ALEXANDRA PARK AND PALACE CHARITABLE TRUST BOARD

30th November 2026

Agenda Item: 6

Report Title: Grounds Maintenance Contract Procurement Approach

Purpose: To seek Board approval to commence procurement of a new grounds maintenance contract.

1. Recommendations

1.1 To approve the commencement of a competitive procurement exercise for provision of the grounds maintenance service from 1 May 2027.

1.2 To approve a proposed contract term of four years with an option to extend for a further two years, subject to satisfactory performance.

2. Executive Summary

2.1 The current grounds maintenance contract expires on 30 April 2027. This contract is currently being delivered by John O'Conner (Grounds Maintenance) Ltd. who were appointed through the Fusion21 framework.

2.2 Following advice from Haringey Council's procurement team, the intention is to procure the next contract through the Dynamic Purchasing System (DPS).

2.3 The DPS consists of 120 service providers, including the incumbent, John O'Conner (Grounds Maintenance) Ltd. The eligible service providers will be invited to take part in the procurement.

2.4 The contract value is reported in the exempt version of this paper. The new annual cost is expected to be similar to the current value with an annual uplift based on RPI.

3. Background

3.1 The grounds maintenance contract is the cornerstone of the efforts to deliver Alexandra Palace's goal to *Safeguard our Green Lung for London*.

3.2 The Park covers 196 acres (equivalent to 111 football pitches) and comprises a variety of grasslands, woodlands, water features, a play area, hard surfaces, buildings, and car parks. The work of the grounds maintenance team includes all aspects of managing the Park, including tasks such as:

- Grass and hay meadow cutting
- Shrub and hedge maintenance
- Play area inspections
- Litter collection and emptying litter bins
- Tree works
- Drain and gulley cleansing
- Sweeping hard surfaces
- Winter response, including gritting and ploughing
- Supporting community projects and volunteering

3.3 The specification has been updated to modernise the language and incorporate changes in operations. One change to highlight is the closure of the golf course and the deletion of certain items from the specification, such as green maintenance and topping up bunker sand.

3.4 The grounds maintenance contract involves significant capital expenditure for the vehicles and machines required, and this equipment requires on-going servicing, maintenance and repair. The contract is therefore not viable to run in-house due to the capex and staff and skills required to maintain the vehicles and machinery.

4. Risks

4.1 Procurement timetable slipping:

The timetable is sufficient at present, but slippages could impact mobilisation for May 2027. This can be mitigated by a clear timetable and pre-prepared tender documents. If necessary, an extension of the incumbent's term can be arrange through the Fusion 21 framework.

4.2 Limited competition due to low response rate:

Eight suppliers from 12 responded to an Expression of Interest issued by Fusion21 in August 2026 which shows interest from the market. The DPS consists of a wider set of 120 suppliers, so a good response rate is expected.

4.3 Procurement results in significant increase in costs:

The competitive procurement process should ensure value for money. The weighting of price and quality in the evaluation should ensure a balance between costs and service quality. If necessary, a significant increase in costs could be reduced by amending the scope of the specification and reducing the service.

4.4 Interruption of service during transition:

A detailed mobilisation plan will be put in place, alongside close contract management to identify issues early and minimise impacts on service.

5 Proposed Approach

5.1 The DPS will be used to undertake a compliant procurement exercise for the grounds maintenance service. The tenders will be evaluated with weightings as follows: social value 10%, quality 50%, price 40%.

5.2 The draft timetable for the process is as follows:

ACTIVITY	DATE
Pre Procurement Approval	**30th November 2026**
Tender published.	2nd December 2026
Contractor site visits	11th December 2026
Tender clarification period closes.	13:00, 20th December 2026
Tender submission deadline.	13:00, 5th January 2027
Anticipated Tender evaluation period.	8th January to 21st January 2027
Anticipated date for issuing intention to award contract letters.	End of January
Voluntary standstill period of 10 calendar days ends.	First 8 working days in February 2027 (can be waived with approval)
Anticipated date for confirmation of contract award letter	Middle of February 2027
Contract commencement date (including mobilisation)	1st May 2027

5.3 A Panel of the Board will be required in early February to award the contract and to authorise Haringey Council to seal the contract.

6. Legal Implications

The Council's Director for Legal & Governance has been consulted in the preparation of this report and has no additional comments to make.

7. Financial Implications

The Council's Chief Financial Officer has been consulted in the preparation of this report and has no additional comments to make.

8. Use of Appendices - None

9. Background Papers – None