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Planning

Debt Management Auctioneer Services

HM Revenue & Customs

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

Notice identifier: 2025/S 000-077799

Procurement identifier (OCID): ocids-h6vhtk-05ea6b

Published 27 November 2025, 3:47pm

Scope

Reference

SR2719355212

Description

His Majesty's Revenue and Customs (HMRC) will undertake a lotted procurement for auctioneer service providers.

The key core services are expected to include:

- Appraisal of assets prior to seizure
- Contacting customers to settle debts prior to collection
- Asset buyer liaison
- Receiving customer payments

- Professional and technical advice
- Removal / collection of items
- Immediate removal of goods
- Asset storage
- Returning customer goods
- Sale of goods including auction planning and advertising
- Auction saleroom services
- Ability to respond promptly to requests for site visits
- Provision of a portal capable of supporting assignment logging, progress tracking, asset register functionality, and management information reporting

The scope and lot structure of this framework will be determined as a result of market engagement.

Total value (estimated)

- £3,500,000 excluding VAT
- £4,200,000 including VAT

Above the relevant threshold

Contract dates (estimated)

- 1 October 2026 to 30 September 2030
- 4 years

Main procurement category

Services

CPV classifications

- 79342400 - Auction services
- 79342410 - Electronic auction services
- 79957000 - Auction organisation services

Contract locations

- UKC - North East (England)
- UKD - North West (England)
- UKE - Yorkshire and the Humber
- UKF - East Midlands (England)
- UKG - West Midlands (England)
- UKH - East of England
- UKI - London
- UKJ - South East (England)
- UKK - South West (England)
- UKL - Wales
- UKN - Northern Ireland

Engagement

Engagement deadline

15 January 2026

Engagement process description

Background

His Majesty's Revenue and Customs (HMRC) is the UK's tax, payments and customs authority and collects the money that pays for the UK's public services and gives financial support to people.

HMRC is looking to undertake early market engagement to better understand the capabilities, innovations, and commercial models available when procuring auctioneer services.

This Prior Information Notice (PIN) is issued for notification purposes and does not constitute a formal tender or pre-qualification process, nor does it represent a commitment to procure any goods or services.

Parties should note participation in pre-market engagement will not influence or provide advantage in any future procurement, and that the scope, services, values, and timelines referenced are indicative only and subject to change.

Note the procurement may not go ahead in this and/or any format, and any procurement is subject to relevant internal approvals.

Key Details

How to register interest: contact Charlotte Speakes

Contact details: charlotte.speakes@hmrc.gov.uk

Register on HMRC's eSourcing system: <http://hmrc.sourcing-eu.ariba.com/ad/selfRegistration>

PIN objectives

The purpose of this PIN is to:

a) advise the auctioneer industry that HMRC intend to undertake a tendering exercise to award new contract(s) for the provision of auctioneer services;

b) Provide further information on envisaged requirements and the prospective procurement; and

c) invite potential providers to register (if not already registered) through HMRC's eSourcing system - using the instructions provided below.

Proposed lotting structure

It is envisaged service requirements will be delivered across several lots, provisional lots proposed are:

- Lot 1 - North England
- Lot 2 - Midlands
- Lot 3 - Northern Ireland
- Lot 4 - South England / Wales
- Lot 5 - London

Bidders are able to apply for any or all of the above lots, however the contracting authority has made a strategic decision that a single supplier shall not be awarded more than two (2) lots.

HMRC intends to apply the Price Quality Point (PQP) evaluation methodology when assessing tenders for this opportunity. To ensure fair and transparent participation, HMRC will provide guidance and support to potential tenderers who are unfamiliar with the PQP approach.

It is currently envisaged that procurement for auctioneer contracting will launch as per the following provisional timescales:

Activity Date

Tender Stage March 2026

Evaluation Stage May 2026

Contract Award June 2026

Contract Signature July 2026

Mobilisation August - September 2026

Ongoing market engagement

Auctioneers play an important role in HMRC's debt management strategy. We recognise that many auctioneers are small businesses and appreciate that government processes can sometimes appear complex. Our aim is to keep our engagement simple and collaborative.

As part of this engagement, HMRC intends to hold one-to-one sessions with interested parties over the coming weeks, with timings for sessions provided in due course.

We welcome responses from suppliers of all sizes and capabilities, including small and medium-sized enterprises (SMEs). Some of the areas we are seeking further insights on are:

- Commercial models, including, but not limited to, lotting structures
- Pricing/fee structures
- Approaches to sustainability, compliance, and innovation
- Contract term
- Service delivery models
- Social value and the Government's Social Value Missions

These discussions will inform our internal planning and the development of our tender approach.

Future Procurement

Should HMRC proceed to a formal procurement, a Planned Procurement Notice will be published on Find a Tender hosted on GOV.UK. Suppliers who do not respond to this PIN will not be excluded from participating in any future tender.

We understand that not all organisations may be suited to partner with us. However, if you believe your organisation possesses the relevant skills and is interested in working with one of HM Government's largest departments, please contact charlotte.speakes@hmrc.gov.uk to express your interest and to receive further details.

Further Details on Registering to use HMRC's eSourcing system

Suppliers who wish to participate in public procurements are required to register on the Government's Central Digital Platform (CDP).

Suppliers can submit their core supplier information and, where a procurement opportunity arises, share this information with HMRC via the CDP.

It is free to use and will mean you should no longer have to re-enter your core supplier information for each public procurement, but simply ensure it is up to date and subsequently share as needed.

The CDP is available at <https://www.gov.uk/find-tender>.

This procurement will be conducted by way of an e-Sourcing event using HMRC's SAP Ariba e-Sourcing portal.

You must ensure you are registered with the e-Sourcing portal to gain access to the procurement documentation when it is released, which will contain full details of the requirement.

If you are not already registered, the registration link is;

<http://hmrc.sourcing-eu.ariba.com/ad/selfRegistration>

As part of the registration process you will receive a system generated email asking you to activate your SAP Ariba supplier account by verifying your email address.

Once you have completed the activation process you will receive a further email confirming the 'registration process is now complete' and providing you with 'your organisation's account ID' number.

If an email response from HMRC is not received within one working day of your request, please re-contact;

sapariba.hmrcsupport@hmrc.gov.uk (after first checking your spam in-box) notifying them of non-receipt and confirming the date when your registration request was first made.

Once you have obtained 'your organisation's account ID' number, please email charlotte.speakes@hmrc.gov.uk with the following information:

- Contract title and Reference
- Your organisation's HMRC SAP Ariba account ID
- Your organisation name
- Your name

- Your email address
- Your telephone number

Once you have complied with the above, you will receive an email confirming access to the procurement event once it is built.

Additionally, should HMRC have any questions for interested Suppliers prior to the event being published (in terms of market engagement and requirement development), the above provided contact details will be used.

Further information about HMRC's procurement tool SAP Ariba, a suppliers guide and general information about supplying to HMRC is available on the HMRC website:

www.hmrc.gov.uk/about/supplying.htm

If you have already registered on SAP Ariba then you may also need to re-register on HMRC's SAP Ariba to be added to this event.

Participation

Particular suitability

Small and medium-sized enterprises (SME)

Contracting authority

HM Revenue & Customs

- Public Procurement Organisation Number: PVMW-8599-JZNJ

100 Parliament Street

London

SW1A 2BQ

United Kingdom

Contact name: Charlotte Speakes

Email: charlotte.speakes@hmrc.gov.uk

Region: UKI32 - Westminster

Organisation type: Public authority - central government