

INVITATION TO TENDER
Circular Business Models Pilot – Implementation Partner

9th December 2025

About the British Fashion Council and Institute of Positive Fashion

The British Fashion Council (BFC) is a not-for-profit organisation focused on the responsible growth, innovation, and amplification of the British fashion industry. We champion British fashion on the world stage by pioneering world class programmes that unlock and elevate British creative talent. This is made possible and fuelled by an extraordinarily diverse and inspiring community of advocates, icons, experts, and fans.

The Institute of Positive Fashion (IPF) is the BFC's climate think and action tank, who designed and delivered major fashion industry initiatives including the Circular Fashion Ecosystem Project, the Circular Fashion Innovation Network, and now the Low Carbon Transition programme.

Background

Since 2024, thanks to funding from the Greater London Authority's UK Shared Prosperity Fund (UKSPF), the BFC's IPF has been supporting 75 London-based designer fashion brands who are small medium enterprises through the Low Carbon Transition (LCT) Programme, which has enabled participating Small Medium Enterprises (SMEs) to measure their scope 1-3 emissions and develop a decarbonisation roadmap to 2030.

The programme also incorporated circularity into the programme syllabus, enabling participating brands to learn about the role of circularity and circular business models in their decarbonisation journey and explore potential opportunities to embed these into their businesses. More details can be found on <https://instituteofpositivefashion.com/Low-Carbon-Transition-Programme> including the Phase 1 report detailing an overview of the programme and insights.

The LCT Programme is set to conclude on 31st March 2026.

Summary Brief

The BFC is looking to appoint a Partner to develop and implement a Circular Business Models (CBMs) Pilot to build upon existing work to date on the LCT Programme.

Through this work, we will seek to engage a selection of SMEs (i.e. a target cohort of 10 brands) who have participated in the LCT Programme and support them to turn CBM ambition into action by having a clear roadmap and KPIs in place. This work should make the link between CBMs and the decarbonisation agenda and demonstrate progress made on a brand's CBMs ambitions and actions, before the LCT Programme formally concludes in March 2026.

If the total number of participating SME's falls below the target cohort of 10, the Partner will implement a revised engagement model to ensure that all enrolled brands still receive high-value support and that the programme outcomes remain strong.

The budget for this work is £10,000 (exclusive of VAT) and the delivery timeline will be January – March 2026.

Tender process

Please submit a full tender response to the brief outlined. At a minimum your tender should



include:

- A playback of BFC requirements
- Overview of approach and content
- Key deliverables
- Expected outcomes & impact
- Details of relevant experience
- Timelines for engagement and a high-level overview plan
- Itemised cost breakdown

The procurement of this contract will be via a one-stage invitation to tender process (with no pre-qualification questionnaire stage). However, tenders received will be tested against minimum essential selection criteria on a pass or fail basis. Those that pass will then be scored against the award criteria set out below. The selection will be based on:

- Your capabilities to deliver on this brief
- Examples from previous work
- Expertise in the circular economy and embedding circular business models into fashion businesses

Tenders that pass the selection process will be considered against the following award criteria:

| Award criteria | Maximum score | Weighting |
|--|---------------|-------------|
| Understanding of the aims of the brief, including demonstration of how the brief will be delivered | 5 | 40% |
| Value and value-add; to include cost, details of experience, differentiation against competitors | 5 | 40% |
| Methodology and critical path to deliver required activities | 5 | 10% |
| Overall quality of proposal | 5 | 10% |
| Total score | 20 | 100% |

Maximum total score = 20

Weighting: 1 = Poor 5 = Excellent

Tender deadline

All submissions must be received by **Thursday 18th December at midday**. Responses should be emailed to the BFC's IPF team at hello@instituteofpositivefashion.com with the subject header: "LCT CBMs Pilot: ITT Response"