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Tender

Structured Guarantees

British Business Bank

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Notice identifier: 2025/S 000-075069

Procurement identifier (OCID): ocds-h6vhtk-05e2d8

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Scope

Reference

SFIS - P-3224

Description

The British Business Bank (BBB) is the UK economic development bank with an objective of making finance markets work better for small businesses. The BBB typically operates on a wholesale basis through the existing financial ecosystem with lenders partnering with the BBB in areas that increase the supply, diversity and regionality of finance for UK SMEs.

Structured Guarantees (SGs) is one of the wholesale product offerings provided by the BBB. It primarily supports the BBB's objectives by aiming to increase the availability of finance to UK SMEs and promoting competition within the SME debt finance market. It does this by encouraging lenders to increase their lending by, for example, addressing the high capital consumption associated with such lending.

SGs is branded as two separate programmes, but the underlying aims and structures are broadly the same for both:

1.ENABLE Guarantees: This programme is operated on behalf of the Department of Business and Trade (DBT). It was announced at the Government's 2013 Autumn Statement, with the first Request for Proposals (RFP) published in 2014. The programme was initially only open to banks but expanded to include non-banks in 2019. This programme is not limited in the types of lending it can support, as long as the underlying lending is targeted at UK SMEs. Examples of the types of lending supported include secured lending against commercial property to support a business's working capital or growth needs, dealer floorplan finance, and asset / invoice finance.

2.ENABLE Build: The programme was launched in 2019 with the BBB operating the scheme on behalf of Ministry for Housing Community and Local Government (MHCLG), the government department responsible for housebuilding. Unlike ENABLE Guarantees, the programme only supports finance going to smaller housebuilders.

Under both programmes, the BBB (acting on behalf of the government) take on a portion of the risk of a portfolio of debt finance to SMEs, in return for a fee. The guarantee is priced and structured such that a positive return is expected for government under all but the most adverse economic scenarios.

Lenders under the programmes are required to report monthly or quarterly on the performance of the transactions. They are required to submit loan level information across a number of fields, some of which are consistent across transactions and some of which are transaction specific. Currently, banks submit this data in three separate files, while non-bank financial institutions (NBFIs) submit all data in one file across separate tabs. NBFI submissions have consistently been poor in quality and format causing significant operational inefficiencies and risk exposure.

The three separate files submitted by banks contain loan-level regulatory data and BBB-specific fields, but data validation rules cannot be applied unless the data is merged, which is a manual and time-consuming process.

Currently all reporting by the BBB is being done manually via excel but given the complex nature of each portfolio, the Structured Financial Institutions Solutions (SFIS) team spend a significant amount of time managing each transaction to ensure adherence to the terms of the structure.

Each transaction is structured specifically for each lender which means the chosen supplier will need to independently acquire a detailed understanding of the legal documents and the terms contained within them, as well as of the underlying portfolio and data.

What are our goals

As the programmes scale, the BBB is looking for a partner to provide expert knowledge in structured finance transactions including independent interpretation of legal documents, translating them into automated rules which would feed into a technology solution accessible to both BBB, lenders, and a calculation agent. The objective is to streamline and de-risk the manual processes from both the perspective of the lender and the Banking Operations team.

Tenderers are also directed to the Specification for the Project Requirements, as set out in Appendix 6 (Specification) of the Invitation To Participate (ITP).

To view this notice, please click here:

https://www.delta-esourcing.com/delta/viewNotice.html?noticeId=995303971

Total value (estimated)

- £1,500,000 excluding VAT
- £1,800,000 including VAT

Above the relevant threshold

Contract dates (estimated)

- 1 April 2026 to 31 March 2031
- 5 years

Main procurement category

Services

CPV classifications

- 66140000 - Portfolio management services
- 66151000 - Financial market operational services
- 72310000 - Data-processing services
- 72600000 - Computer support and consultancy services

Contract locations

- UK - United Kingdom

Participation

Particular suitability

Small and medium-sized enterprises (SME)

Submission

Enquiry deadline

1 December 2025, 5:00pm

Submission type

Tenders

Tender submission deadline

22 December 2025, 11:59pm

Submission address and any special instructions

https://www.delta-esourcing.com/respond/994GSXQ5YY

Tenders may be submitted electronically

Yes

Languages that may be used for submission

English

Award decision date (estimated)

11 March 2026

Award criteria

Name	Type	Weighting
Quality and Presentations	Quality	60%
Price	Price	30%
Social Value	Quality	10%

Other information

Conflicts assessment prepared/revised

Yes

Procedure

Procedure type

Competitive flexible procedure

Competitive flexible procedure description

Tenderers must submit a response to the Procurement Specific Questionnaire (PSQ) and the Invitation to Participate (ITP) documents by 22/12/2025 at 23:59.

Following evaluation of the PSQ, the suppliers who pass all sections of the PSQ will proceed to have their ITP response evaluated.

Evaluators will read the responses provided by the Tenderers to the Quality Questions in Appendix 1 of the ITP ahead of the Presentations (w/c January 12th 2026, exact date to be confirmed). Please note that the responses to the Quality Questions in Appendix 1 in the ITP and the agenda items in the Presentations (Appendix 4 of the ITP) are linked, and evaluations will be scored based on the bidders responses to the Quality Questions in Appendix 1 and the responses provided in the Presentations.

Commercial evaluations will also take place along with evaluations to the Social Value questions.

Please note that it is British Business Bank’s intention to award the contract following the conclusion of the ITP without proceeding to a Final Tender stage.

Contracting authority

British Business Bank

- Public Procurement Organisation Number: PGTM-8337-GYXM

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Organisation type: Public authority - central government