

This is a published notice on the Find a Tender service: <https://www.find-tender.service.gov.uk/Notice/086033-2025>

Contract

BTA2146 Compensation Analysis and Benchmarking

British Tourist Authority t/a VisitBritain/VisitEngland

UK7: Contract details notice - Procurement Act 2023 - [view information about notice types](#)

Notice identifier: 2025/S 000-086033

Procurement identifier (OCID): ocds-h6vhtk-05fd07

Published 23 December 2025, 7:38pm

Scope

Reference

BTA2146

Description

The award was made via the Crown Commercial Services (CCS) RM6173 "Automation Marketplace" Dynamic Purchasing System, following a filtering exercise, capability assessment and further competition.

BTA People & Talent are reviewing the "Pay and Benchmarking Strategy" as part of an ongoing project.

Accurate job sizing and benchmarking ensures incumbents that they are being paid a fair and comparable salary for their role, will enable us to target specific roles that are below the grade median and promote better pay progression through targeted award. In turn this can reduce attrition and increase workforce productivity.

This procurement will allow us to do an organisation wide, global review of job size and

compensation benchmarking which hasn't been done since 2018. We will also create a pay strategy on the back of this work, detailing how the organisation will approach pay and benefits moving forward. We aim to bring increased transparency to the business and as the skills required to job size and benchmark accurately will be delivered to the HR team, this will be an ongoing development within the business as opposed to a one-off piece of work.

Contract 1. Compensation Analysis and Benchmarking

Supplier

- [Korn Ferry \(UK\) Limited](#)

Contract value

- £155,842 excluding VAT
- £187,010 including VAT

Below the relevant threshold

Date signed

13 November 2025

Contract dates

- 14 November 2025 to 13 November 2026

- Possible extension to 13 November 2028
- 3 years

Description of possible extension:

Maximum 3 year contract to 13/11/2028

Main procurement category

Services

CPV classifications

- 72250000 - System and support services

Contract locations

- UKG31 - Birmingham

Procedure

Procedure type

Below threshold - without competition

Supplier

Korn Ferry (UK) Limited

14 Ryder Street

London

SW1Y 6QB

United Kingdom

Email: bid.manager@kornferry.com

Website: <https://www.kornferry.com/uk>

Region: UKI32 - Westminster

Small or medium-sized enterprise (SME): No

Voluntary, community or social enterprise (VCSE): No

Contract 1. Compensation Analysis and Benchmarking

Contracting authority

British Tourist Authority t/a VisitBritain/VisitEngland

- Public Procurement Organisation Number: PNTZ-2463-JRXX

Victoria Square House, Victoria Square

Birmingham

B2 4AJ

United Kingdom

Contact name: Procurement Team

Email: procurement@visitbritain.org

Website: <https://visitbritain.force.com/s/Welcome>

Region: UKG31 - Birmingham

Organisation type: Public authority - central government