

This is a published notice on the Find a Tender service: <https://www.find-tender.service.gov.uk/Notice/000985-2023>

Awarded contract

NU/1707 - The Provision of International Market Research and Business Development - USA

Newcastle University

F03: Contract award notice

Notice reference: 2023/S 000-000985

Published: 12 January 2023, 2:38pm

Section I: Contracting authority

I.1) Name and addresses

Newcastle University

Newcastle University, Procurement Services, Kingsgate

Newcastle

NE1 7RU

Contact

Neil Addison

Email

pruchasing@ncl.ac.uk

Telephone

+44 1912086396

Country

United Kingdom

NUTS code

UKC22 - Tyneside

Internet address(es)

Main address

<https://www.ncl.ac.uk>

Buyer's address

<https://www.ncl.ac.uk>

I.2) Information about joint procurement

The contract is awarded by a central purchasing body

I.4) Type of the contracting authority

Body governed by public law

I.5) Main activity

Education

Section II: Object

II.1) Scope of the procurement

II.1.1) Title

NU/1707 - The Provision of International Market Research and Business Development - USA

Reference number

DN561509

II.1.2) Main CPV code

- 79900000 - Miscellaneous business and business-related services

II.1.3) Type of contract

Services

II.1.4) Short description

The USA is a top priority region for engagement for Newcastle University. International student recruitment is a high priority and we wish to enhance our capacity to engage with students interested in studying in the UK and to build the profile and the brand of the University across the US. In addition, the University wishes to broaden the range of its activities in the USA, including the development of academic partnerships with high quality HEIs, development of relations with government, NGO and corporate organisations, exchange and placement of students and staff for studies, work, and other forms of experiential learning.

II.1.6) Information about lots

This contract is divided into lots: No

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

Lowest offer: 12,000 USD / Highest offer: 97,372 USD taken into consideration

II.2) Description

II.2.2) Additional CPV code(s)

- 75100000 - Administration services

II.2.3) Place of performance

NUTS codes

- US - United States

II.2.4) Description of the procurement

Based in the USA the Firm will be able to employ staff who can provide a range of services that will enable us to offer an in-country liaison, advice and marketing activity to support the University's strategies.

II.2.5) Award criteria

Quality criterion - Name: Mandatory, Discretionary and Qualitative Exclusion Questions /
Weighting: Pass/Fail

Quality criterion - Name: Technical Merit / Weighting: 60

Price - Weighting: 40

II.2.11) Information about options

Options: Yes

Description of options

The contract may be extended for two further periods of one year each at the option of the University.

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

Award of a contract without prior publication of a call for competition in the cases listed below

- No tenders or no suitable tenders/requests to participate in response to restricted procedure

Explanation:

The justification is a failed tender which saw no acceptable offers submitted.

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: [2021/S 000-020294](#)

Section V. Award of contract

Contract No

NU1707

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

11 January 2023

V.2.2) Information about tenders

Number of tenders received: 1

Number of tenders received from SMEs: 1

Number of tenders received from tenderers from non-EU Member States: 1

Number of tenders received by electronic means: 1

The contract has been awarded to a group of economic operators: No

V.2.3) Name and address of the contractor

Foothold America Inc.

68 Harrison Avenue

Boston

02111

Country

United States

NUTS code

- US - United States

The contractor is an SME

No

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

Lowest offer: 12,000 USD / Highest offer: 97,372 USD taken into consideration

Section VI. Complementary information

VI.4) Procedures for review

VI.4.1) Review body

Newcastle University

Tyne and Wear

NE1 7RU

Country

United Kingdom

VI.4.2) Body responsible for mediation procedures

Newcastle University

Tyne and Wear

Country

United Kingdom

VI.4.3) Review procedure

Precise information on deadline(s) for review procedures

The University will incorporate a standstill period at the point information on the award of the contract is communicated to tenderers. That notification will provide full information on the award decision. The standstill period, which will be for a minimum of 10 calendar days, provides time for unsuccessful tenderers to challenge the award decision before the contract is entered into.

The Public Contracts Regulations 2015 (SI 2015 No 102) provide for aggrieved parties who have been harmed or are at risk of harm by a breach of the rules to take action in the High Court (England, Wales and Northern Ireland) within 30 days of knowledge or constructive knowledge of breach.