



Preliminary Market Engagement

Reference	CR/CORP/LCC/25/204
Title	The Provision of Cleaning Materials
Return date	9 th January 2026 – 12:00pm



Preliminary Market Engagement (including Questionnaire)

Lancashire County Council (The Authority) is the fourth largest Local Authority in England and Wales and employs approximately 35,000 staff. It serves a population of 1.1 million which is rich in cultural diversity, and covers an area of 3,070 sq. km.

Further information about Lancashire County Council can be found at:

<http://www.lancashire.gov.uk>

The Authority is seeking to procure and formalise / secure a multi-lotted framework for the Supply and Delivery of Cleaning Materials which will be a re-procurement of its existing arrangements.

Background Information and Requirements

The Authority currently has in place a framework that operates over multiple Lots.

- **Lot 1 – Supply and Delivery of Cleaning Materials** (Direct Delivery to multiple sites). This includes a full range of cleaning materials including (but not exhaustive), toilet paper & hand towels, refuse sacks, washing powders, cleaning and washing liquids and chemicals, gloves, cleaning hardware (mops, brushes etc.)
- **Lot 2 – Supply and Delivery of Refuse Sacks**
- **Lot 3 – Supply and Delivery of Paper Products** (toilet paper and hand towels)
- **Lot 4 – Supply and Delivery of Chemicals** (Including cleaning chemicals, washing powders and liquids)
- **Lot 5 – Supply and Delivery of Cleaning Materials** (These include any cleaning items that do not fall under the scope of Lots 2 to 4, i.e. cleaning hardware, cloths, gloves and related items.

Tenderers should note that Lot 1 is the Supply and Direct Delivery of goods to multiple sites (approximately over 600 units county-wide). The majority of these being education establishments (Primary and High Schools / Colleges)

Lots 2 to 5 currently deliver into one location only. LCC Facilities Management / Building Cleaning Services, based at County Hall Preston, PR1 8XJ.

Based on recent historical 12 month spend the values of each lot are approximately:

Lot 1 - £680,000 per annum

Lot 2 - £28,000 per annum

Lot 3 – £80,000 per annum

Lot 4 – £78,000 per annum

Lot 5 - £60,000 per annum

Please note: details of the value above are based on recent historical spend and are provided in good faith to give Tenderers an understanding of the current value of the framework. They should not be interpreted as an undertaking that this will be the value of the Goods throughout the duration of the framework in the future.

Important:

Tenderers must be aware that the Authority has no exclusivity to supply any Lancashire schools and likewise no exclusivity can be given under the Framework Duration. Schools are free to make their own decisions about their procurement practices they use and they are under no obligation to take such services from the Authority.

Local Government Reorganisation:

The Government has announced its ambition to dissolve Lancashire's existing councils and create new unitary councils to deliver all services through single authorities. More information is available on the Authority's website:

[**Local government reorganisation - Lancashire County Council.**](#)

The tender procedure, the form of contract, and the project timetable

The tender procedure is anticipated to be an Open above-threshold services procurement, although a Competitive Flexible Procedure may be utilised. The evaluation weightings will likely be a mixture of quality and technical considerations. The Authority is currently drafting suitable contract terms.

The tender will likely be advertised in January 2026. Ideally, the Authority will award the tender no later than April 2026. Services are anticipated to commence from 1 June 2026. The Authority will confirm the timelines in the tender procedure.

Questions & Topics – requiring your response:

1. Introductory details: please provide a brief overview of your company. Details to include:
 - a. Company structure, ownership.
 - b. Annual turnover.
 - c. Typical client base.
 - d. Familiarity with regularly providing the scope of goods listed above to multiple sites within Lancashire or another public authority

- e. Contact name, role, telephone number, and email address.
2. Briefly describe your capabilities and your potential to meet our scope of requirements, and which Lot or Lots your organisation would be interested in tendering in?
3. Are there any specific issues that would either encourage or discourage you from bidding to deliver these services to Lancashire County Council?

Contact and return:

Please respond to the questionnaire no later than **9th January 2026 at 12:00pm**.

Completed questionnaires must be returned electronically to the Authority's procurement team via email at: contractscorporate@lancashire.gov.uk

The Authority is not obligated to review any late responses to this market engagement.

Important Notes

This preliminary market engagement exercise does not constitute a formal tender or pre-qualification process. It is issued for the sole purpose of market engagement and information gathering to help shape the final procurement approach.

Participation in this preliminary market engagement exercise is not mandatory and will not affect eligibility to participate in the formal procurement process once launched.

Responses to the preliminary market engagement exercise will not be scored but will be reviewed by the Authority to understand market appetite, delivery capability, and preferences regarding contract terms and risk allocation.

Submission of a response to this preliminary market engagement exercise does not constitute a contractual offer and shall not be construed as creating any obligation on the part of the Authority to proceed with a formal procurement or to award any contract.

The Authority reserves the right to:

- Make changes to the scope or timing of the procurement process.
- Hold informal engagement discussions with respondents to this preliminary market engagement exercise to clarify responses where required.
- Proceed or not proceed with the procurement process at its absolute discretion.

All information shared in responses will be treated in confidence and used only for the purposes of refining the procurement strategy. All information issued by and provided to the Authority should and will be treated as confidential and used only for internal purposes relating to project planning and procurement preparation.