Enterprise Cheshire + Warrington

Enterprise Cheshire and Warrington

Invitation to Quote (ITQ)

# The Development of a Feasibility Study to Assess EV Refuelling across Cheshire East, Cheshire West and Warrington

Thursday 10th July 2025

Deadline for submissions: Tuesday 5th August 2025, 09:00

Enterprise Cheshire + Warrington

## 1. THE ECW PROFILE

Cheshire and Warrington is one of the UK's economic success stories and the most productive economy in the North of England.

Enterprise Cheshire and Warrington (ECW), a council-owned organisation, works alongside elected leaders to make the region the healthiest, most sustainable, inclusive, and growing place in the country.

We collaborate with the three local councils, industry leaders, and community partners to shape economic and transport strategies, deliver skills training and business support, and ensure that the voice of business is heard in local decision-making.

Through its Marketing Cheshire division, ECW also champions the region as an outstanding place to live, work, invest, study, and visit.

Working in collaboration with local government, businesses, educational institutes and other public, private and community sector organisations, we keep Cheshire and Warrington firmly on the map.

## 2. INTRODUCTION & PURPOSE OF THE COMMISION

Enterprise Cheshire and Warrington (ECW), in partnership with the three local authorities (Cheshire West and Chester, Cheshire East, and Warrington), is commissioning a feasibility study to explore the potential for electric vehicle (EV) charging on Council-owned land. As each local authority are progressing towards their respective Net Zero targets, there is an increasing need to understand how best to support the electrification of Council fleets and freight vehicles, including heavy goods vehicles (HGVs). These sites all present strategic importance, all within close proximity to major road networks, nearby to service stations, and areas with high business activity. This feasibility will therefore seek to support the Local Authorities in their ambition to expand the EV charging infrastructure availability in the subregion to expand EV usage.

The purpose of this study is to assess the technical and practical viability of EV charging infrastructure across the pre-identified sites, considering space requirements, grid capacity and necessary infrastructure, planning constraints, wider operational needs and forecast demand patterns within the individual sites. In doing so, the outcome will be a robust strategic evidence base with a set of recommendations to inform future investment decisions, ensuring that infrastructure development is aligned with local transport strategies and net zero goals.

This work builds on current EV project and local authority climate and EV strategies. These projects include the delivery of LEVI and ZEBRA funding to accelerate uptake of zero-emission vehicles (ZEVs). These existing initiatives have supported the installation

of public charging points and fleet electrification, such as the ZEBRA-funded Warrington Own Buses which are now operational.

ECW are therefore looking to appoint consultants to collaborate with Local Authority partners to support further EV development across the subregion. Consultants will be expected to draw on existing data and conduct additional research to recommend an appropriate mix of chargers that meets both current and anticipated needs across the identified sites.

Funding has been provided by a successful bid as part of the SPARK grant programme and subject to ECW receiving the funds and the Grant Funding Agreement (GFA).

3. REQUIREMENT

- Production of a desk-based feasibility study to examine the EV refuelling opportunities across the three LA areas in Cheshire and Warrington
- The consultant should be prepared to carry out stakeholder engagement and consultation
- The completion date of the study will be Friday 28th November 2025
- This contract with commence Thursday 14th August 2025
- Study outputs for each site:
    - Assess constraints at each site in terms of electrical capacity, accessibility, and planning control. This includes accessibility for different goods vehicles to the sites (including HGVs)
    - Recommend the most suitable commercial model, with clear justification for each
    - Recommend a minimum chargepoint scenario for each site for a given split in charging facilities for HGV and other fleet vehicles based on the location, local traffic flow, and desk-based research into demand in the local area with delivery of each site scaled to be feasible in 2030.
    - Provide detail of other infrastructure or ancillary services required to deliver the site.
    - Develop a high-level outline business case for each site, including:
        - Recommendations for the most suitable commercial model for delivery and methodology used – this would include an assessment into a fully-funded Charge Point Operator (CPO) with a net revenue share commission for the local authority with a comparison to a local authority owned and financed model with a partnership with the CPO as the operator.
        - Evaluation of the commercial model options to understand the criteria which will make sites most commercially appealing at this scale, including key data such as rental per charging bay per year, pence per kWh revenue share, a mix per bay rental and a revenue share above a certain threshold etc.

- A summary of technical delivery considerations, including using tools developed by TfN and DNOs. This could include a consideration of the economics of phasing of installations or battery installation to counter grid constraints that are present.
- Estimated $CO_2e$ emissions savings from provision of this installation

The consultant will also need to provide a summary report, drawing on findings at all three sites presenting the wider investment case across the three locations.

For further detail on the requirements, please refer to Annex A – the specification.

*Stakeholder engagement*

The appointed consultant(s) will be expected to engage with relevant stakeholders as part of the production of the study including the Local Authorities, DNOs, Freight Transport Association, and local businesses, particularly to understand local grid capacity and provide a connection assessment.

*Project management*

Day to day project management will be provided by Anna Parker, Net Zero and Economic Programme Officer, with support from Mike Wolffe, Net Zero Programme Manager and other colleagues as required. A range of local authority colleagues will act as the steering group for this piece of work.

The appointed consultants should make allowance for regular check-ins with the lead officer, and liaison via telephone and e-mail with officers and key stakeholders as necessary.

We envision that the programme of work will be committed by August 2025, with a draft / interim report available by Friday 31st October 2025, with project close out by end of November 2025.

Budget

A budget of up to £20,000 excl. VAT is available

4. TIMESCALES

| Activity | Date |
|---|---|
| Issue brief for procurement | Thursday 10th July 2025 |
| Deadline for submissions | Tuesday 5th August 2025, 09:00 |
| Appointment of successful provider | Monday 11th August 2025 |

| | |
|---|---|
| Inception meeting | Thursday 14th / Friday 15th August 2025 |
| Completion of work | Friday 28th November 2025 |

5. SUBMISSION REQUIREMENTS

Bidders are required to submit tenders in an electronic format (i.e. MS Word/PDF) setting out the following:

- Introduction
- Project Appreciation
- Approach and methodology of the commission
- Demonstration of experience of providing similar services
- CVs of key personnel to be attached to the account (one A4 page summary per person, max. 4 pages)
- Financial proposal, offering value for money

All prices must be fixed and firm, quoted in pounds sterling and exclusive of VAT. Tenders should detail any ancillary costs and expenses included in the price.

6. EVALUATION OF TENDERS

Each proposal will be scored against the following evaluation questions, weighted as follows:

| Evaluation question | Score |
|---|---|
| Proposed approach to the assignment | 30 |
| Experience of delivering similar assignments | 20 |
| Knowledge and expertise of staff | 25 |
| Value for Money | 25 |
| Total | 100 |

Each evaluation question will be scored using the following scoring criteria:

| Scoring criteria | Score |
|---|---|
| Failure to respond or irrelevant information which fails to meet the requirement | 0 |
| Response is inadequate, significantly failing to meet the requirements | 1 |
| Response is unsatisfactory partially meets the requirement | 2 |
| Response is acceptable and meets the minimum requirement | 3 |
| Response is good - better than merely acceptable | 4 |
| Response is excellent, exceeds the requirement and gives added value | 5 |

7. FINANCIAL ARRANGEMENTS

Payments for services covered by this invitation to quote will be on submission of appropriate invoices, subject to ECW standard payment terms. Invoicing arrangements will be agreed with the successful provider following the award of the contract.

8. CONTRACT

A contract will be awarded to the tenderer whose proposal is deemed to be the most economically advantageous subject to agreement on conditions of that contract. Please note that ECW reserves the right to cancel the tender process at any time prior to a contract being entered into. ECW is not bound to accept the lowest price or any tender submitted.

9. FURTHER INFORMATION, QUERIES AND SUBMISSIONS

If you require any clarifications relating to the information contained within this invitation to quote please contact Anna Parker (contact details below) before 12:00 noon on Thursday 17th July 2025. Responses to requests for clarification may not materially change any of the elements of the tenders submitted. Any additional information provided by ECW as a result of requests for clarification will be made available to all potential bidders.

Tender contact:
Anna Parker
Net Zero and Economic Programme Officer
07398 430 024
anna.parker@cheshireandwarrington.com

Submissions should be sent via email, stating in the email subject which tender the submission relates to. Completed submissions should be sent to the tender contact stated above only and must be submitted by the deadline for submissions. Submissions sent by other means may not be accepted at the discretion of ECW.

10. TENDER PROPRIETY

*Confidentiality and Disclaimer*

10.1. This invitation to quote is not an offer capable of acceptance but represents a definition of specific requirements and an invitation to submit a response addressing such requirements.

10.2. Neither the issue of the invitation to quote to you, your preparation and submission of a tender, or the subsequent receipt and evaluation of your tender by Enterprise Cheshire and Warrington commits Enterprise Cheshire and Warrington to award a contract to you or any other bidder, even if all requirements stated in the invitation to quote are met. Enterprise Cheshire and Warrington is not responsible directly or indirectly for any costs incurred by your firm in responding to this invitation to quote and participating in Enterprise Cheshire and Warrington's procurement process.

10.3. All firms shall keep strictly confidential all information contained in this invitation to quote, and other information or documents made available to it by or on behalf of Enterprise Cheshire and Warrington in connection with this invitation to quote. The firms shall not disclose, nor allow any such information to be disclosed. Submission of a formal response to this invitation to quote will confirm your agreement to observe these confidentiality requirements.

10.4. Contact by the firms with Enterprise Cheshire and Warrington during the bidding process should only be with the individuals named as the Enterprise Cheshire and Warrington tender contact. Respondents shall not offer or give any consideration of any kind to any employee or representative of Enterprise Cheshire and Warrington as an inducement or reward for doing, or refraining from doing, any act in relation to the obtaining or execution of this or any other contract with Enterprise Cheshire and Warrington.

*Material Misrepresentation*

10.5. Enterprise Cheshire and Warrington shall rely on the information provided by the bidder in relation to its offer. In providing the services as specified in the invitation to quote documents the successful bidder/tenderer shall comply with the contents of its offer as failure in this respect may constitute a material breach of contract.

*Collusive Bidding*

10.6. Collusive bidding is unacceptable to Enterprise Cheshire and Warrington. Any tenderer that is caught by Enterprise Cheshire and Warrington to be circumventing rules or the law during this tender process will automatically be disqualified from the tender process.

This applies to any bidder who:

a). Fixes or adjusts the amount of his bid by or in accordance with any agreement or arrangement with any other person, or

b). Communicates to any person other than Enterprise Cheshire and Warrington the amount or approximate amount of his proposal (except where such disclosure is made in confidence to obtain quotations necessary for the preparation of the tender for instance) or,

c). Enters into any agreement or arrangement with any other person* that he shall refrain from bidding or as to the amount of any bid to be submitted, or

d). Offers or agrees to pay or give, or does pay or gives any sum of money, inducement or valuable consideration directly or indirectly to any person for doing or having done, or causing or having caused to be done in relation to any Offer or proposed Offer for the Services or any act or omission will be disqualified (without prejudice to any other civil remedies available to Enterprise Cheshire and Warrington and without prejudice to any criminal liability which such conduct by a bidder may attract).

*NB Sub-contracting is permissible where the bidder believes that this will enhance their proposal, however this must be clearly stated.

*Bribery*

10.7. Bribery means any offence under the Bribery Act 2010 or related Laws creating offences in relation to offering, promising or giving a bribe or requesting, agreeing to receive or receiving a bribe

10.8. The Contractor agrees with the Client that this Contract will operate on the basis of zero tolerance being shown towards any Fraud and/or Bribery. The Contractor shall take all reasonable steps, in accordance with Good Industry Practice, to prevent Fraud and Bribery by Staff and the Contractor (including its shareholders, members, directors) in connection with the receipt of monies from the Client and with the operation of this Contract.

Enterprise Cheshire + Warrington

ANNEX A - SPECIFICATION

Cheshire and Warrington EV refuelling technical feasibility

Project specification/brief

July 2025

## Introduction and overview

Enterprise Cheshire and Warrington (ECW), in partnership with the three local authorities (Cheshire West and Chester, Cheshire East, and Warrington), is commissioning a feasibility study to explore the potential for electric vehicle (EV) charging on Council-owned land. As each local authority are progressing towards their respective Net Zero targets, there is an increasing need to understand how best to support the electrification of Council fleets and freight vehicles, including heavy goods vehicles (HGVs). These sites all present strategic importance, all within close proximity to major road networks, nearby to service stations and areas with high business activity.

The purpose of this study is to assess the technical and practical viability of EV charging infrastructure across the pre-identified sites, considering space requirements, grid capacity and necessary infrastructure, planning constraints, wider operational needs and forecast demand patterns within the individual sites. In doing so, the outcome will be a robust strategic evidence base with a set of recommendations to inform future investment decisions, ensuring that infrastructure development is aligned with local transport strategies and net zero goals.

This work builds on current EV project and local authority climate and EV strategies. These projects include the delivery of LEVI and ZEBRA funding to accelerate uptake of zero-emission vehicles (ZEVs). These existing initiatives have supported the installation of public charging points and fleet electrification, such as the ZEBRA-funded Warrington Own Buses which are now operational.

ECW are therefore looking to appoint consultants to collaborate with Local Authority partners to support further EV development across the subregion. Consultants will be expected to draw on existing data and conduct additional research to recommend an appropriate mix of chargers that meets both current and anticipated needs across the identified sites.

Funding for the feasibility study is via the North West Net Zero Hub's SPARK grant funding programme, and subject to a grant funding agreement in place.

*Sites*

Please refer to Annex E for the identified land for the three sites to be assessed.

The three identified sites would serve a mix of vehicles, primarily commercial, HGVs and Council fleet. All sites are in, or in close proximity, to key business locations (Omega and Gemini in Warrington, nearby Crewe Station and strategic road routes in Cheshire East and ORIGIN in Cheshire West). The proximity to the strategic road network makes the identified sites potentially well suited for charging hubs with rapid/ultra rapid chargers to also serve the adjacent business locations.

Detail of work

It is envisaged that the main elements of the study would be desk-based alongside stakeholder engagement via email and/or scheduled Teams meetings. The study will focus on an assessment of each site in terms of its characteristics (site specific feasibility, ownership, opportunities and constraints including accessibility, demand for sustainable refuelling, and associated risks) as well as any other external considerations.

Therefore, a detailed analysis of the site will be required, to understand the projected demand by vehicle type, including by local businesses, and their power demand and consideration of the site logistics and layout factors that are needed to support heavy commercial EV charging.

For each site, the study will need to:

- Assess constraints at each site in terms of electrical capacity, accessibility, and planning control. This includes accessibility for different goods vehicles to the sites (including HGVs)
- Recommend the most suitable commercial model, with clear justification for each
- Recommend a minimum chargepoint scenario for each site for a given split in charging facilities for HGV and other fleet vehicles based on the location, local traffic flow, and desk-based research into demand in the local area with delivery of each site scaled to be feasible in 2030.
- Provide detail of other infrastructure or ancillary services required to deliver the site.
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    - Recommendations for the most suitable commercial model for delivery and methodology used – this would include an assessment into a fully-funded Charge Point Operator (CPO) with a net revenue share commission for the local authority with a comparison to a local authority owned and financed model with a partnership with the CPO as the operator.
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The consultant will also need to provide a summary report, drawing on findings at all three sites presenting the wider investment case across the three locations.

*Stakeholder engagement*

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*Project management*

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The appointed consultants should make allowance for regular check-ins with the lead officer, and liaison via telephone and e-mail with officers and key stakeholders as necessary.

We envision that the programme of work will be committed by August 2025, with a draft / interim report available by Friday 31st October 2025, with project close out by end of November 2025.

## Budget

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## Submission requirements

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- Financial proposal demonstrating price and value for money

ANNEX B – SUPPORTING DOCUMENTS

Warrington Borough Council EV Strategy: WBC Electric Vehicle Strategy Dec 2022 and supporting document, 'Installation of Electric Vehicle Charge (EVC) Points': Installation of Electric Vehicle Charge (EVC) Points, Local Transport Plan | warrington.gov.uk, LTP4 Progress Review

Cheshire East Council EV Charging Strategy: (Cheshire East Council EV Charging Strategy – July 2023)

Cheshire West and Chester Council EV Charging Infrastructure Strategy (2023-2027): electric-vehicle-charging-infrastructure-strategy-adoption-version

Warrington Council – Climate Emergency Action Plan May 2023: Climate Emergency Action Plan 2023.pdf

Cheshire West and Chester Council - Climate Emergency Response Plan: climate-emergency-response-plan

Cheshire East Council – Borough-wide Carbon Neutrality Action Plan, 2025-2030 Priority Actions: PowerPoint Presentation

ANNEX C – Opportunity to engage in a conversation regarding a high-level financial tool

Bidders will quote for the feasibility study outlined only, for which funding has been awarded, however it would be welcomed for the bidder to also quote the breakdown cost for a high-level financial tool which LAs could use in order to replicate the work in other locations. However, this will NOT form part of this commission or its outputs.

The high-level financial tool would look to demonstrate:

- Roughly the CAPEX/OPEX of charging stations scenarios (based on number of chargers within a given area)
- Revenue projections and usage forecasting to understand expected financial performance / return for the location
- Modelling different charge types to cater for different user needs

- Providing scenario analysis to show some examples of typical operating scenarios with different charger numbers and type to provide insight based on risk tolerance/appetite
- This would show key metrics, financial return, number of chargers required, energy usage/grid capacity required for different charger types and metrics such as NPV, IRR and payback, all specific to public sector involvement.

ANNEX D - BACKGROUND

This commission aligns with Local Authority climate plans and EV strategies, and builds upon existing work delivering LEVI and ZEBRA funding to accelerate uptake of zero-emission vehicles (ZEVs). With this funding, the Councils have had a number of EV projects looking at electrifying their own fleets, as well as providing charge points for public use with on-street chargers which includes the ZEBRA-funded Warrington Own Buses which are now operational.

Existing work by local authorities with DNOs (SPEN and ENW) on Local Electric Vehicle Infrastructure (LEVI) schemes has provided a working arrangement to take forward opportunity mapping and optioneering for electric vehicles in C&W. The purposes of LEVI are to start the development of a comprehensive EV charging network across the broad region. That network is a mix of user needs, ranging from overnight (low output EV chargers) to en-route (rapid) charging, and so a mix of delivery strategies are needed to build the networks. There is now a substantive need for a focus on developing EV charging hubs to service heavy commercial vehicles, alongside existing domestic charging infrastructure.

Building on this work to develop reinforcement priorities for the business and industrial sectors in C&W and providing this information to DNOs in a timely manner to inform reinforcement requirements will be vital to ensuring rapid decarbonisation in C&W. SPEN and ENW have indicated they are keen to engage on this work and incorporate the findings into their Distribution Future Energy Scenarios (DFES).

The LA EV strategies focus on reducing carbon emissions, improving air quality and supporting the transition to electric mobility across various sectors, which includes commercial fleet. Each Council have set out ambitions and targets for EV and their associated charging infrastructure which this proposal supports.

There are ambitions in Cheshire West and Chester to electrify its fleet in the coming years, and has received funding from the Climate Emergency Fund to support the strategic deployment of standard and fast EV chargers to support this fleet transition. The Council have outlined in their EV Strategy that they will look to introduce approximately 800 new public EV charge points across the borough over the next 5 – 6 years, located at Council-owned car parks and on-street, where residents are beyond comfortable walking distance of a Council-owned car park. Each LA has started a process to identify strategic locations for sites for potential areas for charging hubs which have

high traffic, accessed by private car users and the broader commercial vehicles. The need to meet broad commercial fleet EV charging needs, through high powered rapid charging hubs is expected to accelerate in the coming years, and the siting of these hubs in easy to access locations off main road arteries will be key.

In Cheshire East, good progress is being made to progress EV charging for residents without private parking via support from the ORCS and LEVI programmes, and with separate initiatives to develop charging locations for the Council's fleet and grey fleet of light vehicles. However, there has been less activity to develop ultrarapid hubs that can serve business and commercial locations and the wider strategic road network, which is where this commission is welcomed to advance oversight of the EV charging demand. More visible rapid EV charging hubs will also build the public and business confidence around EV transition. To accelerate deployment of EV charge points across the subregion, LA strategies highlight the necessity of new 'Charging Hubs' provision across Council-owned sites and car parks.

Alongside ongoing projects to electrify its fleet, including the installation of depot, office and estate-based charging infrastructure, Cheshire East's strategy identifies the need for approximately 1,300 public charging points by 2030 to meet increasing demand. With the identification of a specific site nearby high traffic motorways across Cheshire and Warrington, this feasibility study will facilitate progress on this goal by aiding LA partners to take these from ambition to delivery.

LAs see that supporting businesses in their practical EV transition journey is key to delivering against Net Zero goals. This feasibility study will also complement the work that LAs are doing through use of Transport for the North modelling tools around rapid charging hub site suitability across the TfN region. The TfN tools utilising road traffic, projected demand and energy supply data. This is alongside energy data from the DNOs operating in C&W and includes mapping around the current and future supply.

This commission will look to support ongoing EV delivery across the three local authorities in the subregion:

*Overview of Cheshire West Council LEVI funding:*

Cheshire West and Chester Council has previously secured £2,049,000 via Local Electric Vehicle Infrastructure funding (LEVI). The fund is managed by the Office of Zero Emission Vehicles (OZEV), with a Support Body consisting of the Energy Savings Trust (EST), PA consulting and Cenex.

The funding will help to support EV charging solutions for people who are unable to charge at home (off street and the Council have recently carried out a procurement process to identify private investment from Charge Point Operators, to invest to deliver a commercial return over time. The public-private partnership will then deliver a comprehensive volume and type of chargers, meeting resident needs.

This funding is expected to enable an initial installation of around 800 chargers, with approximately 350 in car parks and 450 on-street locations across the borough. The initial installation phase will start in early 2026 and is expected to take around five years.

Enabling the transition to EVs will help the borough to achieve its ambitions to reduce emissions from vehicles – which generated 758,000 tons of carbon dioxide equivalent emissions in the last reporting period (2022). Reducing these emissions will improve air quality and health throughout the borough, alongside tackling climate change.

*Overview of Warrington Borough Council LEVI funding:*

In Warrington, the Council have received £1,620,657 of LEVI funding (£695,657 as part of the LEVI pilot and £925,000 for LEVI Tranche 1) which will enable the roll out of at least 650 additional on-street chargers, across the borough. This will be 50 in community car parks, with a mix of rapid and fast chargers, and 600+ on-street chargers. It will support the Council's ongoing work, through its electric vehicle strategy, to encourage many more motorists to go electric and help improve air quality, as part of the drive to make Warrington net zero by 2030.

The Council's Local Transport Plan (LTP4) and electric vehicle strategy are both committed to supporting more residents, visitors, and businesses to make the switch away from traditional petrol or diesel-powered vehicles.

The LEVI scheme aims to give residents without private driveways better access to EV chargers, as well as growing the charging network across the country, supporting the nation's uptake of zero emission vehicles.

*Overview of Cheshire East Council LEVI funding:*

The Council were awarded £151,500 of ORCS grant for chargepoints at 15 locations across the borough. These are currently in the delivery phase with all sites expected to be commissioned by the end of summer 2025.

Cheshire East were awarded over £2.17m to increase the access to electric vehicle charging points for those residents within the borough who do not have access to off-street parking.

The Council will be installing new charging points, in both urban and more rural areas of the borough, with the site selection starting in 2025.

Using its own funding, the Council have installed chargepoints at depots, and principally, leisure centres across the borough to support its fleet. It has also installed chargepoints in some car parks which includes as required under planning regulations.

The Council's EV charging infrastructure strategy, adopted in July last year, recognises that the lack of off-street parking at many properties in Cheshire East means the availability of home charging points is a potential barrier to some people switching to an

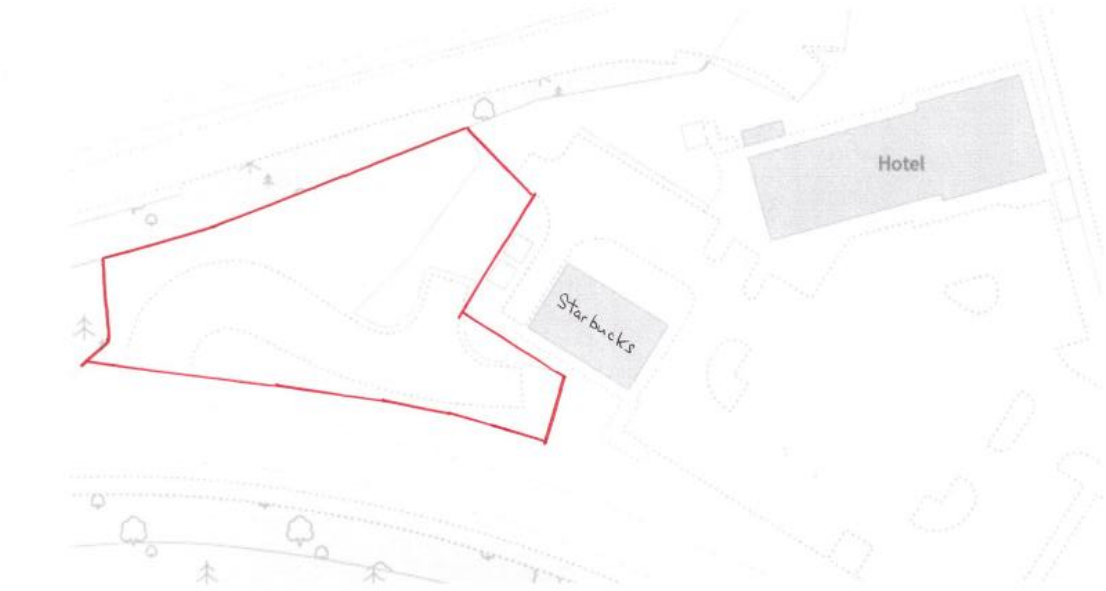
electric vehicle. The strategy also identifies the need for 1,300 public charge points across the borough by 2030 to meet increasing demands.

The Council's approach to help people to 'go electric' is part of an integrated transport strategy that aims to reduce the negative impacts of private car use and promote walking and cycling.

New charge points will be installed in appropriate locations across the borough to meet the needs of local communities, in both on-street and off-street locations, such as in car parks owned by the council.

ANNEX E – RED LINE BOUNDARIES FOR EACH SITE

Warrington, near to Omega/Gemini business parks:




*N.b. the above hand-drawn red line boundary has been drawn for illustrative purposes only. This satellite version of the boundary is purely to demonstrate the location, rather than for its accuracy. Consultants should therefore consult the first drawing for greater site accuracy.*

Cheshire West, near Origin:


Cheshire East, near the Crewe Truckstop: