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Tender

## **SC20066 - Inward Investment**

Kent County Council

F02: Contract notice

Notice identifier: 2021/S 000-002394

Procurement identifier (OCID): ocds-h6vhtk-0290c1

Published 5 February 2021, 4:29pm

### **Section I: Contracting authority**

#### **I.1) Name and addresses**

Kent County Council

Sessions House

Maidstone

ME14 1XQ

#### **Contact**

Miss Laura Garay

#### **Email**

[Laura.Garay@kent.gov.uk](mailto:Laura.Garay@kent.gov.uk)

#### **Telephone**

+44 3000416282

## **Country**

United Kingdom

## **NUTS code**

UKJ4 - Kent

## **Internet address(es)**

Main address

<http://www.kent.gov.uk>

Buyer's address

<http://www.kent.gov.uk>

## **I.3) Communication**

The procurement documents are available for unrestricted and full direct access, free of charge, at

<https://www.kentbusinessportal.org.uk/>

Additional information can be obtained from the above-mentioned address

Tenders or requests to participate must be submitted electronically via

<https://www.kentbusinessportal.org.uk/>

## **I.4) Type of the contracting authority**

Regional or local authority

## **I.5) Main activity**

General public services

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## **Section II: Object**

### **II.1) Scope of the procurement**

#### **II.1.1) Title**

SC20066 - Inward Investment

Reference number

DN525434

#### **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**

Kent County Council is seeking a supplier that can be the inward investment agency for Kent and Medway. The successful supplier must demonstrate an excellent understanding of the key issue's companies face when looking to relocate, an understanding of the industrial and commercial property market in Kent and Medway, how to identify and develop leads, how to support companies during the relocation process, and how to support companies following their relocation. The successful supplier should be able to demonstrate competence in the delivery of inward investment services. The core of the contract will be to provide support to SMEs, in accordance with the requirements of the ESIF Programme, but the successful candidate will also be required to support non-SMEs. This part of the contract will not be funded by the European Regional Development Fund (ERDF).

#### **II.1.5) Estimated total value**

Value excluding VAT: £1,500,000

#### **II.1.6) Information about lots**

This contract is divided into lots: No

### **II.2) Description**

### **II.2.3) Place of performance**

NUTS codes

- UKJ4 - Kent

### **II.2.4) Description of the procurement**

Kent's Interim Strategic Plan, "Setting the Course", places a strong emphasis on the importance of attracting investment, and we encourage locally based agencies to work closely with government agencies to bring new investment into the area. We are looking to consolidate and increase our promotion of Kent and Medway as a UK inward investment gateway, alongside secured commitment from Government and the Department for International Trade (DIT) to match local support for inward investment where it is focused around sectors in which Kent and Medway have particular strengths.

Kent County Council is seeking a supplier that can be the inward investment agency for Kent and Medway. The successful supplier must demonstrate an excellent understanding of the key issues companies face when looking to relocate, an understanding of the industrial and commercial property market in Kent and Medway, how to identify and develop leads, how to support companies during the relocation process, and how to support companies following their relocation. The successful supplier should be able to demonstrate competence in the delivery of inward investment services. The core of the contract will be to provide support to SMEs, in accordance with the requirements of the ESIF Programme, but the successful candidate will also be required to support non-SMEs. This part of the contract will not be funded by the European Regional Development Fund (ERDF).

The successful supplier will be expected to deliver, alongside Kent County Council and Medway Council, specific outcomes that contribute to economic development in Kent and Medway and will work closely with stakeholders in the county and internationally, including DIT and the South East Local Enterprise Partnership. Prospective bidders are required to specify how they will perform this role, and to demonstrate competence in such delivery.

The successful supplier will develop innovative and creative solutions to secure inward investment in Kent and Medway. The key features of the service are; Securing external investment into Kent and Medway that creates new jobs; Promoting Kent and Medway to overseas markets; Maintaining close contact with investing businesses through an after-care programme.

Prospective bidders are required to specify how they will deliver these.

The successful supplier will also demonstrate how it will deliver and contribute to the following economic outcomes for Kent and Medway: More investment opportunities from overseas markets; Increased supply chain benefits for local businesses; More inward

investment in Kent and Medway; Raised profile as a destination for inward and foreign direct investment.

All Expressions of Interest must be registered via the Kent Business Portal and all interested candidates must submit a Selection Questionnaire via the Kent Business Portal by midday on the 10th March 2021. The Selection Questionnaire consists of a range of pass/fail questions, only Candidates who meet the minimum criteria will proceed to receive the Tender process.

This notice is placed in consideration of The Public Contract Regulations, Regulation 32 (9) to (12), subject to additional funding being made available during the lifetime of the initial contract.

### **II.2.5) Award criteria**

Price is not the only award criterion and all criteria are stated only in the procurement documents

### **II.2.7) Duration of the contract, framework agreement or dynamic purchasing system**

Duration in months

21

This contract is subject to renewal

No

### **II.2.10) Information about variants**

Variants will be accepted: No

### **II.2.11) Information about options**

Options: No

### **II.2.13) Information about European Union Funds**

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

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## **Section IV. Procedure**

### **IV.1) Description**

#### **IV.1.1) Type of procedure**

Competitive procedure with negotiation

#### **IV.1.5) Information about negotiation**

The contracting authority reserves the right to award the contract on the basis of the initial tenders without conducting negotiations

#### **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.2.2) Time limit for receipt of tenders or requests to participate**

Date

10 March 2021

Local time

12:00pm

#### **IV.2.4) Languages in which tenders or requests to participate may be submitted**

English

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## **Section VI. Complementary information**

### **VI.1) Information about recurrence**

This is a recurrent procurement: No

### **VI.4) Procedures for review**

#### **VI.4.1) Review body**

Kent County Council

Maidstone

Country

United Kingdom