

**PLANNED PROCUREMENT NOTICE
FOR BATTERY ENERGY STORAGE SYSTEM (BESS) PROJECT
AT THE PORT OF SOUTHAMPTON**

CUSTOMER: Associated British Ports (ABP)

ISSUE DATE: 26 August 2025

DATE RESPONSE REQUIRED: 26 September 2025

Dear Supplier,

We would like to notify you of an upcoming requirement, and by doing so we are keen to understand where the market stands in terms of our requirement below.

As a private utility company in the UK, ABP is regulated by the Procurement Regulations 2024. After expressing interest via the Microsoft Forms link provided below or [here](#), suppliers are strongly encouraged to register on In-Tend early, as this is the mandatory portal for submission, and to familiarise their teams with UK public procurement practices, including fixed timelines, structured clarification procedures, and formal evaluation rules. The portal provides access to forthcoming opportunities, ABP's standard Terms & Conditions (subject to amendment), help files for registration and submission, and guidance on electronic signatures. All tender documentation and clarifications will be managed through this portal.

Prior to award, suppliers will be subject to credit and sanctions checks and demonstration of compliance with ABP's standard tender requirements including for data protection.

CURRENT SITUATION

Associated British Ports (ABP) is procuring a containerised Battery Energy Storage System (BESS) for deployment at the Port of Southampton.

This project represents ABP's first deployment of a BESS. As a pilot, it will provide the organisation with essential operational and commercial experience, and its success may enable further BESS projects across ABP's network of 21 seaports in the UK.

This tender is for the technology supply only (cells, enclosures, inverters, PCS, BMS), and does not include civil, balance of plant, electrical works, site integration or trading arrangements, which will be procured by ABP under separate arrangements.

The system will be deployed within ABP's operational port estate in Southampton. This is a coastal environment with salt-air exposure, so all equipment must be rated for maritime conditions (IP rating, corrosion protection).

Site footprint is constrained. ABP will score highly those solutions that make efficient use of space (e.g. compact layout, vertical stacking) without compromising health and safety, safe access, or fire resilience.

The BESS will be deployed for two main purposes:

- Site-level optimisation and resilience – the BESS will need to cycle frequently during certain periods of the year to manage peaks in apparent power in real time. Therefore, cycling capability and response time are important, as well as the impact of cycling on battery degradation (as opposed to charging and discharging at a steady rate).
- Front-of-meter trading via a third-party aggregator – a fast response time is necessary too.

Because ABP's operational strategy will be hybrid, the system must be able to integrate with two masters: port control and external market control.

In 2028 or post 2028, ABP may want to reconfigure the BESS to expand the system to 10MW output. Bidders should therefore clearly describe the modularity and expandability of their solution, including any limitations or design constraints that may affect future reconfiguration.

TECHNOLOGY CONFIGURATION AND OPTIONS

The Buyer is looking for one Supplier to deliver the following:

- **Standard product supply:** safe, reliable, proven technology specifically suited to a port environment.
- **Power rating:** 3.75 MW export at the point of connection (export-limited if needed).
- **Duration:** bidders will be asked to submit separate proposals for solutions with usable durations of 2h (7.5MWh), 4h (15MWh), and 6h (22.5MWh), where 'usable' refers to the warranty-permitted state of charge window (for example, 5%–95% or 0% to 100%).
 - ABP will evaluate the options separately and procure the most economical size. Suppliers may submit proposals for one, two, or all three options.
- **Connection voltage:** the system will be connected at a 33kV substation, so step-up transformers to that voltage will be required.
- **Sizing the system:** if supplying a 3.75MW system requires combining multiple containers or standard product modules such that natural oversizing occurs (for example, a 5MW inverter being capped to 3.75MW), ABP may request to use a transformer rated to the inverter's nameplate for future-proofing. **However, bidders should note that no oversizing of the battery storage is desired at this stage, and systems should be sized as closely as possible to the required 3.75MW capacity.**

KEY PRIORITIES FOR EVALUATION

Suppliers should note the following priorities and how they will be reflected in evaluation.

- Health & Safety
 - Preventive measures (e.g. fire detection, suppression, thermal management)
 - Reactive measures (e.g. safe shutdown, containment, emergency response)
- Footprint (lower footprint per MWh is preferred).
- Fast response time and high cycling capability.
- Ease of operations, including:

- Ease of integrating with the site controls and third-party aggregators for trading the asset in external markets.
- UK-based O&M support or recommended partners, including ongoing cost visibility
- Ease of future expansion from 3.75MW to 10MW.
- Life-of-asset cost (Levelised Cost of Storage), including warranties, degradation profile, and end-of-life/recycling approach.

EVALUATION CRITERIA

Bids will be assessed on both qualitative and commercial grounds. At present, ABP anticipates a weighting of 50% qualitative and 50% commercial, although this will be confirmed prior to the tender launch in October.

It is intended that the qualitative evaluation will be scored across the following categories:

- Technology Quality & Design
- Health & Safety: Fire & Risk Management
- Cybersecurity & Provenance
- Functions & Readiness
- Supplier Track Record & Viability
- Warranty & Lifecycle Support
- Delivery & Logistics

and that each category will be scored based on clarity, evidence, and alignment with ABP's requirements.

Commercial evaluation will be carried out using a relative scoring method:

- The lowest compliant price will receive the maximum score.
- All other compliant bids will be scored in proportion to how close they are to the lowest price (e.g. a bid 20% higher will receive a proportionately lower score).
- Both upfront capex and indicative lifecycle costs will be considered.

WHAT WE ARE LOOKING FOR

At this stage, the Planned Procurement Notice is not a Request for Quotation. ABP is seeking suppliers to confirm their interest and provide the following information:

- **Participation:** Indicate whether you wish to participate in the tender. If so, specify which solution options you intend to bid for — 2h (7.5MWh), 4h (15MWh), 6h (22.5MWh) — one, two, or all three.
- **Indicative pricing:** provide an indicative p/kWh total solution cost. This is for benchmarking purposes only and will not preclude participation in the tender. All compliant suppliers will be invited to tender; no one will be disqualified at this stage.
- **Tender period:** confirm whether the proposed six-week bid preparation period is sufficient.
- **Quote validity:** Confirm whether a minimum 60-day validity period for quotations is acceptable. State if 120 days validity period would be considered.
- **Lead times:** indicate how long would it take from the signing of the contract to deliver the BESS to the Port of Southampton in the UK.
- **Terms & Conditions:** confirm which of the three options you would NOT be able to accept: 1) amended ABP's T&Cs, 2) vendor's T&Cs and 3) supply contract (FIDIC).
- **Legal:** ABP intends to contract under English law, and suppliers should confirm their acceptance of this.

OUR TIMETABLE

DATE	ACTIVITY
26/08/2025	Publication of the Planned Procurement Notice
October 2025	Tender period starts
November 2025	Tender period closes
December 2025	Evaluation and Moderation
January 2026	Notification of Outcome
January – February 2026	Contract Award
Q1-Q3 2026	Delivery to Port: Port of Southampton, Ocean Gate, Atlantic Way, Eastern Docks, Southampton SO14 3QN

QUESTIONS AND CLARIFICATIONS

- An opportunity to ask questions will be included within the MS Form. These questions, and answers to them, will be published and circulated via a corrigendum to the initial notice.
- Responses to questions will not identify the originator of the question.

GENERAL CONTACT POINT FOR THIS EOI

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HOW TO REGISTER INTEREST

- To register your interest, please respond here: <https://forms.office.com/e/t7ZXzj2S2F>