

50208-2026 - Competition

Ireland – Promotional services – 25/054- Framework for the Provision of Sales and Associated Services to Gas Networks Ireland

OJ S 16/2026 23/01/2026

Contract or concession notice – standard regime
Services

1. Buyer

1.1. Buyer

Official name: Gas Networks Ireland

Email: Tenders@gasnetworks.ie

Legal type of the buyer: Body governed by public law

Activity of the contracting authority: General public services

Activity of the contracting entity: Production, transport or distribution of gas or heat

2. Procedure

2.1. Procedure

Title: 25/054- Framework for the Provision of Sales and Associated Services to Gas Networks Ireland

Description: The Contracting Entity is undertaking a competitive tender process to appoint a sales service provider to implement and deliver a complete and integrated sales service to its subsidiaries Gas Networks Ireland and GNI trading as Aurora Telecom A key objective of this requirement is to support the provision of efficient sales services in order to help grow the business of Gas Networks Ireland including New Connections, Aurora Telecom fibre, Compressed Natural Gas (CNG) for Transport and Renewable Gas and any other emerging areas of the energy business requiring sales services and support during the lifetime of this Contract. Targeting customers in the following sectors - • New Housing Developments • Mature Domestic Homes • Small and Medium Enterprise (SME) • Transport (CNG) • Public Sector Buildings • Renewable Gas Opportunities The Contracting Entity wishes to appoint a sales service provider whose responsibilities will include the provision of services associated with, but not limited to, the following – 1. Sales & Channel Strategy 2. Sales Execution and Delivery 3. Sales Metrics and Reporting 4. Sales Ways of Working & Procedures See attached appendix 3 of this document for further detail on scope. The provision of the above services may include sales services provider resource requirements including, but not limited to : • Sales Engineers • Regional Sales Managers • Account Manager • Marketing Campaign Coordinator • Researchers/Analysts • Sales Representatives • Sales Brokers • Telesales Agents • Door-to-Door Canvassers (domestic or commercial) • Back-Office/Lead Generation Support • CRM system admin support • Call Centre Agents • Others as may come up from time to time See appendix 3 of the PQQ document for further details on scope

Procedure identifier: d87fdc04-4c98-4fc4-aa01-19bf4626c97a

Type of procedure: Negotiated with prior publication of a call for competition / competitive with negotiation

The procedure is accelerated: no

2.1.1. Purpose

Main nature of the contract: Services

Main classification (cpv): 79342200 Promotional services

Additional classification (cpv): 79000000 Business services: law, marketing, consulting, recruitment, printing and security, 79340000 Advertising and marketing services, 79342000 Marketing services, 79342100 Direct marketing services, 79342300 Customer services, 79342310 Customer survey services, 79342311 Customer satisfaction survey, 79342320 Customer-care services, 79512000 Call centre, 79211120 Sales and purchases recording services

2.1.2. Place of performance

Country: Ireland

Anywhere in the given country

2.1.3. Value

Estimated value excluding VAT: 21 000 000,00 EUR

Maximum value of the framework agreement: 21 000 000,00 EUR

2.1.4. General information

Legal basis:

Directive 2014/25/EU

2.1.6. Grounds for exclusion

Sources of grounds for exclusion: Procurement Document

5. Lot

5.1. Lot: LOT-0001

Title: 25/054- Framework for the Provision of Sales and Associated Services to Gas Networks Ireland

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Internal identifier: 0

5.1.1. Purpose

Main nature of the contract: Services

Main classification (cpv): 79342200 Promotional services

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5.1.2. Place of performance

Country: Ireland

Anywhere in the given country

5.1.3. Estimated duration

Duration: 60 Months

5.1.4. Renewal

Maximum renewals: 3

5.1.5. Value

Estimated value excluding VAT: 21 000 000,00 EUR

5.1.6. General information

Reserved participation:

Participation is not reserved.

Procurement Project not financed with EU Funds.

The procurement is covered by the Government Procurement Agreement (GPA): yes

5.1.7. Strategic procurement

Aim of strategic procurement: No strategic procurement

5.1.9. Selection criteria

Sources of selection criteria: Procurement Document

5.1.10. Award criteria

Criterion:

Type: Price

Description: MEAT (Price & Quality)

Criterion:

Type: Quality

Description: MEAT (Price & Quality)

5.1.11. Procurement documents

Deadline for requesting additional information: 12/02/2026 12:00:00 (UTC+00:00) Western European Time, GMT

Address of the procurement documents: <https://www.etenders.gov.ie/epps/home.do>

5.1.12. Terms of procurement

Terms of submission:

Electronic submission: Required

Address for submission: <https://www.etenders.gov.ie/epps/cft/viewTenders.do?resourceId=7358899>

Languages in which tenders or requests to participate may be submitted: English

Electronic catalogue: Not allowed

Tenderers may submit more than one tender: Not allowed

Deadline for receipt of requests to participate: 20/02/2026 12:00:00 (UTC+00:00) Western European Time, GMT

Terms of contract:

The execution of the contract must be performed within the framework of sheltered employment programmes: No

Conditions relating to the performance of the contract: Please refer to PQQ document.

Financial arrangement: Selection criteria as stated in the procurement documents

5.1.15. Techniques

Framework agreement:

Framework agreement, without reopening of competition

Information about the dynamic purchasing system:

No dynamic purchase system

5.1.16. Further information, mediation and review

Review organisation: The High Court of Ireland

Organisation providing additional information about the procurement procedure: Gas Networks Ireland

Organisation providing offline access to the procurement documents: Gas Networks Ireland

Organisation providing more information on the review procedures: The High Court of Ireland

Organisation receiving requests to participate: Gas Networks Ireland

Organisation processing tenders: Gas Networks Ireland

8. Organisations

8.1. ORG-0001

Official name: Gas Networks Ireland

Registration number: 555744

Postal address: Gasworks Road

Town: Cork

Postcode: T12RX96

Country subdivision (NUTS): Dublin (IE061)

Country: Ireland

Email: Tenders@gasnetworks.ie

Telephone: 0214500000

Internet address: www.gasnetworks.ie

Buyer profile: www.gasnetworks.ie

Roles of this organisation:

Buyer

Organisation providing additional information about the procurement procedure

Organisation providing offline access to the procurement documents

Organisation receiving requests to participate

Organisation processing tenders

8.1. ORG-0002

Official name: The High Court of Ireland

Registration number: The High Court of Ireland

Department: The High Court of Ireland

Postal address: Four Courts, Inns Quay, Dublin 7

Town: Dublin

Postcode: D07 WDX8

Country subdivision (NUTS): Dublin (IE061)

Country: Ireland

Email: HighCourtCentralOffice@courts.ie

Telephone: +353 1 8886000

Roles of this organisation:

Review organisation

Organisation providing more information on the review procedures

8.1. ORG-0003

Official name: European Dynamics S.A.

Registration number: 002024901000

Department: European Dynamics S.A.

Town: Athens

Postcode: 15125

Country subdivision (NUTS): Βόρειος Τομέας Αθηνών (EL301)

Country: Greece

Email: eproc-esender@eurodyn.com

Telephone: +30 2108094500

Roles of this organisation:

TED eSender

Notice information

Notice identifier/version: 6f79c1f4-8a67-4580-a5ff-f4cf320493f3 - 01

Form type: Competition

Notice type: Contract or concession notice – standard regime

Notice subtype: 17

Notice dispatch date: 21/01/2026 14:11:10 (UTC+00:00) Western European Time, GMT

Languages in which this notice is officially available: English

Notice publication number: 50208-2026

OJ S issue number: 16/2026

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