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Contract

ID 4939800 DfE - Invest NI - Sales Deliverability Appraisal Framework

Invest NI

Invest Northern Ireland

F03: Contract award notice

Notice identifier: 2024/S 000-000815

Procurement identifier (OCID): ocds-h6vhtk-04086e

Published 10 January 2024, 2:32pm

Section I: Contracting authority

I.1) Name and addresses

Invest NI

Bedford Square, 1 Bedford Street

BELFAST

BT2 7ES

Contact

SSDAdmin.CPDfinance-ni.gov.uk

Email

SSDAdmin.CPD@finance-ni.gov.uk

Country

United Kingdom

Region code

UK - United Kingdom

Internet address(es)

Main address

<https://etendersni.gov.uk/epps>

Buyer's address

<https://etendersni.gov.uk/epps>

I.1) Name and addresses

Invest Northern Ireland

Bedford Square, Bedford Street

Belfast

BT2 7ES

Email

SSDAdmin.CPD@finance-ni.gov.uk

Country

United Kingdom

Region code

UK - United Kingdom

Internet address(es)

Main address

<https://etendersni.gov.uk/epps>

Buyer's address

<https://etendersni.gov.uk/epps>

I.2) Information about joint procurement

The contract involves joint procurement

I.4) Type of the contracting authority

Body governed by public law

I.5) Main activity

General public services

Section II: Object

II.1) Scope of the procurement

II.1.1) Title

ID 4939800 DfE - Invest NI - Sales Deliverability Appraisal Framework

Reference number

ID 4939800

II.1.2) Main CPV code

- 79400000 - Business and management consultancy and related services

II.1.3) Type of contract

Services

II.1.4) Short description

Invest NI wishes to establish a framework of Contractors to undertake Sales Deliverability Appraisals, when staff resources or specialist sector expertise to undertake a particular exercise are not available within Invest NI. There shall be no limit to the number of Contractors appointed to the framework, and for the award of individual assignments all Contractors will be invited to tender for individual assignments through a Call Off Competition.

II.1.6) Information about lots

This contract is divided into lots: No

II.1.7) Total value of the procurement (excluding VAT)

Value excluding VAT: £490,000

II.2) Description

II.2.2) Additional CPV code(s)

- 79000000 - Business services: law, marketing, consulting, recruitment, printing and security
- 79410000 - Business and management consultancy services
- 79411000 - General management consultancy services

II.2.3) Place of performance

NUTS codes

- UKN - Northern Ireland

II.2.4) Description of the procurement

Invest NI wishes to establish a framework of Contractors to undertake Sales Deliverability Appraisals, when staff resources or specialist sector expertise to undertake a particular exercise are not available within Invest NI. There shall be no limit to the number of Contractors appointed to the framework, and for the award of individual assignments all Contractors will be invited to tender for individual assignments through a Call Off Competition.

II.2.5) Award criteria

Quality criterion - Name: AC1 Personnel Due Diligence Experience / Weighting: 42

Quality criterion - Name: AC2 Proposed Methodology / Weighting: 18

Cost criterion - Name: AC3 Daily Rate / Weighting: 40

II.2.11) Information about options

Options: Yes

Description of options

option to extend for any period up to and including 36 months.

II.2.13) Information about European Union Funds

The procurement is related to a project and/or programme financed by European Union funds: No

Section IV. Procedure

IV.1) Description

IV.1.1) Type of procedure

Open procedure

IV.1.3) Information about a framework agreement or a dynamic purchasing system

The procurement involves the establishment of a framework agreement

IV.1.8) Information about the Government Procurement Agreement (GPA)

The procurement is covered by the Government Procurement Agreement: Yes

IV.2) Administrative information

IV.2.1) Previous publication concerning this procedure

Notice number: [2023/S 000-029470](#)

IV.2.9) Information about termination of call for competition in the form of a prior information notice

The contracting authority will not award any further contracts based on the above prior information notice

Section V. Award of contract

Contract No

1

Title

ID 4939800 DfE - Invest NI - Sales Deliverability Appraisal Framework

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

10 January 2024

V.2.2) Information about tenders

Number of tenders received: 10

Number of tenders received from SMEs: 9

Number of tenders received from tenderers from other EU Member States: 0

Number of tenders received from tenderers from non-EU Member States: 10

Number of tenders received by electronic means: 10

The contract has been awarded to a group of economic operators: Yes

V.2.3) Name and address of the contractor

KAPPA CONSULTING

73 BALLYSCALLAGH ROAD

BANGOR

BT19 1UT

Email

hilary@kappa-consult.com

Country

United Kingdom

NUTS code

- UK - United Kingdom

Internet address

<https://etendersni.gov.uk/epps>

The contractor is an SME

Yes

V.2.3) Name and address of the contractor

John Edmund

56 Warren Road

DONAGHADEE

BT21 0PD

Email

johnedmund@enterprise.net

Country

United Kingdom

NUTS code

- UK - United Kingdom

Internet address

<https://etendersni.gov.uk/epps>

The contractor is an SME

Yes

V.2.3) Name and address of the contractor

LMC ASSOCIATES

128 Ballystockart Road Comber

NEWTOWNARDS

BT23 5PP

Email

lydia@lmc-associates.co.uk

Country

United Kingdom

NUTS code

- UK - United Kingdom

Internet address

<https://etendersni.gov.uk/epps>

The contractor is an SME

Yes

V.2.3) Name and address of the contractor

D Fitzpatrick Associates

64 Garland Hill

BELFAST

BT8 6YL

Email

deirdrefitzpatrick@btopenworld.com

Country

United Kingdom

NUTS code

- UK - United Kingdom

Internet address

<https://etendersni.gov.uk/epps>

The contractor is an SME

Yes

V.2.3) Name and address of the contractor

KPMG

The Soloist Building, 1 Lanyon Place

Belfast

BT1 3LP

Email

ie-fm-belfasttenders@kpmg.ie

Country

United Kingdom

NUTS code

- UK - United Kingdom

Internet address

<https://etendersni.gov.uk/epps>

The contractor is an SME

No

V.2.3) Name and address of the contractor

STRATEGEM IRELAND LTD

39 Monree Road

Craigavon

BT66 7LZ

Email

aerskine@strategem-ireland.com

Country

United Kingdom

NUTS code

- UK - United Kingdom

Internet address

<https://etendersni.gov.uk/epps>

The contractor is an SME

Yes

V.2.3) Name and address of the contractor

KAREN THOMPSON CONSULTING

8 Carney Hill

HOLYWOOD

BT18 0JR

Email

karen@karenthompsonconsulting.com

Country

United Kingdom

NUTS code

- UK - United Kingdom

Internet address

<https://etendersni.gov.uk/epps>

The contractor is an SME

Yes

V.2.3) Name and address of the contractor

CORE CONSULTING BUSINESS GROWTH ADVISORS LTD

39a Main Street

Bangor

BT20 5AF

Email

dave@consultcore.co.uk

Country

United Kingdom

NUTS code

- UK - United Kingdom

Internet address

<https://etendersni.gov.uk/epps>

The contractor is an SME

Yes

V.2.3) Name and address of the contractor

Frontline Consultants Ltd

11 Academy Street

COATBRIDGE

ML5 3AW

Email

danielle.gallagher@frontlinemc.com

Country

United Kingdom

NUTS code

- UK - United Kingdom

Internet address

<https://etendersni.gov.uk/epps>

The contractor is an SME

Yes

V.2.3) Name and address of the contractor

KR CONSULTING SERVICES LTD

9 Briston Grove

LONDON

N8 9EX

Email

katherine@krconsult.co.uk

Country

United Kingdom

NUTS code

- UK - United Kingdom

Internet address

<https://etendersni.gov.uk/epps>

The contractor is an SME

Yes

V.2.4) Information on value of contract/lot (excluding VAT)

Initial estimated total value of the contract/lot: £490,000

Total value of the contract/lot: £490,000

Section VI. Complementary information

VI.3) Additional information

Contractors not delivering on contract requirements is a serious matter. It means the public purse is not getting what it is paying for.. If a contractor fails to reach satisfactory levels of contract performance they will be given a specified time to improve. If, after the specified time, they still fail to reach satisfactory levels of contract performance, the matter will be escalated to senior management in CPD for further action. If this occurs and your performance does not improve to satisfactory levels within the specified period, this can be considered grounds for termination of the contract at your expense as provided for in the Conditions of Contract In lieu of termination, CPD may issue a Notice of Written Warning or a Notice of Unsatisfactory Performance. A supplier in receipt of multiple. Notices of Written Warning or a Notice of Unsatisfactory Performance may, in accordance with The Public Contracts Regulations 2015 (as amended) be excluded from future public procurement competitions for a period of up to three years. The figure stated in V.2.4 is a maximum that can be spent through the framework over the full term and does not give any. guarantee of any level of business that may be awarded under the agreement.

VI.4) Procedures for review

VI.4.1) Review body

The UK does not have any such bodies with responsibility for appeal/mediation procedures. Instead; any challenges are dealt with by the High Court, Commercial Division to which proceedings may be issued regarding alleged breaches of the PCR 2015 as amended

UK

Country

United Kingdom

VI.4.3) Review procedure

Precise information on deadline(s) for review procedures

CPD complied with the Public Contracts Regulations 2015 (as amended) and incorporated a standstill period (i.e. a minimum of 10 calendar days) at the point information on the award of contract was communicated to tenderers. That notification provided full information on the award. decision. This provided time for the unsuccessful tenderers to challenge the. award decision before the contract was entered into.