



LoRaWAN Gateway Supply - Single Supplier Framework

Reference: ANW – LGS – SSF – 31.07.2025

Invitation to Tender (ITT)

Indicative Budget: £525,000 inclusive of
VAT

Section 1

Background

Ambition North Wales

The North Wales Economic Ambition Board partnership was established in 2012 to develop a regional approach to economic growth and to address the challenges and barriers facing the North Wales economy and operated under the Ambition North Wales brand name.

The partnership covered the six local authority areas of North Wales comprising the councils of Gwynedd, Anglesey, Conwy, Denbighshire, Wrexham and Flintshire. The partnership also included Bangor University, Wrexham University, Coleg Cambria and Grŵp Llandrillo Menai.

The North Wales Growth Deal is a tri-party agreement, signed in December 2020 between Ambition North Wales, UK Government and Welsh Government and has secured funding of £240million from Governments to invest in the North Wales economy as part of the £1bn deal.

The Portfolio Management Office, established to deliver the Growth Deal, delivers the strategic and operational activity of Ambition North Wales with a team of Programme and Project Managers delivering projects across a diverse portfolio, supported by a wider team of officers / staff.

In April 2024, the Economic Ambition Board became a Corporate Joint Committee, with new responsibilities for regional transport and strategic planning as well as a responsibility to enhance and promote the economic well-being of North Wales. The Corporate Joint Committee comprises of the six local authorities and the Snowdonia National Park Authority. The Corporate Joint Committee agreed to adopt the brand of Ambition North Wales.

On 1st April 2025 the Portfolio Management Office and the North Wales Growth Deal were transferred into the North Wales Corporate Joint Committee now known as Ambition North Wales.

More information about Ambition North Wales, the CJC and the North Wales Growth Deal is available on the website - [Ambition North Wales | Home](#).

The Project

The six councils of north Wales (Isle of Anglesey, Gwynedd, Conwy, Denbighshire, Flintshire and Wrexham), as well as regional partners including The North Wales Corporate Joint Committee, are deploying LoRaWAN gateways connected to “The Things Stack” to enable connectivity, management and monitoring of devices.

A growing range of applications is being adopted across the public sector and investment is being planned to expand both the distribution of gateways and the exploitation of this network. While network coverage has grown in recent years there remains areas of the region without adequate connectivity to allow for further use of LoRaWAN technology to support service delivery, including in applications associated with housing, town centres and environment.

On behalf of the councils, Ambition North Wales is preparing to invest in further gateways through the North Wales Growth Deal and will establish a single supplier framework for the procurement of these. Participating councils will purchase from this framework throughout the term of the project (September 2025 to December 2027).

Ambition North Wales wishes to contract with 1 Supplier under a Single Supplier Agreement. Each Local authority will issue a call off contract for individual orders.

Invoices from the successful supplier will be sent to the individual commissioners / Local Authorities – details will be included in the individual call off agreements.

Indicative Timescales

Table 1 – Timescales

Applications Open	31.07.2025
Question and Answer Period closes	22.08.2025
Application closing date	01.09.2025 (10:00)
Evaluation Period	01.09.2025 – 08.09.2025
Award	w/c 08.09.2025
Inception Meeting / Contract Start	w/c 08.09.2025
Contract end	31.12.2027

Section 2

Scope of Goods

Ambition North Wales has identified three models of LoRaWAN Gateways which are to be supplied through this framework. It is anticipated that a total of 250 gateways and associated accessories for each will be purchased through this framework. Subject to business requirements there may be a need for additional gateways of up to a maximum of 400 in total. Further details of the three models are included in **Appendix 1**.

Please note our partner Wrexham County Borough Council require a number of gateways to be deployed and in place in order for sensor deployment to be carried out by 30th October 2025. Any applicant will need to ensure that they can meet this requirement.

Section 3

Pricing

Suppliers should submit prices for all items listed in **Appendix 1** (Models and specifications) and items in **Appendix 2** where quantities to be purchased influences pricing, suppliers should provide pricing based on quantities purchased, see example below. Tender template for pricing is provided in **Appendix 2**.

Example of pricing breakdown by quantity purchased:

Item	Quantity	Price per unit (ex VAT) <i>examples</i>	Price Band
Item 001	1-50	£800.00	1
	51-100	£730.00	2
	101 - 150	£700.00	3
	151+	£675.00	4

Price bands will be applied according to the total quantities ordered by all customers within an ordering window or after the lower band has been reached accumulatively across order windows (whichever comes first).

Examples of application of quantity price bands:

Order window 1: 1 st September 2025 – 30 th September 2025				
Item: Gateway ABC				
Customer	Quantity required	Date ordered	Price (ex VAT)	Price Band
Customer X	25	10/07/25	£800.00	1

Customer Y	10	15/07/25	£800.00	1
Customer Z	14	20/07/25	£800.00	1
Total	49			1

Order window 2: 1 st October 2025 – 31 st October 2025				
Item: Gateway ABC				
Customer	Quantity required	Date ordered	Price (ex VAT)	Price Band
Customer X	25	20/08/25	£730	2
Total	25			2*

*Due to the total order to date falling into next banding.

Technological Advancements Clause

Ambition North Wales reserves the right, during the term of the contract, to request pricing for upgraded or more advanced versions of the equipment originally specified, as well as new equipment not currently listed, should such improvements become available due to technological advancements. The Supplier shall provide updated specifications and pricing upon request. Ambition North Wales is under no obligation to proceed with the purchase of the upgraded equipment and may decline if the revised pricing is deemed not to represent value for money or is otherwise not in the best interest of Ambition North Wales and its partners

Section 4

Submission and Evaluation

How to Submit:

Applicants should submit a proposal methodology for delivery of the scope as detailed in section 2, including any appendices the supplier chooses to submit. The submission should include high level examples of previous delivery of the scope. Submission should be **no more than 5 A4 pages** (font Arial 12). This does not include the mandatory documents requested set out below.

Applicants should also submit the following documentation:

- Completed PQQ and any related documentation that is required within the PQQ (Appendix 8);

- Copy of an up-to-date certificate of Professional Indemnity Insurance £1m or commit to obtain if successful in award;
- Copy of your organisation's Equality / Equal Opportunities policy;
- Completed Anti-Collusion Certificate (**Appendix 4**).

This opportunity is suitable for a consortium and / or an SME if evidence can be provided to demonstrate the scope can be delivered. In the case of a consortium, the main lead supplier would be expected to submit the application only (consortium member will be expected to be noted on the PQQ).

Responses, all documents and all correspondence relating to the tender must be written in English or Welsh. Tenders submitted through the medium of Welsh will be treated no less favourably than those submitted in English.

Applicants should consider only the information contained within this ITT and supporting documents, or otherwise formally communicated to you in writing when making your offer.

It is the responsibility of the applicants to make sure that they have understood the invitation to tender documents and that they complete them correctly. Applicants must seek clarification if they do not understand anything.

Ambition North Wales bears no responsibility for tender documents that are returned incorrectly completed.

Questions

Questions in relation to this ITT (Invitation To Tender) will be accepted through Sell2Wales.

- Questions are received in an anonymous format.
- All questions and answers will be published through Sell2Wales for all applicants.
- Deadline for questions and answers (22.08.2025).

Submissions

- Submissions should be sent to the Sell2Wales post box by no later than 10:00 (01.09.2025).
- Any queries regarding the work should be directed through the Sell2Wales website as above.

- Submissions will only be accepted by submission to the Sell2Wales post box – no applications will be accepted by any other form.
- No consideration will be given for applicants after the advertised deadline.
- Submissions will only be accepted in accordance with the instructions – no applications will be accepted by any other form.

Evaluation and Appointment

Representatives from Ambition North Wales will be responsible for evaluating applications and appointing the successful applicant as a result of the evaluation process.

Drawing from requirements noted in Section 2 & 3 all applications received will be evaluated on the following basis:

Table 2 – Evidence for submission

Quality 20 %	Budget 80%
Lead time of gateways	<p>Budget: £525,000 inclusive of VAT</p> <p>Please provide costs in the following format for the bandings listed below:</p> <p>Total anticipated cost per banding (inclusive of VAT)</p> <ul style="list-style-type: none"> • Band 1 – 25% • Band 2 – 25% • Band 3 – 25% • Band 4 – 25% <p>See Appendix 3 – Price scoring detail and example for further details.</p>

Each banding will be scored against the same banding for any other applicants and the lowest banding price (per banding) will receive the highest score i.e. the full 25%. All other supplier scores will be evaluated by dividing the lowest price by the supplier's comparison price and multiplying that proportion by the allocated price percentage – see **Appendix 3** – Price scoring detail and example for further details and examples.

Ambition North Wales reserves the right to award the contract to the most advantageous proposal taking into consideration all quality aspects of the submission.

The Evaluation Team will score each section or response. All questions will be evaluated in line with the methodology below and the score given will reflect the level of confidence instilled by the response(s) being considered. The generic interpretations of the criteria for the various levels of confidence are summarised in the following table:

Table 3 – Scoring methodology

Score	Performance	Judgement
5	Information provided excels at meeting the requirements.	Excellent
4	Information provided meets the requirements for delivering the service.	Good
3	Information provided but concerns that the company may lack certain essential requirements to achieve the required standard of service delivery.	Satisfactory
2	Brief information provided but concerns that the company lacks the knowledge or provision for the service delivery.	Doubtful
1	Information incomplete	Poor
0	Fails to provide any information / information totally inadequate.	Fail

Ambition North Wales does not bind itself to accept the lowest or any submitted quotation in response to this brief.

Ambition North Wales will not reimburse any costs associated with the submission of a response to this request for a quotation.

Additional Information

Indemnity Insurance

It will be a condition on the appointment that the applicant will hold the client indemnified against any claims arising from the commission, whether caused by negligence or otherwise. Confirmation should be given that the appointed applicant carries professional indemnity insurance to a minimum sum of £1m or commit to obtain if appointed. This is not included in the word count limit.

Equal Opportunity

Applicants invited to quote must apply effective policy of equal opportunity – in its dealings as employer, in its use of volunteers and in the provision of its services – regardless of language, race, sex, sexual orientation, religious belief or as is practicable, any disability. A copy of the Applicant's Equal Opportunities Policy should be included with quotation proposal. This is not included in the word count limit.

Applicants are invited to submit in either Welsh or English and will not be treated less favourably for applying in either language.

Freedom of Information

Applicants are reminded that Ambition North Wales is subject to the provisions of the Freedom of Information Act 2000 and the Data Protection Act 1998. The applicant will need to comply with all applicable requirements of the Data Protection legislation. Section 28 and Schedule 3 of **Appendix 5** - Standard Terms and Conditions sets out each party's individual and joint obligations. This does not relieve, remove, or replace a party's obligation under the Data Protection legislation.

Confidentiality

The Applicant shall treat the Quotation Documentation as private and confidential.

The Applicant shall not disclose either:

- The fact that they have been invited to quote or release details of the Contract, or;
- details of their Proposal in whole or in part prior to the award of the Contract by

Ambition North Wales or on receipt of notification that the Proposal has not been accepted as the case may be other than on an 'in confidence' basis to those who have a legitimate need to know or whom they need to consult for the purpose of preparing the Proposal.

In undertaking the commission, the appointed applicants will agree not to disclose any confidential information to any third party without the prior written consent of Ambition North Wales. To the extent that it is necessary for the Applicant to disclose confidential information to its staff, agents and subcontractors, the Applicant shall ensure that such staff, agents, and subcontractors are subject to the same obligations as the Applicant in respect of all confidential information.

Conflict of Interests

You are required to complete the attached Anti-Collusion Certificate – **Appendix 4**. This is not included in the word count limit.

Terms and Conditions

The Standard Terms and Conditions of the Contract are included in **Appendix 5**.

Consortium submissions

Ambition North Wales recognises that consortium bids are possible. In the case that a consortium bid is proposed, the PQQ sections must be answered by the party responsible for the relevant part. In the case of financial information, suitable information must be presented in order for Ambition North Wales to make a complete appraisal of the proposed consortium and its parts.

Checklist

Before submitting your application, please ensure you have considered and submitted all of the items below. Please also ensure your Budget proposal and Quality proposal are submitted as separate documents.

☐ **Budget – 80% of total score** – Ensure that your costs are inclusive of all costs per item **including VAT**. Not included in the word count.

☐ **Quality – 20% of total score** – Information as listed in **Table 2** – Evidence of submission. Word limit of 5 A4 pages (font Arial 12 must be used).

Other Documentation (not included in the word count limit):

- ☐ Completed PQQ and any related documentation that is required within the PQQ (**Appendix 8**);
- ☐ Copy of an up-to-date certificate of Professional Indemnity Insurance £1m or commit to obtain if successful in award
- ☐ Copy of your organisation's Equality / Equal Opportunities policy;
- ☐ Completed Anti-Collusion Certificate (**Appendix 4**).

Supplier Database

Ambition North Wales has established a secure and confidential internal supplier database, with suppliers' consent, to retain key information for procurement purposes only. This database enables us to directly notify registered suppliers whenever a procurement notice is published on Sell2Wales.

If you would like your organisation to be added to this database, then please complete and return **Appendix 6** – Questionnaire to caffael@uchelgaigogledd.cymru or submit alongside your tender application.

Equal Opportunities

Ambition North Wales is committed to promoting equality, diversity, and inclusivity within our procurement process. To support this commitment, **Appendix 7** – Equal Opportunities Form is also attached to help us assess and enhance inclusivity within our procurement activities. The responses offer a valuable opportunity for us to identify and better understand the barriers that SMEs may be facing and enables us to explore how we can offer appropriate support and guidance to help suppliers strengthen their capabilities in these areas.

If you would like to contribute to this ongoing assessment, then please complete and return **Appendix 7** – Equal Opportunities Form to caffael@uchelgaigogledd.cymru or submit alongside your tender application.

Please note, completion of the Equal Opportunities Form does not, and will not, influence any supplier's eligibility or standing in relation to any tendering opportunities with us.

Appendices

- Appendix 1 – Scope of Services – Gateway Model Detail (attached)
- Appendix 2 – **Error! Reference source not found.** Pricing Template (attached)
- Appendix 3 – Price scoring detail and example (attached)
- Appendix 4 – Anti Collusion-Certificate (attached)
- Appendix 5 – Standard Terms and Conditions of the Contract (attached)
- Appendix 6 – Supplier Questionnaire (Optional) (attached)
- Appendix 7 – Equal Opportunities Form (Optional) (attached)
- Appendix 8 – Pre-Qualification Questionnaire (PQQ) (attached)

