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Award

## Source to Pay Software Solution (

SOUTHERN WATER SERVICES LIMITED

UK6: Contract award notice - Procurement Act 2023 - [view information about notice types](#)

Notice identifier: 2025/S 000-075845

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## Scope

### Description

Southern Water ("SW") seek a Solution Provider to licence a cloud-based, Source to Pay software solution ("Solution") that will give SW users a more intuitive experience in purchasing goods and services.

The Source to Pay process ("S2P") comprises of Source to Contract ("S2C") and Purchase to Pay ("P2P") processes. The Solution will provide end-to-end functionality.

P2P:

The Solution will manage SW's end-to-end procurement processes from capturing a Requirement, through Purchase Requisition, Approval, Purchase Order Creation, Supplier PO Receipting, SW Service/Product Receipting, Supplier Invoicing to "OK to pay" from a 3-way match.

Critical to improved user experience will be that the Solution will enable users to:

1. Execute required actions "on the move" via secure mobile technologies as well as computer based.
2. Leverage punchouts with external approved and secure supplier sites.

3. Access and order from approved supplier catalogues.

The Solution must have a proven method of:

1. Managing professional services.
2. Goods and works contracts that may leverage Framework Agreements and timesheets.

These areas represent a key portion of the SW spend profile. The nature of managing this spend in this Solution is still being defined but will be clarified later in the Procurement Process.

S2C:

For spend that is not readily available when requisitioned, the Solution would also have integrated Sourcing, Contracting and Supplier / Contract Performance Management functionality, that is triggered by workflow management to a central Procurement function.

All S2P activities must workflow automatically and allow for online collaboration between SW colleagues and Suppliers, who will be able to access the Solution via a secure external Supplier Portal.

The number of integrations to legacy SW systems is still being defined, but we would expect the Solution to be able to readily integrate to common Finance or HR platforms as a minimum and have SSO capability.

It must also have the capability to be integrated with Asset Management, Inventory and Stores solutions, as a possible further future activity. (Although this is not in the initial implementation scope, it is essential there is evidential functional capability to do so.)

To deliver the integration of the Solution, SW is seeking a Solution Implementation Partner ("SIP") who is accredited to the Software Provider ("SWP").

The Solution Provider is asked to identify up to three (3) Solution Implementation Partners ("SIP"). The process for nominating SIPs is described in the Tender Pack.

The SIP must be able to:

1. Prove and leverage experience of SWP implementation in the UK utility industry, with a preference for Water industry.
2. Prove accreditation with the SWP, with experience in implementation of the specific Solution.

## **Lot 1. Source to Pay Software Solution**

### **Description**

Southern Water is seeking a Source to Pay Software Solution that supports the needs and demands over the AMP8 period.

The Solution should enable SW users to do the following:

1. Access the solution seamlessly (SSO)
2. Be guided in their buying experience to available contracts with active approved suppliers to required goods or services, or to Procurement support for non-contracted goods and services, to be able to then establish a supporting contract
3. Create and run a full end to end Sourcing Process, compliant to Procurement Act 2023 regulations - conversely able to also provide a lite-sourcing and e-auction functionality for suitable spend requirements
4. Contract online with successful suppliers at the end of the Sourcing Process
5. Manage the full end to end P2P process, providing real time visibility for all PR/PO and Invoices
6. Receipt goods and services either online in the solution or via a solution generated email alert

A solution that enables SW Suppliers to:

1. Access the solution via a secure Portal
2. Maintain their own details
3. Receive and respond online to Tender requests

4. Receive and execute POs
5. Create and publish invoices to SW
6. Track payment progress of all invoices

A solution that can:

1. Host the master SW Supplier database
  2. Be easily integrated to other SW legacy solutions
  3. Be aligned to forthcoming UK e-invoicing regulations
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## **Lot 2. Software Implementation Partner**

### **Description**

Southern Water is seeking a Software Implementation Partner that is certified and experienced with the SWP and will support SW in the implementation and enablement of the Solution.

An implementation partner that:

1. Has been proposed by the associated S2P Software Provider in their initial response.
2. Is accredited / certified by the Software Provider to configure and implement the associated software
3. Has experience of configuring S2P solutions in the UK Utilities Industry including integration to UK Government sources such as Find a Tender Service (ideally Utilities experience is in "Water", but others would be considered - also ideally with the associated software but others would be considered)
4. Has experience in delivering from an implementation playbook for the associated Software Provider

## **Contract 1. Source to Pay Software Solution**

### **Lots**

Lot 1. Source to Pay Software Solution

### **Supplier**

- Coupa Software Inc

### **Contract value**

- £1,986,983 including VAT

Above the relevant threshold

### **Award decision date**

20 November 2025

### **Date assessment summaries were sent to tenderers**

20 November 2025

### **Standstill period**

- End: 2 December 2025

- 8 working days

### **Earliest date the contract will be signed**

4 December 2025

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

- 4 December 2025 to 3 December 2029
- Possible extension to 3 December 2031
- 6 years

Description of possible extension:

The contract with the Software provider to be in effect for an initial 4-year term, with the option of extension for a further 2-year term.

The circumstances in which this extension would be utilised is to be determined by SW.

### **Main procurement category**

Services

### **Options**

The right to additional purchases while the contract is valid.

The option to purchase additional modules if required.

## **CPV classifications**

- 72268000 - Software supply services

## **Contract locations**

- UKJ - South East (England)
- 

## **Contract 2. Software Implementation Partner**

### **Lots**

Lot 2. Software Implementation Partner

### **Supplier**

- PARADE CONSULTING LIMITED

### **Contract value**

- £827,282 including VAT

Above the relevant threshold

### **Award decision date**

20 November 2025

### **Date assessment summaries were sent to tenderers**

20 November 2025

### **Standstill period**

- End: 2 December 2025
- 8 working days

### **Earliest date the contract will be signed**

4 December 2025

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

- 4 December 2025 to 30 November 2026
- 11 months, 28 days

### **Main procurement category**

Services

### **CPV classifications**

- 72263000 - Software implementation services

### **Contract locations**

- UKJ - South East (England)
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## Submission

### Submission type

Requests to participate

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## Procedure

### Procedure type

Competitive flexible procedure

### Special regime

Utilities

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## Suppliers

### Coupa Software Inc

- Companies House: 04678656
- Public Procurement Organisation Number: PTRR-3335-VGTM

950 Tower Lane, 20th Floor,

Foster City, CA

94404

United States

Email: [sarah.kingdom-evans@coupa.com](mailto:sarah.kingdom-evans@coupa.com)

Website: <http://www.coupa.com>

Small or medium-sized enterprise (SME): No

Voluntary, community or social enterprise (VCSE): No

Supported employment provider: No

Public service mutual: No

Contract 1. Source to Pay Software Solution

## **PARADE CONSULTING LIMITED**

- Companies House: 05464686
- Public Procurement Organisation Number: PYPX-1671-NJGT

Stour Vista House Skates Hill

Sudbury

CO10 7SH

United Kingdom

Email: [david@parade.consulting](mailto:david@parade.consulting)

Website: <http://www.parade.consulting>

Region: UKH14 - Suffolk

Small or medium-sized enterprise (SME): Yes

Voluntary, community or social enterprise (VCSE): No

Supported employment provider: No

Public service mutual: No

Contract 2. Software Implementation Partner

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## **Contracting authority**

### **SOUTHERN WATER SERVICES LIMITED**

- Companies House: 02366670
- Public Procurement Organisation Number: PBJQ-2231-ZRPG

Southern House, Yeoman Road

Worthing

BN13 3NX

United Kingdom

Email: [ryan.lightfoot@southernwater.co.uk](mailto:ryan.lightfoot@southernwater.co.uk)

Region: UKJ27 - West Sussex (South West)

Organisation type: Private utility