other lots

Contract dates (estimated)

- 4 May 2026 to 4 May 2034

- 8 years, 1 day

CPV classifications

- 79400000 - Business and management consultancy and related services
- 79410000 - Business and management consultancy services
- 79412000 - Financial management consultancy services
- 66121000 - Mergers and acquisition services
- 66152000 - Financial market regulatory services
- 66122000 - Corporate finance and venture capital services
- 66100000 - Banking and investment services

Same for all lots

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

Lot 4. Strategy & Change

Description

This Lot covers the provision of business management consultancy and professional services including but not limited to to end to end transformation, strategy& change.

Lot value (estimated)

- £161,280,000 including VAT

Framework lot values may be shared with other lots

Contract dates (estimated)

- 8 May 2026 to 8 May 2034
- 8 years, 1 day

CPV classifications

- 79400000 - Business and management consultancy and related services
- 79410000 - Business and management consultancy services
- 79414000 - Human resources management consultancy services
- 72221000 - Business analysis consultancy services
- 79411100 - Business development consultancy services
- 72224000 - Project management consultancy services

Same for all lots

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

Framework

Open framework scheme end date (estimated)

20 May 2034

Maximum number of suppliers

38

Maximum percentage fee charged to suppliers

0%

Framework operation description

Call off mechanism of the framework to include Direct Award & Further Competition (mini competition)

SWS will retain the right as indicated in clause 4.15.3 of the Framework Agreement to amend, vary or update the Award Procedures under this Framework Agreement at any time, provided the fundamental principles (direct award and or further competition) remain unchanged.

Award method when using the framework

Either with or without competition

Contracting authorities that may use the framework

Establishing party only

Participation

Particular suitability

Lot 1a. Regulatory Advice

Lot 1b. Regulatory Economic Advisory and Modelling

Lot 2. Procurement & Commercial

Lot 3a. General Tax

Lot 3b. Financial Services

Lot 4. Strategy & Change

Small and medium-sized enterprises (SME)

Submission

Enquiry deadline

27 November 2025, 5:00pm

Submission type

Tenders

Tender submission deadline

17 December 2025, 12:00pm

Electronic auction will be used

Yes

Submission address and any special instructions

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

<https://southernwater.ukp.app.jaggaer.com/>

Additional information can be obtained from the above-mentioned address

Tenders or requests to participate must be submitted electronically via

<https://southernwater.bravosolution.co.uk>

Tenders or requests to participate must be submitted to the above-mentioned address

If you are interested in bidding for this tender, please be aware that you will need to have registered on the central digital platform before you will be able to bid. This will require you to complete some information and then you will be provided with a unique identifier.

Tenders may be submitted electronically

Yes

Languages that may be used for submission

English

Award decision date (estimated)

21 April 2026

Award criteria

Lot 1a. Regulatory Advice

Lot 1b. Regulatory Economic Advisory and Modelling

Name	Type	Weighting
Technical	Quality	65%

Name	Type	Weighting
Commercial	Price	35%

Lot 2. Procurement & Commercial

Lot 3a. General Tax

Lot 3b. Financial Services

Name	Type	Weighting
Technical	Quality	60%
Commercial	Price	40%

Lot 4. Strategy & Change

Name	Type	Weighting
Technical	Quality	70%
Commercial	Price	30%

Other information

Payment terms

Payment terms as stated within the Tender documents

Description of risks to contract performance

Whilst these values reflect the best estimate, Tenderers should be aware that we may see peaks in demand that are much higher than the indicated values per annum and there will be some years it's much lower.

These values may be subject to change due to potential future regulatory or policy changes

Conflicts assessment prepared/revised

Yes

Procedure

Procedure type

Competitive flexible procedure

Special regime

Utilities

Competitive flexible procedure description

Southern Water intends to award a multi lotted open framework with limited number of suppliers on each lot using the Competitive Flexible Procedure under the Procurement Act 2023.

Stage 1 PQQ

All interested suppliers are invited to submit a response to Pre-Qualification Questionnaire.

The Tenderer will be required to accept the Terms and Conditions in the Framework Agreement.

Minor amendments to the Framework Agreement in the form of 'derogations' to SWS' Framework Agreements for the relevant Lot(s) may be considered at PQQ stage, as detailed in Section 9 of the Information and Instructions To tender (IITT) to Tenderers document on SWS e-Sourcing platform.

SWS are not bound to accept any suggested amendments to the framework agreement

However, Tenderers should note that SWS reserves the right to reject a tender submission if the terms and conditions of contract are not agreed between SWS and the Tenderer within a reasonable period. Such period to be determined at the sole discretion of SWS.

SWS additionally reserves the right to not award the Framework to any Tenderer.

Stage 2 ITT

Only shortlisted tenderers will receive an Invitation To Tender

Shortlisted tenderes will be invited to respond to ITT technical questions, will be required to attend a presentation (where applicable), and as well as to provide a commercial response as part of their tender submission, in alignment with the costing structure provided in the e-sourcing portal.

Commercial envelope evaluation comprises an initial submission in alignment with the costing structure provided in the e-sourcing platform for the 2 elements.

The commercial evaluation will be followed by a Best and Final Offer Stage, where a reverse eAuction will be conducted for one of the 2 elements of the commercial envelope.

SWS, at its sole discretion, reserves the right to amend, modify or update the eAuction process and methodology at any time, as deemed necessary. Any changes will communicate to all qualifying tenderers prior to implementation.

Framework Reopening

This framework may be reopened at specified intervals:

- once during the first 3 years from the commencement date of the framework
- withing a 3 year period from the award of any succesive farmework

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SWS will retain the right to amend, vary or update the Award Procedures under this Framework Agreement at any time, provided the fundamental principles (direct award and or further competition) remain unchanged.

Southern Water reserves the right to adjust the weightings of evaluation criteria to ensure alignment with evolving market and business goals, while the criteria themselves remain unchanged.

Documents

Documents to be provided after the tender notice

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

<https://southernwater.ukp.app.jaggaer.com/>

Additional information can be obtained from the above-mentioned address

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Contracting authority

Southern Water Services Limited

- Public Procurement Organisation Number: PBJQ-2231-ZRPG

Southern Water, Southern House

Worthing

Bn13 3NX

United Kingdom

Email: laura.constantinica@southernwater.co.uk

Website: <http://www.southernwater.co.uk>

Region: UKJ27 - West Sussex (South West)

Organisation type: Private utility