

LONDON BOROUGH OF CAMDEN	WARDS: All
REPORT TITLE Procurement strategy for Local Electrical Vehicle Infrastructure Funded Lamp Column Electric Vehicle Charge Points (SC/2025/26)	
REPORT OF Cabinet Member for Planning and a Sustainable Camden	
FOR SUBMISSION TO Cabinet	DATE 17 th September 2025
STRATEGIC CONTEXT <p>We Make Camden is our joint vision for the borough, developed in partnership with our community. It is anticipated that the installation of electric vehicle charge points will encourage a switch to electric vehicles which will in turn contribute to addressing the impacts of transport on air quality and climate change. This aligns with the We Make Camden ambition of Camden should be a green, clean, vibrant, accessible, and sustainable place with everyone empowered to contribute to tackling the climate emergency.</p> <p>The Way We Work is the Council's response to We Make Camden. Prior to a decision being taken on where to implement the lamp column charge points, a Section 17 consultation will be undertaken to ensure that the views of our stakeholders, including those of our citizens, are taken into consideration.</p>	
SUMMARY OF REPORT <p>The adoption of electric vehicles (EVs) plays an important role in addressing transport related emissions and Camden Council has committed through various policy objectives to facilitate the transition to EVs by providing a network of EV charge points.</p> <p>In line with this, this report proposes a joint procurement strategy for the London Boroughs of Camden and Islington, to appoint a charge point operator to supply, install, operate, maintain and decommission charge points (at the contract end if necessary), a minimum of 1,100 lamp column electric vehicle charge points (EVCPs) under the Local Electric Vehicle Infrastructure (LEVI) scheme. Of this, Camden and Islington require minimums of 500 and 600 charge points respectively.</p> <p>The report proposes a joint procurement for both boroughs because LEVI funding requires that London boroughs procure in partnership to achieve scalability; ie. to encourage Charge Point Operator (CPO) investment to install more charge points for the funding. Hence Camden and Islington make up London Partnership 1.</p> <p>The capital costs of the project will be fully covered by a combination of LEVI funding (£1,212,250) and the charge point operator (any costs over and above £1,212,250). Thus, there is no capital cost to either borough.</p> <p>The value of the contracts has been calculated in line with the method set out in the Procurement Act 2023; a contracting authority must estimate the value of a concession</p>	

contract as the maximum amount the supplier could expect to receive under or in connection with the contract. The total estimated value over a 15-year contract duration, plus one optional extension of one year, will be a combined £42.2m for both boroughs (£21.6m in Camden, and £20.6m in Islington).

The report is coming to the Cabinet in line with Contract Standing Orders which state that the Cabinet must agree procurement strategies for concession contracts with a value of £5million and over (CSO C4.2).

Local Government Act 1972 – Access to Information

No documents that require listing were used in the preparation of this report.

Contact Officer:

SERVICE CONTACT
Name: Brenda Busingye
Address: 5 Pancras Square, N1C 4AG
Tel: 020 7974 6119
Email: brenda.busingye@camden.gov.uk

RECOMMENDATIONS

That, having considered the role of the provision of accessible electric vehicle charging infrastructure in encouraging the uptake of electric vehicles (thereby contributing to meeting the relevant policy objectives (section 1 of the report), the results of the Equalities Impact Assessment at Appendix 1, and having due regard to the obligations set out in section 149 of the Equality Act 2010, the Cabinet approves the following:

1. The procurement strategy, for the award of one contract for the London Borough of Camden, and one contract for the London Borough of Islington, for a charge point operator to supply, install, maintain, operate and decommission (if necessary) a minimum of 1,100 lamp column charge points in Camden and Islington via a competitive flexible procedure under the Procurement Act 2023, for a total estimated aggregate value of £42.2m and a price/quality weighting of 32.5%/67.5%, to commence in July 2026 for a contract terms of 15 years plus one optional extension of one year.
2. That the Cabinet delegates authority to the Director of Environment and Sustainability to make any modifications or refinements to the procurement procedure detailed in this report, provided that such changes fall within the allowable parameters of the PA23 under the Competitive Flexible Procedure.
3. To delegate any further decisions on this, including the approval for the award of contract, to the Executive Director Investment, Place and Opportunity following consultation with the Cabinet Member for Planning and a Sustainable Camden.

Signed:



1 CONTEXT AND BACKGROUND

- 1.1. On a Borough wide, regional and national level, there is a commitment to reduce and mitigate the impact of transport-based emissions. To help with this, those with an essential need for a car are encouraged to switch to driving electric vehicles as they have zero tail pipe emissions.
- 1.2. Ensuring the availability of EV charging infrastructure for EVs is a key factor in achieving this. This is reflected in the inclusion of the provision of electric vehicle charge points as a measure to tackle transport generated emissions in a number of Council policy documents including:
 - The [Camden Transport Strategy 2019-2041](#), which states as Policy 5a -“Continue to plan for and develop a comprehensive network of EV charge points which responds to different needs, including freight, taxis, local residential charging, car clubs and the pan London Source London network.”
 - The [Camden Transport Strategy Delivery Plan 2025-28 & Local Implementation Plan](#), which states – “We have plans in place to install a further 600 plus charge points (mixture of fast and rapid chargers) by 2026, with bids in place for a further 500 lamp column charging points. Around 50 of the fast-charging points are being proposed to support car clubs to support EV operation of car clubs at those locations. Further bids/procurement exercises to deliver additional EVCPs will take place during the next three-year period.”
 - The [Camden Clean Air Action Plan 2023-26](#), Outcome 11, which states “enabling a switch from combustion engine vehicles to EV’s where vehicle use is unavoidable” by “installing electric vehicle charge points.”
 - The [Camden Climate Action Plan 2020-25](#), which states as an immediate action to “Roll out electric vehicle charge points across Camden in line with our EV Action Plan”.
- 1.3. In line with this, the Council identified the LEVI scheme as a possible source of funding to increase the level of EVCP provision in the borough. The LEVI scheme, unlike previous government funding schemes, has unique requirements, particularly in the area of procurement which boroughs must adhere to in order to access the funding. These requirements are aimed at ensuring that the scheme meets its aims of:
 - Delivering a step-change in the deployment of local, primarily low power, on-street charging infrastructure across England; and
 - Accelerating the commercialisation of, and investment in, the local charging infrastructure sector (encouraging charge point operators (CPOs) to contribute more to the scheme costs of EVCPs.
- 1.4. Key requirements of the scheme include:

- Collaboration between authorities (in the form of partnerships) which should result in joint procurement. The aim of this is to create fewer, larger projects which should drive scale and value most effectively.
- Appointing a 'lead borough' for the partnership which would have a number of responsibilities, including
 - Submitting the funding applications to LEVI and any other information required to support this required by LEVI,
 - Receiving the partnership funding and distributing it to other boroughs,
 - Leading on the procurement exercise,
 - Reporting on the required data points including KPIs, and providing utilisation and outages data up to 3 years after all LEVI installations have been completed.
- Procurement exercises should not be aimed at maximising revenue to local authorities but on encouraging CPOs to contribute more to the scheme costs and hence:
 - Cannot score gross turnover percentage;
 - Cannot require (and score) an annual charge where dedicated charging bays are provided as part of the infrastructure;
 - Can only score the tariff applied to the consumer under certain circumstances;
 - Can set a margin cap (the maximum price above energy costs that a charge point operator can charge a customer);
 - Can charge concession fees (an annual fee to cover staff costs to manage the scheme);
 - Should assign a high score to the additional number of charge points offered by the CPO in the evaluation (50% was recommended);
 - Can also request for a share of the gross margin (the Gross Revenue/turnover minus the price paid per kwh by the CPO for energy used to deliver the Services);
- Bids should only include charge points with speeds of up to 22kw;
- Using existing contracts or procurement routes will only be considered by exception, on a case-by-case basis. Any such contract will need to have been openly tendered and be in line with LEVI scheme rules; and
- A minimum contract length of 15 years.

1.5. In order to comply with the funding requirements, Camden is the lead borough for London Partnership 1, which consists of Camden and Islington. There is currently no opportunity for this partnership to expand.

1.6. The partnership has been provisionally awarded £1,212,250 for lamp column charge points and the funding will only be released after the partnership has secured approval for its application form and invitation to tender documents which were submitted on 13 June 2025.

1.7. The funding covers up to 50% of the project capital costs (supply, installation, operation, maintenance and decommissioning at the contract if necessary) for a minimum of 1,100 lamp column charge points (up to 5.5kw) in both boroughs. The appointed CPO will cover all remaining project capital costs in both boroughs.

1.8. It should be noted that for Camden, the project capital costs include the provision of 500 new lamp columns for charge points to be installed which are anticipated to be delivered under the public realm maintenance and improvements contracts.

- 1.9. In line with LEVI requirements, Camden will lead on the procurement exercise to appoint a supplier.
- 1.10. In addition to the funding for project capital costs, LEVI also provided resource funds for delivering the project from which Camden has secured £183,500 for officer time for up to 1 year for the following:
- A project Manager and EV Officer (£70,000);
 - Street Lighting Resource (Manager & Design Engineer (£75,000); and
 - Legal and Procurement Resource (£38,500).
- 1.11. The section below proposes an approach for appointing an operator for the lamp column charge points.

2 PROPOSALS AND REASONS

Procurement Approach Business Case

- 2.1. It is proposed that this procurement follows a Competitive Flexible Procedure, under the Procurement Act 2023 (PA 2023). Under the PA 2023, concession contracts are not permissible to be called-off via an existing framework agreement. Therefore it is proposed that Camden conducts its own procurement process and in order to ensure that tenderers are technically capable of delivering the contract, include an evaluated procurement specific questionnaire (PSQ) and conditions of participation (COP) stage to ascertain that bidders have the appropriate experience and capability to carry out, and manage, this service. The procurement will be conducted as a single process, with one set of award criteria, with the successful tenderer being awarded separate contracts to deliver in Camden and Islington. Each borough will seek their own contract award approval, and will manage their own contract.
- 2.2. To strike a balance between meeting LEVI's requirements as set out in point 1.4 and the Councils' requirements, potential Tender award criteria, subject to further development and refinement, are set out below:

Tender award criteria	Weighting (%)
Price	32.50%
Scale of solution - number of charge points offered by the CPO over and above the minimum requirement (as part of price)	27.50%
Percentage of gross margin – gross margin is defined as “gross turnover minus the price paid per kwh by the CPO for energy used to deliver the Services” (as part of price)	5.00%
Quality	67.50%
The charge points	10.00%
Delivering the site, and managing the contract and managing the customers	37.50%
Equality & Diversity	5.00%

Tender award criteria	Weighting (%)
Social Value	15.00%

- 2.3. The process will include an optional phase for negotiation, in the event that initial tenders are not acceptable to the Councils, and to ensure that value for money is achieved. However, initial tender offers will be required to be capable of acceptance by the Authorities.
- 2.4. Social Value has been prepared as a collaborative document between the London Borough of Camden and the London Borough of Islington. Islington's minimum weighting for Social Value is 20%, whereas Camden's is 10% so as a compromise both boroughs have agreed to a Social Value weighting of 15%. Set out below are the proposed minimum social value offerings the partnership will be asking for as part of the tender exercise:
- Apprentices to be provided over the 15 year Contract, 3 of which will be Camden residents, and 2 will be Islington residents;
 - 2 weeks exclusive advertising on the Good Work Camden and Islington equivalent for all jobs;
 - 2 workshops (career or school talks) per annum, per borough to support curriculum activities in the Euston Skills Centre;
 - 10% (of the total contract value) spend with local suppliers, split evenly between boroughs;
 - Attend 2 events per year to support a local environmental agenda;
 - Sign up to the Camden Climate alliance;
 - Make a donation to the charity of the CPO's choice.

Financial Analysis and Savings

- 2.5. To be able to install a large number of lamp column charge points, Camden requires 500 new lamp columns to be installed across the Borough as a number of our lamp columns currently can't have charge points installed in them. These will be installed at no cost to the Council as they are being funded by a combination of LEVI and CPO funding.
- 2.6. The Council will receive a Concession Fee from the CPO, which is a fixed annual fee, adjusted for CPI, to cover contract management costs. The Concession Fee will apply to 01/01/2030 (when the government's ban on the sale of new petrol and diesel cars comes into effect). Thereafter, the percentage of gross margin will come into effect, and whichever is greater – the concession fee or the percentage of gross margin – will apply as revenue to the Council.
- 2.7. The estimated contract value is £42.2m (£21.6m in Camden, and £20.6m in Islington). This estimate has been calculated in line with the method set out in the PA 2023 for calculating the value of concession contracts, as the maximum amount the supplier could expect to receive under or in connection with the contract, and is based on the following factors

- Camden:
 - The cost of the charge points;
 - The cost of the new lamp columns;
 - The expected level of charge point usage in Camden, and
 - The contract duration.
- Islington:
 - The cost of the charge points
 - The expected level of charge point usage in Islington, and
 - The contract duration.

3 OPTIONS APPRAISAL

3.1. The following options were considered in relation to this project:

Option 1: Recommended option

3.2. Details of this option and the reasons as to why it is considered appropriate are set out in Section 2 of the report.

Option 2: Insourcing

3.3. Insourcing is not considered appropriate as the Council does not have the internal resources / expertise to supply, install, operate and maintain electric vehicle charge points. EVCPs are a specialist type of infrastructure, requiring specialist knowledge and the opportunity for a sector specialist to benefit from economies of scale to supply the charge points.

Option 3: Using a framework

3.4. This is not considered appropriate as, under the PA 2023, Concession Contracts are not permissible to be awarded via an existing framework agreement.

Option 4: The Council procures the charge points independently of LEVI and Islington

3.5. This is not considered appropriate as:

- LEVI are contributing a share of up to 50% funding to the capital cost of the project – it is anticipated this would result in the best financial return to the Council;
- LEVI are contributing £183,500 in capability funding - this will ensure the necessary resources are in place to deliver the project, and
- Procuring jointly with the London Borough of Islington under LEVI will help achieve scalability; ie. this will deliver more charge points in the Borough.

4 WHAT ARE THE KEY IMPACTS / RISKS? HOW WILL THEY BE ADDRESSED?

4.1. Project specific impacts / risks, and the associated mitigation strategy are set out below.

Risk	Impact	Mitigation strategy
The Office for Zero Emission Vehicles (OZEV) does not approve our partnership's application for funding	High	Officers have endeavoured to align our application with LEVI's Heads of Terms. We have also undertaken soft-market testing and a couple of CPOs have expressed a willingness to fully fund our proposals for EVCPs and new lamp columns
CPOs don't submit a bid for the EVCPs as they are put off by the requirement to fund 500 new lamp columns	High	As stated above, Camden have undertaken soft-market engagement and CPOs have indicated their willingness to fund new lamp columns as part of the LEVI scheme, or outside the LEVI scheme.
LEVI scheme does not approve their funding to be used for new lamp columns in Camden	High	OZEV have recognised the rationale for replacing the lamp columns following meetings with Camden officers
LEVI changes its funding allocation to the partnership, so the proposals are no longer commercially attractive to CPOs	High	As stated above, Camden have undertaken soft market engagement and CPOs have indicated their willingness to fully fund both charge points and new lamp columns outside of the LEVI scheme
Our partner borough, Islington, decide to withdraw from the LEVI scheme	Medium	OZEV have indicated that local authorities would still be able to proceed to procurement if partners drop out.

Modern Slavery

- 4.2. The EVCP market is a technical market, requiring specialist knowledge and training. Therefore, it is considered unlikely the market would have a risk of potential exploitation under Modern Slavery. However, during the tender process, bidders will be required to address this issue.

The Living Wage

- 4.3. Camden is a London Living Wage (LLW) accredited Council, therefore, as part of its accreditation, Camden has committed to paying its staff and contractors the LLW and any commissioning therefore must make appropriate provision.

5 CONSULTATION / ENGAGEMENT

- 5.1. As part of the development of the Camden Transport Strategy (CTS) in 2018, engagement was undertaken with a wide range of stakeholders through workshops,

meetings and a full public consultation, which demonstrated strong support for the CTS objectives. The CTS consultation also showed support for specific policies and measures such as rolling out a network of electric vehicle charging points (EVCPs). Stakeholders were also consulted for Camden's Clean Air Action Plan 2023-26 and Camden's Climate Action Plan 2020-25, which include the provision of electric vehicle charge points as a measure to tackle transport generated emissions.

Equality Impact Analysis (EIA)

- 5.2. The EIA shows no potential for discrimination and all appropriate opportunities to advance equality and foster good relations have been taken.
- 5.3. The tender process will require charge point operators to demonstrate how they will work towards the requirements of PAS1899. PAS1899 provides BSI guidelines on the physical environment, placement and design of EVCPs, for those with diverse accessibility needs.
- 5.4. An increase in electric vehicle charge points improves access to charging infrastructure for all. Additionally, if the proposals are successful in encouraging a switch to electric vehicles use / ownership, they are likely to contribute to addressing the negative impacts of motorized travel including to climate change, air quality and levels of physical activity from which all stakeholders including those with protected characteristics could benefit.

6 LEGAL IMPLICATIONS

- 6.1. Legal Services have reviewed this report in light of the Council's Contract Standing Orders (CSOs) and the Procurement Act 2023.
- 6.2. The report relates to a procurement strategy to commission a contract for the provision of Lamp Column Charge Points, funded by the LEVI (Local Electric Vehicle Investment) scheme. The strategy recommends the use of the Competitive Flexible Procedure to procure a contract based on a price/quality split of 32.5%/67.5%, leading to an award of contract for an initial term of 15 years, plus one optional extension of one year. The total value of the contracts, including extensions, is a total estimated joint cost of £42.2m.
- 6.3. Legal Services have assessed the strategy set out in this report and believe the recommended option is in compliance with CSOs and the PA23.
- 6.4. In line with Contract Standing Order C4, given the estimated contract value the decision to approve the procurement strategy is to be approved by Cabinet.

7 RESOURCE IMPLICATIONS

- 7.1. The contracts will be funded from external funding; LEVI will contribute £932,500, and the appointed CPO (charge point operator) will match fund the balance to install a minimum of 500 lamp columns and accompanying lamp column charge points at no cost to the Council.
- 7.2. LEVI will also provide additional funding of £183,500 for staff cost for one year to deliver the project.
- 7.3. The estimated contract start date is July 2026. The duration is 15 years, plus one

optional extension period of one-year; therefore the contract will run from July 2026 to June 2041 (June 2042 if one-year optional extension is taken up).

- 7.4. The estimated contract value (Camden only) is £21.6 million over 15 years, plus one-year optional extension. This is equivalent to £1.350 million per annum.
- 7.5. The contract is expected to generate income by way of a concession fee up to January 2030. After January 2030, a share of gross margin will be considered, and the greater of the concession fee or the share of gross margin will be applied as revenue to the Council.
- 7.6. The income will offset any overspends elsewhere in the service and could offer the opportunity to right size other budgets.
- 7.7. The CPO will be responsible for the implementation, operational and maintenance costs of the charge points.

8 ENVIRONMENTAL IMPLICATIONS

- 8.1. The proposals detailed within this report would have positive implications for the environment by encouraging the use of electric vehicles where there is essential need for a car. It is anticipated that this would contribute to improving air quality and reducing road transport greenhouse gas emissions. The proposals align with the objectives of our [Camden Clean Air Action Plan 2023-26](#) and [Climate Action Plan](#). In particular the proposals align with one of the 17 recommendations of the Citizens Assembly into the Climate Emergency in Camden, which was to “enable electric transport with infrastructure and incentives”.

9 TIMETABLE FOR IMPLEMENTATION

- 9.1 An indicative timeframe is set out below.

Key milestones	Indicative Date (or range)
Procurement strategy report – Cabinet	September 2025
Tender advert	October 2025
Deadline for return of Conditions of Participation	November 2025
Conditions of Participation evaluation period	December 2025
Invitations to tender issued	December 2025
Deadline for submission of tenders	February 2026
Tender evaluation and clarification/optional negotiation period	March 2026
Contract Award Report – Executive Director Supporting Communities (or new equivalent role)	April 2026
Winning Tenderer’s Social Value Delivery Plan logged	April 2026

Key milestones	Indicative Date (or range)
Standstill Period – 8 working days	April 2026
Contract signature / sealing	April 2026
Transition to the new arrangements	May – June 2026
Contract start date	July 2026

10 APPENDICES

10.1 Appendix 1 – Equalities Impact Assessment

REPORT ENDS