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Award

Managed Service Provider Contract

BORDER TO COAST PENSIONS PARTNERSHIP LIMITED

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

Notice identifier: 2025/S 000-085112

Procurement identifier (OCID): ocds-h6vhtk-054f38 ([view related notices](#))

Published 19 December 2025, 4:33pm

Scope

Reference

DN765254

Description

Border to Coast intends to appoint a partner organisation to support core capabilities necessary to manage its existing infrastructure and achieve its future ICT objectives. This includes the oversight of the existing infrastructure and provision of corporate ICT solutions to enable Border to Coast to operate its core business using latest technologies deployed in a modern and flexible environment. The ICT Managed Service will manage and oversee the cloud based collaborative platform to allow Border to Coast to manage and deliver its investment portfolio effectively and securely. This will include hardware, infrastructure, communications, service support, cyber and data resilience capabilities.

Border to Coast currently operates on a single site with circa. 180 users, and has adopted standard Microsoft 365 solutions, with additional Business Central (Finance), CRM and Data modules

deployed across the business.

Contract 1. Managed Service Provider Contract

Supplier

- KOCHO GROUP LIMITED

Contract value

- £7,000,000 excluding VAT
- £8,400,000 including VAT

Above the relevant threshold

Award decision date

17 December 2025

Date assessment summaries were sent to tenderers

19 December 2025

Standstill period

- End: 5 January 2026
- 8 working days

Earliest date the contract will be signed

15 May 2026

Contract dates (estimated)

- 17 May 2026 to 16 May 2030
- Possible extension to 16 May 2034
- 8 years

Description of possible extension:

Border to Coast is looking for the appointed successful Tenderer to contract for a term of 4 years, with then the options to extend, subject to performance and price negotiation, twice for 2 additional years each (resulting in a maximum possible term of 8 years).

Main procurement category

Services

Additional procurement category

Goods

CPV classifications

- 30200000 - Computer equipment and supplies
- 48000000 - Software package and information systems

- 72000000 - IT services: consulting, software development, Internet and support

Contract locations

- UK - United Kingdom

Information about tenders

- 7 tenders received
- 3 tenders assessed in the final stage:
 - 1 submitted by small and medium-sized enterprises (SME)
 - 0 submitted by voluntary, community and social enterprises (VCSE)
- 1 supplier awarded contracts
- 2 suppliers unsuccessful (details included for contracts over £5 million)

Unsuccessful suppliers

- [SOFTCAT PLC](#)
- [RAZORBLUE GROUP LTD](#)

Submission

Submission type

Tenders

Procedure

Procedure type

Competitive flexible procedure

Suppliers

KOCHO GROUP LIMITED

- Companies House: 04308824
- Public Procurement Organisation Number: PNRZ-4887-GTLT

2 Kingsway, 4th Floor

Cardiff, Wales

CF10 3FD

United Kingdom

Email: kerry.thomson@kocho.co.uk

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

Region: UKL22 - Cardiff and Vale of Glamorgan

Small or medium-sized enterprise (SME): No

Voluntary, community or social enterprise (VCSE): No

Supported employment provider: No

Public service mutual: No

Contract 1. Managed Service Provider Contract

RAZORBLUE GROUP LTD

- Companies House: 08962843
- Public Procurement Organisation Number: PHDY-8245-JLHP

Admiralty House Fudan Way

Stockton-On-Tees

TS17 6EN

United Kingdom

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

Region: UKC11 - Hartlepool and Stockton-on-Tees

Small or medium-sized enterprise (SME): Yes

Voluntary, community or social enterprise (VCSE): No

SOFTCAT PLC

- Companies House: 02174990
- Public Procurement Organisation Number: PZRT-9169-TVMT

Solar House, Fieldhouse Lane

Marlow

SL7 1LW

United Kingdom

Website: <http://Softcat.com>

Region: UKJ13 - Buckinghamshire CC

Small or medium-sized enterprise (SME): No

Voluntary, community or social enterprise (VCSE): No

Contracting authority

BORDER TO COAST PENSIONS PARTNERSHIP LIMITED

- Companies House: 10795539
- Public Procurement Organisation Number: PZTH-6472-NGDG

5th Floor Toronto Square

Leeds

LS1 2HJ

United Kingdom

Email: procurement@bordertocoast.org.uk

Region: UKE42 - Leeds

Organisation type: Public authority - sub-central government