



TRANSPORT
TICKETING
GLOBAL

SAM 



The New Procurement Act is Live – Optimising Opportunity for Ticketing Procurement

TTG 2025 – Theatre 3 - Wednesday 5th March 2025

Background

The SAM solutions



Managed Service

- **Members contract directly with SAM** for Managed Service Packages
- SAM Manages all supplier contracts and technical delivery
- SAM provides Member support and ongoing system development

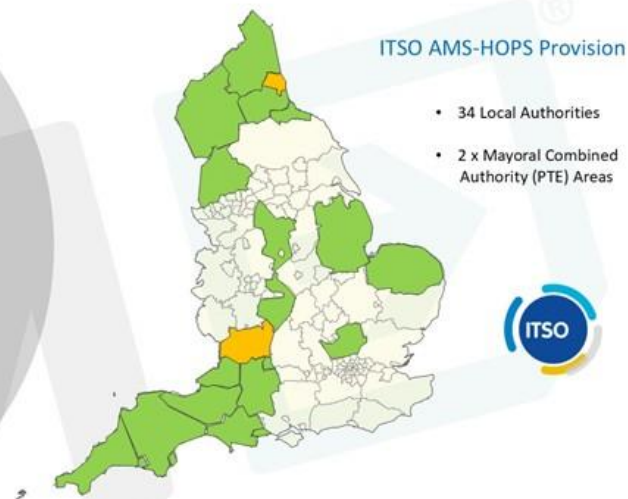


National Mobilities Procurement Hub

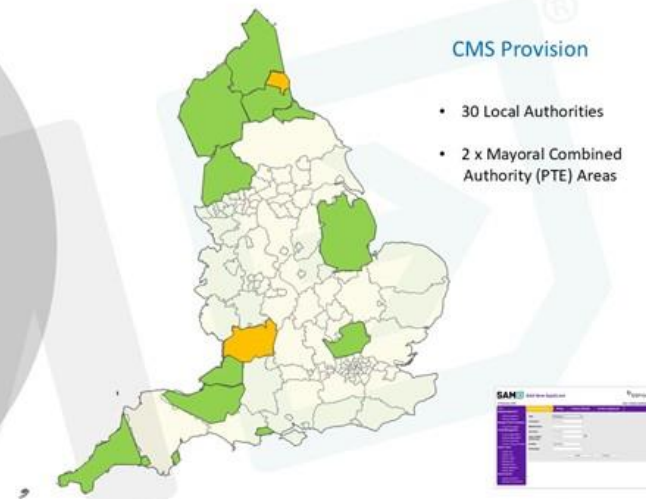
- SAM has completed the procurement process when creating the frameworks
- **Members contact directly with suppliers** using standardised contracts
- Members manage the contract, and Suppliers provide support direct to Members

Background

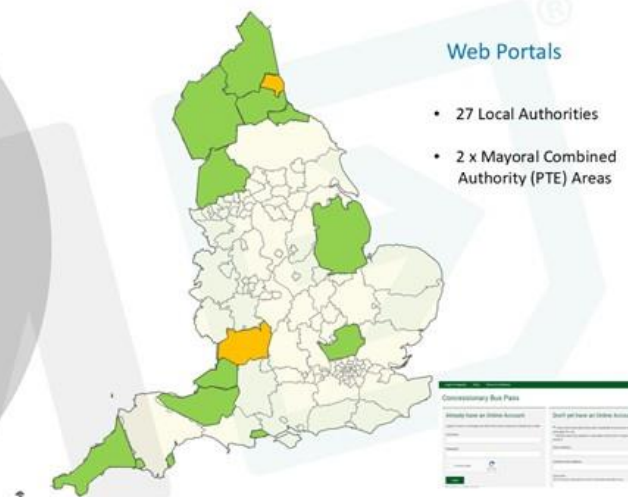
SAM SAM in Numbers: England



SAM SAM in Numbers: England



SAM SAM in Numbers: England

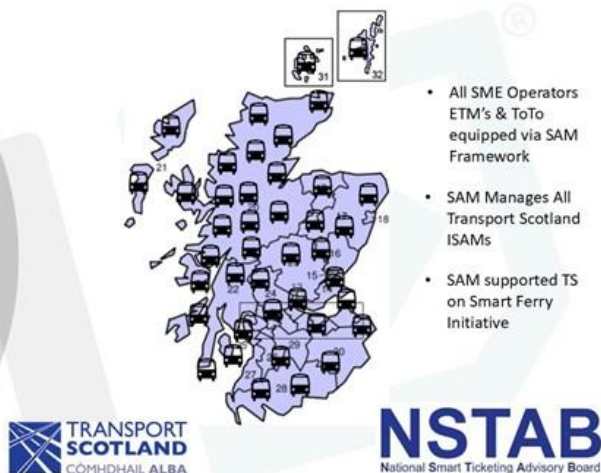


SAM SAM in Numbers: England

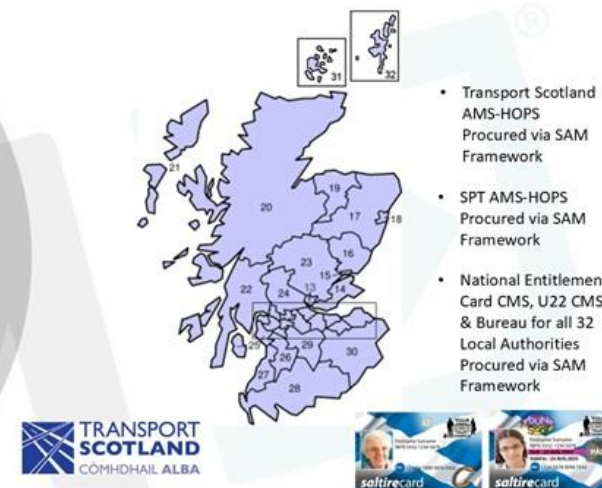


Background

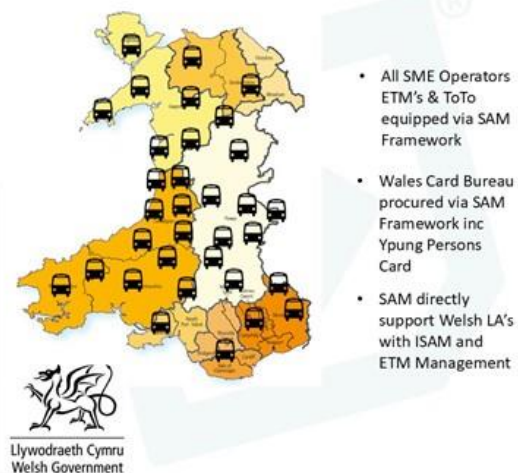
SAM SAM in Numbers: Scotland



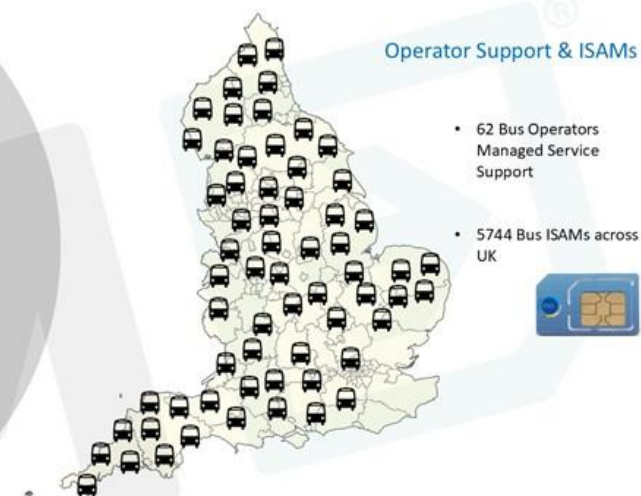
SAM SAM in Numbers: Scotland



SAM SAM in Numbers: Wales



SAM SAM in Numbers: England



SAM Framework

The National Mobilities Procurement Hub

The National Mobilities Procurement Hub is a UK-wide resource for Local Government, Combined and Mayoral Authorities, National Governments, Other Public Sector Bodies, and Transport Operators to have direct access to a full range of sustainable transport and wider ticketing services and goods, without having to complete individual, costly and time-consuming procurement exercises.

[How to use the Framework](#)

21 Frameworks
81 Supplier Agreements
236 Local Authority Order Beneficiaries

SAM Framework

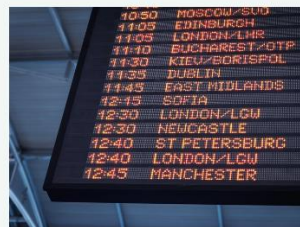


Fixed Electronic Ticket Machines (ETMs)

Framework: [2022/S 000-005300](#)

Status: Active

[Go To Lot](#)



Real Time Passenger Information (RTPI) Display Screens

Framework: [2022/S 000-033793](#)

Status: Active

[Go To Lot](#)



ITSO Card Bureau and Printing Services

Framework: [2022/S 000-004855](#)

Status: Active

[Go To Lot](#)



Mobile App Ticketing Solutions inc. Mobility as a Service (MaaS)

Framework: [2024/S 000-035700](#)

Status: Active

[Go To Lot](#)



Account Based Ticketing Solutions

Framework: [2023/S 000-029683](#)

Status: Active

[Go To Lot](#)



Business Intelligence Software for Transport Ticketing

Framework: [2024/S 000-035700](#)

Status: Active

[Go To Lot](#)

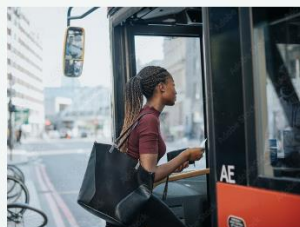


Customer Management Systems for Concessionary / Entitlement Travel

Framework: [2024/S 000-035700](#)

Status: Active

[Go To Lot](#)



Customer Management Systems for Commercial & Concessionary Travel

Framework: [2024/S 000-035700](#)

Status: Active

[Go To Lot](#)



Web Retailing for Transport Ticketing

Framework: [2024/S 000-035700](#)

Status: Active

[Go To Lot](#)



ITSO AMS-HOPS

Framework: [2023/S 000-029683](#)

Status: Active

[Go To Lot](#)



Consultancy Services Expert Panel for Niche Specialisms

Framework: [2022/S 000-005301](#)

Status: Active

[Go To Lot](#)



Handheld Electronic Ticket Machines (ETMs)

Framework: [2022/S 000-005300](#)

Status: Active

[Go To Lot](#)

Procurement Act 2023

Previous regulations

- Four procurement regulations
(PCR 2015, Utilities Contract Regulations 2016, Concession Contracts Regulations 2016, DSPCR)
- Principles of Procurement
- Seven procurement routes
- Frameworks and DPSs
- Four notice types
- No central system
- Supported by additional legislation

Procurement Act

- **One procurement regulation**
(Some differences in nations. Additions for defence utilities / concessions)
- **New Procurement Objectives**
- **Three procurement routes**
- **Two Framework types and Dynamic Markets**
- **14 notice types**
- **Central digital platform**
- **Supported by NPPS**

SAM 

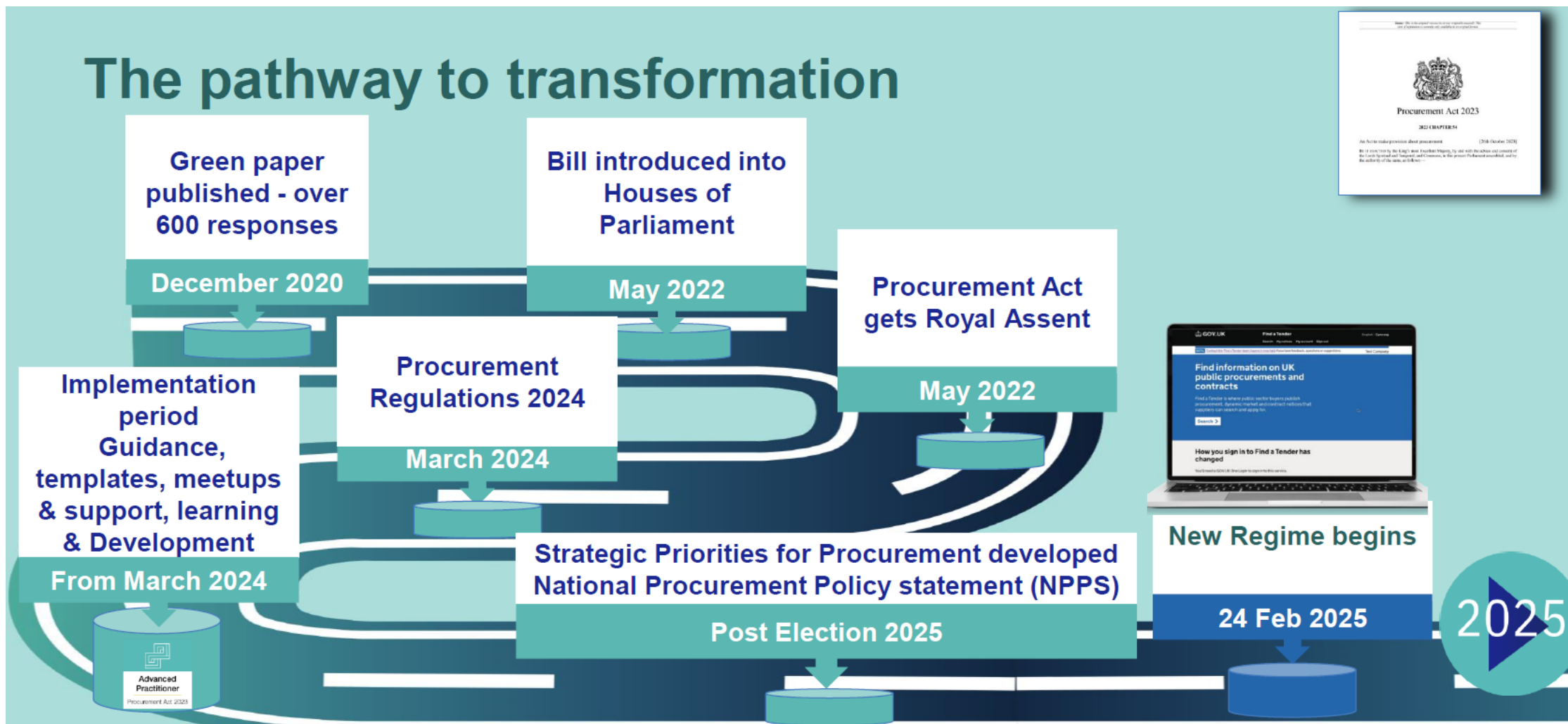
A Brave New World




ATCO
Transport Professionals

Procurement Act 2023

The pathway to transformation



Procurement Act 2023



Procurement Act 2023

CHAPTER 54

Explanatory Notes have been produced to assist in the understanding of this Act and are available separately

£28.14



EXPLANATORY NOTES

Procurement Act 2023

Chapter 54

£22.36

[Home](#) > [Government](#) > [Government reform](#)

Collection

Transforming Public Procurement

How public procurement will change to improve the way supplies, services and works are procured for the public sector.

From: [Government Commercial Function](#)

Published 29 April 2022

Last updated 24 February 2025 — [See all updates](#)

[Get emails about this page](#)

Contents

- [News and information](#)
- [Guidance and Support](#)
- [Learning and development](#)
- [Consultations](#)

The Transforming Public Procurement programme aims to improve the way public procurement is regulated in order to:

- create a simpler and more flexible, commercial system that better meets our country's needs while remaining compliant with our international

Related content

[Transforming Public Procurement: the official learning and development offer](#)

[Transforming Public Procurement - planning and preparation checklist](#)

[Transforming Public Procurement - our transparency ambition](#)

[The Procurement Act: summary guide to the provisions](#)

[Government Commercial Function Strategy](#)

Procurement Act 2023



Procurement Act 2023



Transforming Public Procurement

November 2024

The Procurement Act 2023

– a short guide for senior leaders

On 24 February 2025 the rules governing public procurement are changing - the new Act will improve the way procurement is done, so that every pound goes further for our public services.

This transformation of public procurement represents a big change for all public bodies, which between them spend £385bn per year.

The Procurement Act will bring a range of benefits, including:

- creating a simpler and more flexible commercial system that better meets our country's needs, while remaining compliant with our international obligations.

- opening up public procurement to new entrants, such as businesses and social enterprises, so that they can compete for more public contracts for suppliers are available

- taking tougher action against underperforming suppliers and excluding suppliers that pose unacceptable risks.

- embedding transparency throughout the commercial lifecycle so that the spending of taxpayers' money can be properly scrutinised.

The Government Commercial Function has rolled out a comprehensive programme of learning and development for people whose work touches on procurement and who need to be aware of the changes - including contract managers, finance teams, service commissioners, legal advisers and reporting teams.



Transforming Public Procurement

February 2025

The Procurement Act 2023

– a short guide for suppliers

Making it easier to bid and work

If your business supplies goods, works or services to organisations in the public sector, the Procurement Act 2023 will change the way you do business.

<https://www.gov.uk/government/collections/transforming-public-procurement>

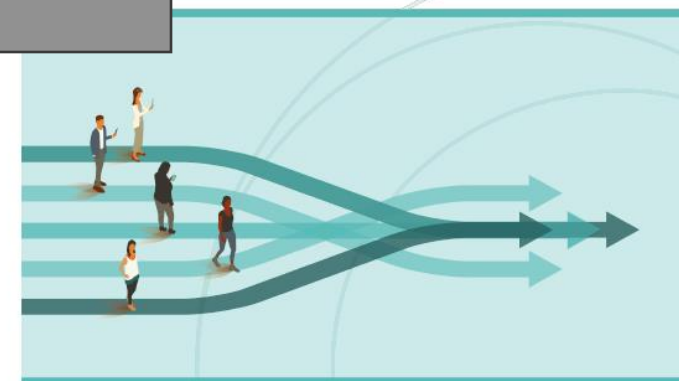
services changed. The Procurement Act 2023 will improve and streamline the way procurement is done, and benefit prospective suppliers of all sizes, particularly small businesses, start-ups and social enterprises.

Key benefits for suppliers include more standardisation and streamlining of procurement processes - but there are also additional benefits in the Act such as requiring better oversight of procurement decisions and strengthening payment terms.



Procurement Act 2023

Supplementary information: Small and Medium-sized enterprises definition



November 2024

New Definitions

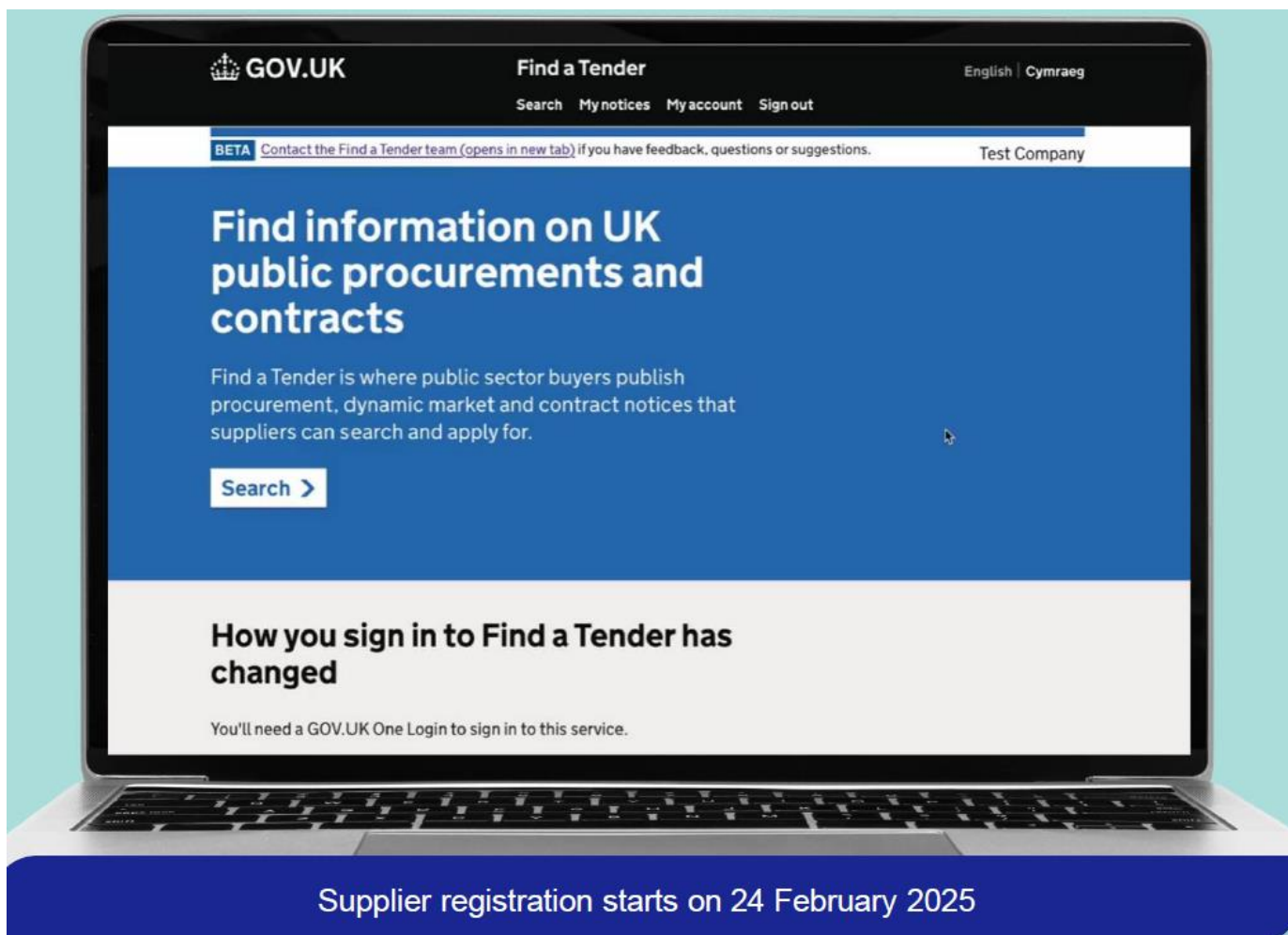
General definitions

What is it called now with the Procurement Act?	What was it called? (PCR 2015)	What it means	Meaning status
Associated Person	Associated Person	A person that the supplier is relying on to satisfy the conditions of participation for their tender.	Existing
Centralised Procurement Authority	Central Purchasing Body	A Contracting Authority that is in the business of carrying out procurement for or on behalf of, or for the purpose of supplying goods, services or works to, other Contracting Authorities – for example, Procurement Hub.	Changed
Conflicts Assessment	N/A	An assessment of the conflicts and/or potential conflicts in relation to a procurement or a Dynamic Market. The assessment should also detail any steps the Contracting Authority has taken or will take to mitigate the conflict.	New
Contracting Authority	Contracting Authority	A term unchanged from the previous Public Contracts Regulations 2015. This is defined as a 'Public Authority'.	Existing
Convertible Contract	N/A	A contract that, because of some modification or change, will become a Public Contract.	New
Covered Procurement	Covered Procurement	Covered Procurement is 'The award, entry into and management of a Public Contract'. 'Procurement' is the award, entry into and management of any contract, whereas 'Covered Procurement' is essentially the award of a contract which is subject to the Act.	Existing
Debarment List	N/A	A list of suppliers excluded from participation due to mandatory or discretionary exclusion grounds. The length of the debarment may vary in each case and is decided by a Government minister. An appeal process to the newly established Procurement Review Unit (PRU) is available to suppliers.	New
Dynamic Market	Dynamic Purchasing System (DPS)	Dynamic Markets are effectively the replacements for Dynamic Purchasing Systems. Dynamic Markets will work in a very similar manner, although contracts will be awarded using the Competitive Flexible Procedure within the Dynamic Markets. It is also recognised that Dynamic Markets are applicable for a wider range of goods and services than DPSs were intended for.	Changed

Procurement processes

What is it called now with the Procurement Act?	What was it called? (PCR 2015)	What it means	Meaning status
Assessment Methodology	Evaluation Methodology	The methodology which evaluators will use to assess tenders with regard to the award criteria.	Changed
Assessment Summary	Characteristics and Relative Advantages	The feedback information which has to be provided by a Contracting Authority to a tenderer (before publishing a Contract Award Notice) relating to the Contracting Authority's evaluation of the tender and, if different, the most advantageous tender.	Changed
Award Without Competition	Direct Award (under a framework, no mini competition)	A direct award under a framework without competition between suppliers (only permissible in a few defined and limited circumstances).	Changed
Competitive Flexible Procedure	N/A	A new procurement procedure introduced in the Procurement Act that will provide the flexibility for Contracting Authorities to design a procurement procedure with one or more stages. This could allow Contracting Authorities to re-create the 'restricted process', or design other procedures more suitable to the procurement in hand.	New
Competitive Selection Process	Mini-competition	An award procedure under a framework that follows a competitive process between the framework suppliers.	Changed
Competitive Tendering Procedure	Procurement Process / Procedure	This term describes either the Open Procedure (see definition) or the Competitive Flexible Procedure (see definition).	Existing
Conditions of Participation	Selection Criteria	Conditions or requirements set out in the tender documents that the tender submission must satisfy in order to be awarded a Public Contract.	Changed
Direct Award	Negotiated procedure without Notice	The definition of 'Direct Award' no longer has anything to do with frameworks. Instead it is defined as a Public Contract awarded directly to a supplier where circumstances arise that permit direct negotiation with a supplier and a direct award justification applies.	Changed
Frameworks	Frameworks	A contract between a Contracting Authority with one or more suppliers which provides for the future award of contracts either following a Competitive Selection Process or an Award Without Competition.	Existing
Legal and Financial Capacity	Economic and Financial Standing	One of the primary factors by which a supplier will be assessed when being considered for a Public Contract.	Changed
Most Advantageous Tender	Most Economically Advantageous Tender	The tender which the Contracting Authority considers satisfies its requirements and best satisfies the award criteria as detailed in the tender documents.	Changed

Central Digital Platform



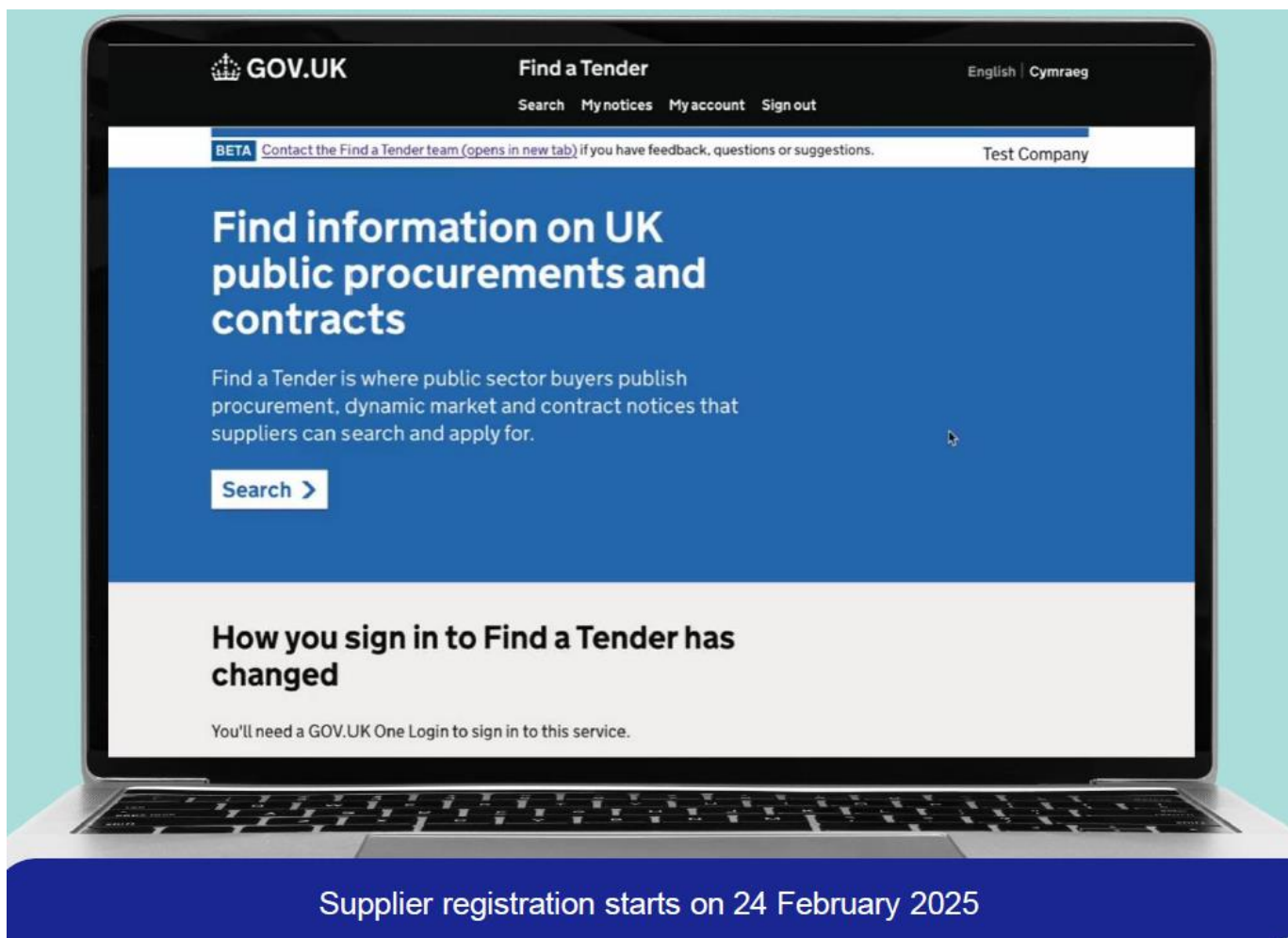
The Procurement Act 2023 legislated for provision of a central digital platform to facilitate the publishing of required notices and documents in accordance with the new regulations.

Find a Tender:

Features a simple registration and identification for both suppliers and buyers.

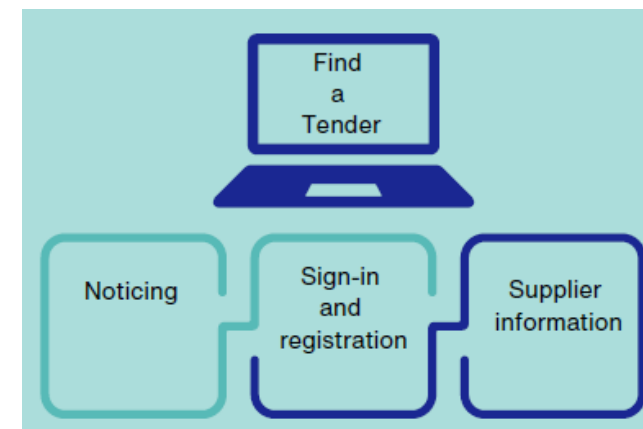
Stores suppliers' core business details that can be used for multiple bids.

Central Digital Platform

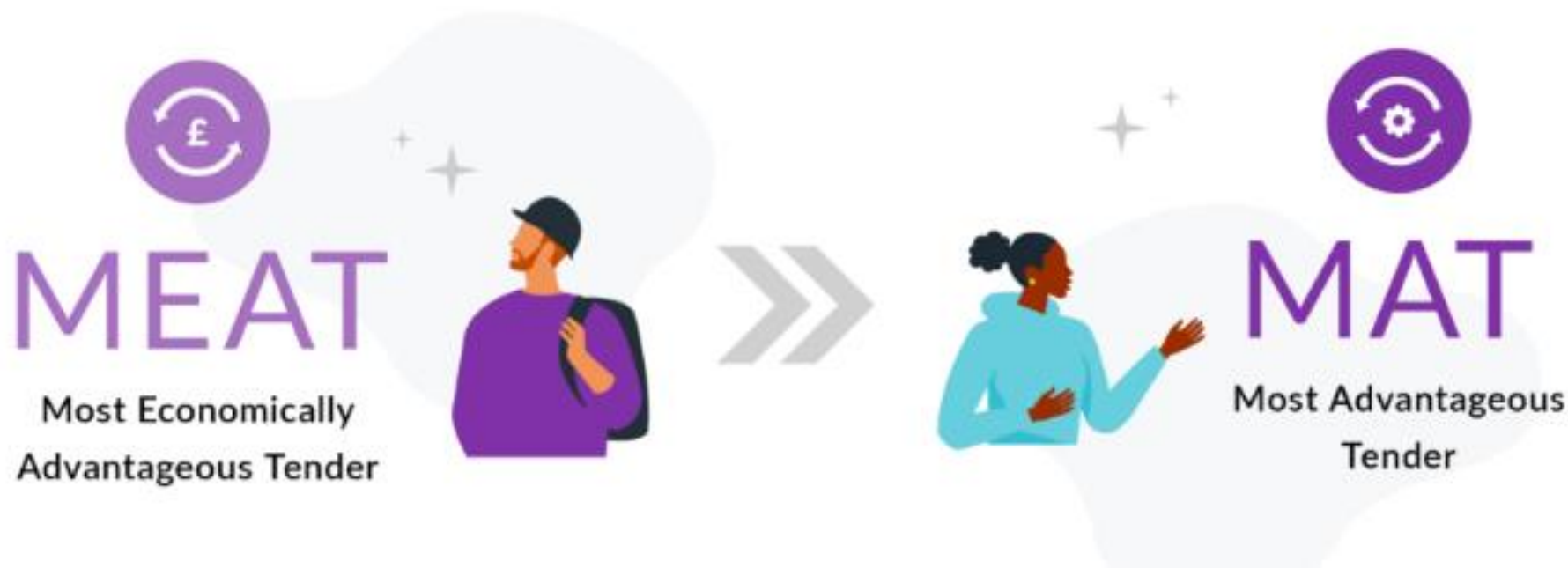


Makes public procurement opportunities visible making it easier to search at no cost and set up alerts for tenders of interest for suppliers.

Allows for procurement noticing throughout the procurement lifecycle.

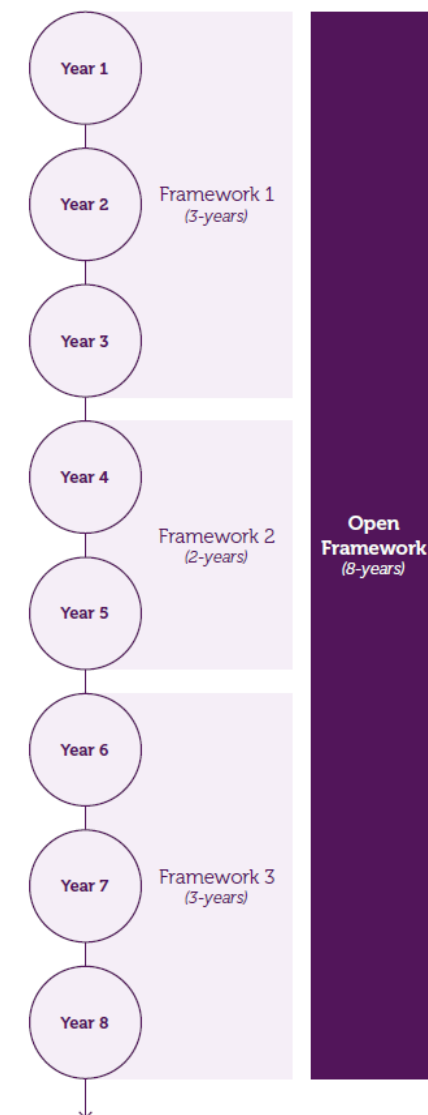
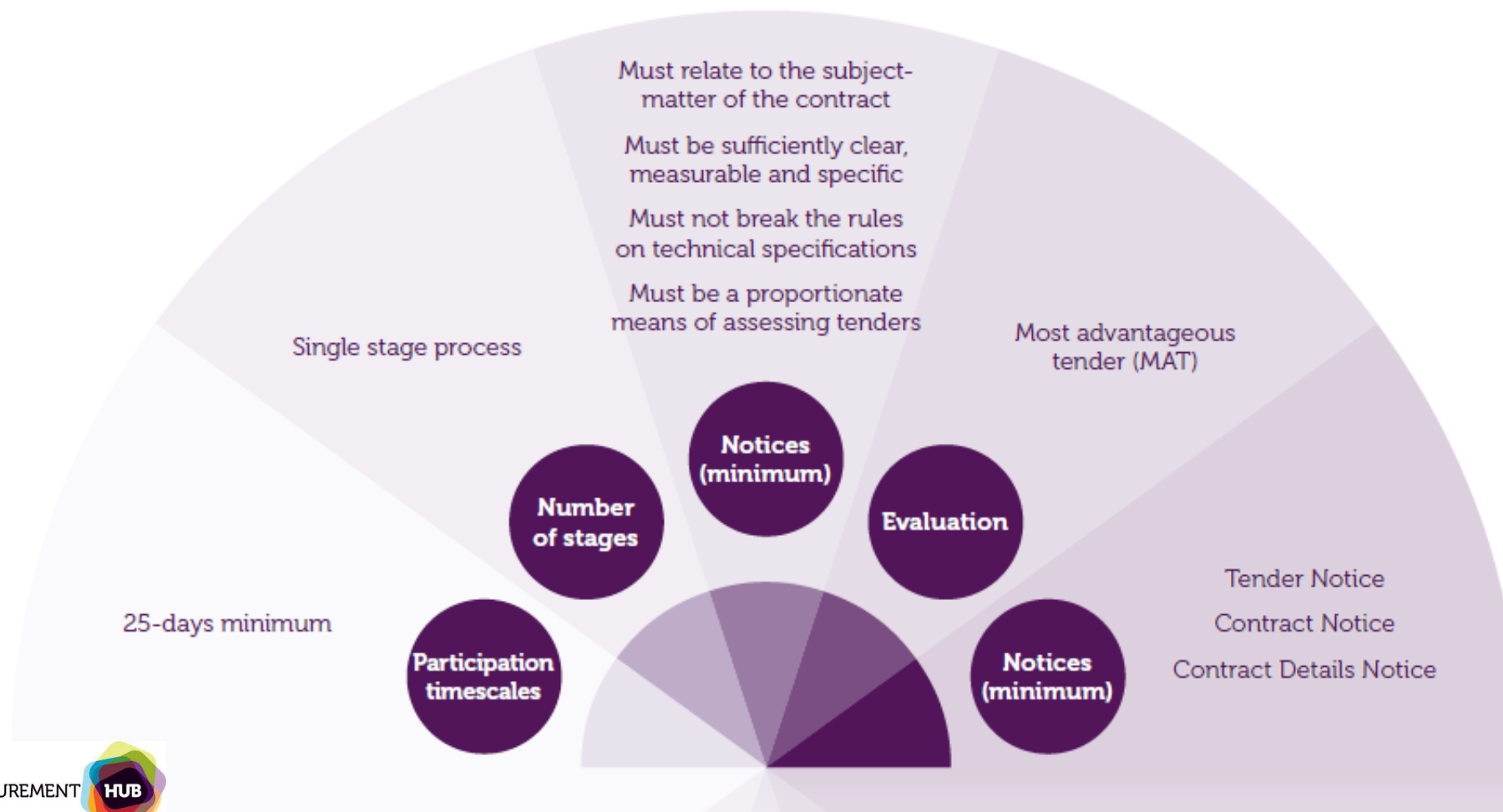


From MEAT to MAT



A "Most Advantageous Tender" (MAT) considers not only the financial aspect of a bid but also the technical capabilities and the potential social value a supplier can bring, meaning the contract is awarded to the bidder offering the best overall value, taking into account all these elements beyond just the lowest price

Open Procedure



Notices



Fixed Electronic Ticket Machines (ETMs)

Framework: [2022/S 000-005300](#)

Status: Active

[Go To Lot](#)

Key Information

PIN Notice

[2022/S 000-023455](#)

Contract Notice

[2022/S 000-025915](#)

Original Tender

[SAM Framework 2 ITT](#)

Request for Information

[RFI Catalogue](#)

Contract Award Notice

[2022/S 000-005300](#)

Framework Start Date

February 20th 2023

Framework End Date

February 19th 2027

Extension Available

+1 +1 Years

Award Option

Direct Award or Further Competition

Page 1 to 30

This is a published notice on the Find a Tender service: <https://www.find-tender.service.gov.uk/Notice/023455-2022>

Future opportunity

Framework 2: ITSO Electronic Ticket Machines, Support Equipment and Related Services

South West Smart Applications Limited

F01: Prior information notice

Prior information only

Notice reference: 2022/S 000-023455

Published: 23 August 2022, 12:53pm

Section I: Contracting authority

I.1) Name and addresses

South West Smart Applications Limited

2nd Floor, Cobourg House, 32 Mayflower Street

Plymouth

PL1 1QX

Contact

Page 1 to 36

This is a published notice on the Find a Tender service: <https://www.find-tender.service.gov.uk/Notice/025915-2022>

Opportunity

Framework 2: ITSO Electronic Ticket Machines, Support Equipment and Related Services

South West Smart Applications Ltd

F02: Contract notice

Notice reference: 2022/S 000-025915

Published: 15 September 2022, 12:11pm

Section I: Contracting authority

I.1) Name and addresses

South West Smart Applications Ltd

2nd Floor, Cobourg House, 32 Mayflower Street

Plymouth

PL1 1QX

Contact

Andrew Seedhouse

Notices

Was 3-4

Now up to 14

PIN
Contract Notice
Contract Award Notice
VEAT Notice

Procurement Pipeline	Contract Award Notice
Planned Procurement Notice	Contract Detail
Preliminary Market Engagement Notice	Below Threshold Contract Detail
Tender Notice	Payment Compliance Notice
Transparency Notice	Contract Performance Notice
Dynamic Market Notice	Contract Change Notice
Below Threshold Contract	Procurement Termination Notice

These notices all relate to the performance of awarded contracts.

Every 6-months, a Contracting Authority must publish a **Payment Compliance Notice** setting out details of the authority's compliance with the requirement under the Act to pay suppliers within 30-days of receipt of the invoice.

Where a contract exceeds £5m in total value, a **Contract Performance Notice** must be published containing certain information about a supplier's performance. For example, details must be published about KPI performance and any breaches of contract.

A **Contract Change Notice** must be published when an above-threshold modification is made to a contract. No publication is required if the intended modification neither increases nor decreases the value of the contract by 10% or less (in the case of goods or services contracts) or 15% or less (in the case of works contracts).

Finally, a **Procurement Termination Notice** must be published within 30-days of the date of contract termination (natural expiry or otherwise).

Transparency

- The transparency obligations of the Procurement Act are arguably the most significant (and challenging) aspects of the new legislation.
- In addition to the multitude of new notices that are required to be published, there are obligations to declare information on payments to suppliers, supplier performances, and even supplier contracts themselves:



All contracts over £5m must be published in full online on the portal, redacted only where necessary.

All contracts over £5m must have at least three KPIs published and reported on annually on the portal.

A bi-annual Payments Compliance Notice must be published detailing compliance with the requirements to pay all suppliers within 30-days.

A quarterly notice must be published containing specified information about any payment of more than £30,000 made under a public contract.

An annual Pipeline Notice must be published within 56-days of the start of each financial year, detailing all known contracts with an estimated value of more than £2m which the contracting authority intends to publish a Tender Notice or Transparency Notice during the reporting period.

Exclusions & Debarment

What do 'exclusion' and 'debarment' mean?

- The Act introduces stronger rules on the exclusion of suppliers where they pose particular risks to public procurement.
- Changes include a new mandatory exclusion ground for suppliers involved in cartel activity and the introduction of a central debarment register.
- exclusion: where a supplier is not permitted to participate in a procurement, or be awarded a public contract, following an assessment of exclusion grounds by a contracting authority
- debarment: where a supplier is placed on a central debarment list by a Minister of the Crown which prevents the supplier from participating in any procurements or being awarded public contracts for up to 5 years

Suppliers who take part in illegal cartel activity such as bid-rigging, price fixing or market sharing risk being excluded from public procurement unless they can demonstrate that they have 'self-cleaned' so that the wrongdoing that led to the exclusion won't happen again

New SAM Frameworks

- Will be based on the new Act
- Will seek to take advantages of new Opportunities:
 - Supplier Pre-Information from Central Digital Platform
 - Advantages from MAT
 - Extended Framework Life
- Review to ensure Scotland can still use
- Will run extensive Supplier Information Event(s)

New SAM Frameworks



E-Purse Solution for
Transport Ticketing



ITSO Ticket Vending
Machines



Real Time Passenger
Information (RTPI)
Content Management
System



Smart Managed
Services

Expected Launch Q2 2025

Thank You

Get in touch with SAM

SAM was created to provide a range of ITS0 Smart Ticketing Managed Services for our Members through pooling expertise, exploiting procurement efficiencies and economies of scale, to deliver the very best schemes for Members and their Customers.

