BBC Content competitive tender process

A competitive tender is where the BBC invites production companies to pitch for the opportunity to make an existing returning series on a 'work for hire' basis.

The tender process will have four clear stages:

Stage one: Eligibility

- A specific invitation to tender document will be published on this website.
- Suppliers who wish to be considered must complete and submit a tender eligibility form (TEF) and a signed non-disclosure agreement (NDA), which are included in the invitation to tender document.
- The BBC then evaluates the supplier's eligibility against the individual eligibility criteria for that tender as specified in the invitation to tender document.
- During the eligibility check the BBC may seek further clarification or additional details from the supplier as required.
- The BBC will then notify suppliers of the outcome. Suppliers who are found to be eligible can proceed to stage two.

Stage two: Submission and shortlist

- Suppliers who have met the eligibility criteria:

  will be provided with further relevant programme production information
  will have an opportunity for a meeting with the BBC to discuss the tender requirements
  where relevant
  will have the opportunity to visit the production site

- Suppliers will then complete a response to the invitation to tender and submit it via the BBC BravoSolutions system. Requirements for the response will be set out in the invitation to tender.
- The BBC will evaluate the responses against the award criteria set out within the invitation to tender. Submissions will be scored and ranked and the highest scoring suppliers will be short-listed. Find further information about the award criteria below.
- At any stage of the process it may be necessary for the BBC to seek further clarifications from suppliers.

Stage three: Interviews and TUPE conversations

- Short-listed suppliers will be invited to an interview or ‘pitch meeting’ with the BBC evaluation team and be given a list of areas they should focus on during the interview. The evaluation team for each tender will be named in the invitation to tender document.
- During the interview, suppliers will be required to discuss their submission, offer any required clarification and elaborate on their proposal.
The BBC may decide to further shortlist at this stage or conduct second interviews. Suppliers remaining in the process will then be invited to a further conversation with the BBC to discuss assumptions regarding the possible transfer of people, any corresponding undertakings and the impact these may have on the invitation to tender response (“TUPE conversation”).

Stage four: Evaluation and final award

- The BBC will evaluate the responses against the award criteria outlined in the invitation to tender, taking into account the interviews/pitch meetings and TUPE conversations. Find further information about the award criteria below.
- Before a final decision is made, the BBC may ask suppliers for further programme information, clarification and documentation or conduct a second interview.

Award criteria

- The award criteria are: editorial proposal and capability, value for money, strategic priorities and risk.
- The BBC will evaluate and score responses against the award criteria listed on the invitation to tender document.
- Information about the weightings and scoring methods will be provided to eligible suppliers as part of the further programme production information provided in stage two.

When tendering any programme the BBC will ensure that:

- the process for the tender is clear, fair and transparent.
- the BBC’s expectations regarding the requirements and eligibility of the applicants are clearly stated in precise and consistent language in the invitation to tender documentation.
- it has established a clear set of criteria that will govern the decision to award a contract following that tender to a given party, which will include both creative and value for money considerations.
- the terms on which the contract to produce the tendered programme will be awarded will be clearly stated in the invitation to tender documentation.
- the contract will be awarded to the supplier whose tender has been determined as best satisfying the award criteria and fulfilling the BBC’s overall requirements as stated in the invitation to tender paperwork.
- the decision making process (including criteria and timings) will be clear, transparent and adhered to at all times.