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Contract

## **DfE - Invest NI – Provision of Trade Advisory Services (TAS) in the Americas**

Invest Northern Ireland

F03: Contract award notice

Notice identifier: 2021/S 000-002627

Procurement identifier (OCID): ocids-h6vhtk-0291aa

Published 9 February 2021, 3:24pm

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

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

Invest Northern Ireland

Bedford Square, Bedford Street

BELFAST

BT2 7ES

#### **Email**

[ssdadmin.cpd@finance-ni.gov.uk](mailto:ssdadmin.cpd@finance-ni.gov.uk)

#### **Country**

United Kingdom

#### **NUTS code**

UK - UNITED KINGDOM

#### **Internet address(es)**

Main address

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

Buyer's address

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

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

Body governed by public law

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

General public services

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## **Section II: Object**

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

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

DfE - Invest NI – Provision of Trade Advisory Services (TAS) in the Americas

Reference number

ID3059597

#### **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**

DfE - Invest NI – Provision of Trade Advisory Services (TAS) in the Americas

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

This contract is divided into lots: Yes

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

Value excluding VAT: £1,031,000

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

#### **II.2.1) Title**

USA

Lot No

1

#### **II.2.2) Additional CPV code(s)**

- 79410000 - Business and management consultancy services

- 71300000 - Engineering services
- 80000000 - Education and training services
- 71314000 - Energy and related services
- 72222300 - Information technology services
- 71500000 - Construction-related services
- 72600000 - Computer support and consultancy services
- 73200000 - Research and development consultancy services
- 79000000 - Business services: law, marketing, consulting, recruitment, printing and security
- 77000000 - Agricultural, forestry, horticultural, aquacultural and apicultural services

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

NUTS codes

- UK - UNITED KINGDOM
- UKN - NORTHERN IRELAND
- 00 - Other NUTS code

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

DfE - Invest NI – Provision of Trade Advisory Services (TAS) in the Americas

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

Quality criterion - Name: Qualitative / Weighting: 60

Cost criterion - Name: Quantitative / Weighting: 40

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

Options: Yes

Description of options

The contract will be established for an initial period of 1 year, with the option to extend the contract for another two further periods of 2 years each. The maximum length of the contract will be a 5-year period.

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

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

## **II.2) Description**

### **II.2.1) Title**

Canada

Lot No

2

### **II.2.2) Additional CPV code(s)**

- 79410000 - Business and management consultancy services
- 71300000 - Engineering services
- 80000000 - Education and training services
- 71314000 - Energy and related services
- 72222300 - Information technology services
- 71500000 - Construction-related services
- 72600000 - Computer support and consultancy services
- 73200000 - Research and development consultancy services
- 79000000 - Business services: law, marketing, consulting, recruitment, printing and security
- 77000000 - Agricultural, forestry, horticultural, aquacultural and apicultural services

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

NUTS codes

- UK - UNITED KINGDOM
- UKN - NORTHERN IRELAND
- 00 - Other NUTS code

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

DfE - Invest NI – Provision of Trade Advisory Services (TAS) in the Americas

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

Quality criterion - Name: Qualitative / Weighting: 60

Cost criterion - Name: Quantitative / Weighting: 40

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

Options: Yes

Description of options

The contract will be established for an initial period of 1 year, with the option to extend the contract for another two further periods of 2 years each. The maximum length of the contract will be a 5-year period.

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

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

## **II.2) Description**

### **II.2.1) Title**

Mexico

Lot No

3

### **II.2.2) Additional CPV code(s)**

- 79410000 - Business and management consultancy services
- 71300000 - Engineering services
- 80000000 - Education and training services
- 71314000 - Energy and related services
- 72222300 - Information technology services
- 71500000 - Construction-related services

- 72600000 - Computer support and consultancy services
- 73200000 - Research and development consultancy services
- 79000000 - Business services: law, marketing, consulting, recruitment, printing and security
- 77000000 - Agricultural, forestry, horticultural, aquacultural and apicultural services

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

NUTS codes

- UK - UNITED KINGDOM
- UKN - NORTHERN IRELAND
- 00 - Other NUTS code

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

DfE - Invest NI – Provision of Trade Advisory Services (TAS) in the Americas

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

Quality criterion - Name: Qualitative / Weighting: 60

Cost criterion - Name: Quantitative / Weighting: 40

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

Options: Yes

Description of options

The contract will be established for an initial period of 1 year, with the option to extend the contract for another two further periods of 2 years each. The maximum length of the contract will be a 5-year period.

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

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

## **II.2) Description**

### **II.2.1) Title**

Brazil

Lot No

4

### **II.2.2) Additional CPV code(s)**

- 79410000 - Business and management consultancy services
- 71300000 - Engineering services
- 80000000 - Education and training services
- 71314000 - Energy and related services
- 72222300 - Information technology services
- 71500000 - Construction-related services
- 72600000 - Computer support and consultancy services
- 73200000 - Research and development consultancy services
- 79000000 - Business services: law, marketing, consulting, recruitment, printing and security
- 77000000 - Agricultural, forestry, horticultural, aquacultural and apicultural services

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

NUTS codes

- UK - UNITED KINGDOM
- UKN - NORTHERN IRELAND
- 00 - Other NUTS code

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

DfE - Invest NI – Provision of Trade Advisory Services (TAS) in the Americas

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

Quality criterion - Name: Qualitative / Weighting: 60

Cost criterion - Name: Quantitative / Weighting: 40



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

Options: Yes

Description of options

The contract will be established for an initial period of 1 year, with the option to extend the contract for another two further periods of 2 years each. The maximum length of the contract will be a 5-year period.

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

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

## **II.2) Description**

### **II.2.1) Title**

Colombia

Lot No

5

### **II.2.2) Additional CPV code(s)**

- 79410000 - Business and management consultancy services
- 71300000 - Engineering services
- 80000000 - Education and training services
- 71314000 - Energy and related services
- 72222300 - Information technology services
- 71500000 - Construction-related services
- 72600000 - Computer support and consultancy services
- 73200000 - Research and development consultancy services
- 79000000 - Business services: law, marketing, consulting, recruitment, printing and security
- 77000000 - Agricultural, forestry, horticultural, aquacultural and apicultural services

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

NUTS codes

- UK - UNITED KINGDOM
- UKN - NORTHERN IRELAND
- 00 - Other NUTS code

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

DfE - Invest NI – Provision of Trade Advisory Services (TAS) in the Americas

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

Quality criterion - Name: Qualitative / Weighting: 60

Cost criterion - Name: Quantitative / Weighting: 40

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

Options: Yes

Description of options

The contract will be established for an initial period of 1 year, with the option to extend the contract for another two further periods of 2 years each. The maximum length of the contract will be a 5-year period.

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

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

## **II.2) Description**

### **II.2.1) Title**

Argentina

Lot No

6

### **II.2.2) Additional CPV code(s)**

- 79410000 - Business and management consultancy services
- 71300000 - Engineering services
- 80000000 - Education and training services
- 71314000 - Energy and related services
- 72222300 - Information technology services
- 71500000 - Construction-related services
- 72600000 - Computer support and consultancy services
- 73200000 - Research and development consultancy services
- 79000000 - Business services: law, marketing, consulting, recruitment, printing and security
- 77000000 - Agricultural, forestry, horticultural, aquacultural and apicultural services

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

NUTS codes

- UK - UNITED KINGDOM
- UKN - NORTHERN IRELAND
- 00 - Other NUTS code

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

DfE - Invest NI – Provision of Trade Advisory Services (TAS) in the Americas

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

Quality criterion - Name: Qualitative / Weighting: 60

Cost criterion - Name: Quantitative / Weighting: 40

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

Options: Yes

Description of options

The contract will be established for an initial period of 1 year, with the option to extend the contract for another two further periods of 2 years each. The maximum length of the

contract will be a 5-year period.

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

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

## **II.2) Description**

### **II.2.1) Title**

Peru

Lot No

7

### **II.2.2) Additional CPV code(s)**

- 79410000 - Business and management consultancy services
- 71300000 - Engineering services
- 80000000 - Education and training services
- 71314000 - Energy and related services
- 72222300 - Information technology services
- 71500000 - Construction-related services
- 72600000 - Computer support and consultancy services
- 73200000 - Research and development consultancy services
- 79000000 - Business services: law, marketing, consulting, recruitment, printing and security
- 77000000 - Agricultural, forestry, horticultural, aquacultural and apicultural services

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

NUTS codes

- UK - UNITED KINGDOM
- UKN - NORTHERN IRELAND
- 00 - Other NUTS code

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

DfE - Invest NI – Provision of Trade Advisory Services (TAS) in the Americas

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

Quality criterion - Name: Qualitative / Weighting: 60

Cost criterion - Name: Quantitative / Weighting: 40

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

Options: Yes

Description of options

The contract will be established for an initial period of 1 year, with the option to extend the contract for another two further periods of 2 years each. The maximum length of the contract will be a 5-year period.

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

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

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

#### **II.2.1) Title**

Chile

Lot No

8

#### **II.2.2) Additional CPV code(s)**

- 79410000 - Business and management consultancy services
- 71300000 - Engineering services
- 80000000 - Education and training services
- 71314000 - Energy and related services
- 72222300 - Information technology services

- 71500000 - Construction-related services
- 72600000 - Computer support and consultancy services
- 73200000 - Research and development consultancy services
- 79000000 - Business services: law, marketing, consulting, recruitment, printing and security
- 77000000 - Agricultural, forestry, horticultural, aquacultural and apicultural services

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

NUTS codes

- UK - UNITED KINGDOM
- UKN - NORTHERN IRELAND
- 00 - Other NUTS code

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

DfE - Invest NI – Provision of Trade Advisory Services (TAS) in the Americas

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

Quality criterion - Name: Qualitative / Weighting: 60

Cost criterion - Name: Quantitative / Weighting: 40

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

Options: Yes

Description of options

The contract will be established for an initial period of 1 year, with the option to extend the contract for another two further periods of 2 years each. The maximum length of the contract will be a 5-year period.

### **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**

Open procedure

#### **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: [2020/S 199-483838](#)

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## **Section V. Award of contract**

### **Contract No**

1

### **Lot No**

1

### **Title**

USA

A contract/lot is awarded: Yes

### **V.2) Award of contract**

#### **V.2.1) Date of conclusion of the contract**

8 February 2021

#### **V.2.2) Information about tenders**

Number of tenders received: 21

Number of tenders received from SMEs: 1

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

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

Number of tenders received by electronic means: 21

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

#### **V.2.3) Name and address of the contractor**

OCO GLOBAL LTD

6 Albert Street

BELFAST



BT12 4HQ

Email

[naomi.byrne@ocoglobal.com](mailto:naomi.byrne@ocoglobal.com)

Telephone

+44 2890241849

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: £510,000

Total value of the contract/lot: £510,000

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## **Section V. Award of contract**

### **Contract No**

2

### **Lot No**

2

### **Title**

Canada

A contract/lot is awarded: Yes

### **V.2) Award of contract**

#### **V.2.1) Date of conclusion of the contract**

8 February 2021

#### **V.2.2) Information about tenders**

Number of tenders received: 21

Number of tenders received from SMEs: 1

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

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

Number of tenders received by electronic means: 21

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

#### **V.2.3) Name and address of the contractor**

T A CONSULTING PRIVATE LIMITED

Okhla Industrial Area,

New Delhi

110020

Email

[tarungupta@insideindiatrade.com](mailto:tarungupta@insideindiatrade.com)

Country

India

NUTS code

- 00 - Other NUTS code

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: £96,000

Total value of the contract/lot: £96,000

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## **Section V. Award of contract**

### **Contract No**

3

### **Lot No**

3

### **Title**

Mexico

A contract/lot is awarded: Yes

### **V.2) Award of contract**

#### **V.2.1) Date of conclusion of the contract**

8 February 2021

#### **V.2.2) Information about tenders**

Number of tenders received: 21

Number of tenders received from SMEs: 1

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

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

Number of tenders received by electronic means: 21

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

#### **V.2.3) Name and address of the contractor**

GG Gestoria en Comercio Exterior

Turin 3019, Col. Lomas de Providencia

Guadalajara

44647

Email

[ssdadmin.cpd@finance-ni.gov.uk](mailto:ssdadmin.cpd@finance-ni.gov.uk)

Country

Mexico

NUTS code

- 00 - Other NUTS code

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: £80,000

Total value of the contract/lot: £80,000

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## **Section V. Award of contract**

### **Contract No**

4

### **Lot No**

4

### **Title**

Brazil

A contract/lot is awarded: Yes

### **V.2) Award of contract**

#### **V.2.1) Date of conclusion of the contract**

8 February 2021

#### **V.2.2) Information about tenders**

Number of tenders received: 21

Number of tenders received from SMEs: 1

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

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

Number of tenders received by electronic means: 21

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

#### **V.2.3) Name and address of the contractor**

IC INTELIGENCIA CORPORATIVA LTDA

Rua HELENA 280 703/704

SAO PAULO VILA OLIMPIA

04552-050

Email

[fabio@tradebrz.com](mailto:fabio@tradebrz.com)

Country

Brazil

NUTS code

- 00 - Other NUTS code

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: £80,000

Total value of the contract/lot: £80,000

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## **Section V. Award of contract**

### **Contract No**

5

### **Lot No**

5

### **Title**

Colombia

A contract/lot is awarded: Yes

### **V.2) Award of contract**

#### **V.2.1) Date of conclusion of the contract**

8 February 2021

#### **V.2.2) Information about tenders**

Number of tenders received: 21

Number of tenders received from SMEs: 1

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

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

Number of tenders received by electronic means: 21

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

#### **V.2.3) Name and address of the contractor**

OCO GLOBAL LTD

6 Albert Street

BELFAST



BT12 4HQ

Email

[naomi.byrne@ocoglobal.com](mailto:naomi.byrne@ocoglobal.com)

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: £80,000

Total value of the contract/lot: £80,000

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## **Section V. Award of contract**

### **Contract No**

6

### **Lot No**

6

### **Title**

Argentina

A contract/lot is awarded: Yes

### **V.2) Award of contract**

#### **V.2.1) Date of conclusion of the contract**

8 February 2021

#### **V.2.2) Information about tenders**

Number of tenders received: 21

Number of tenders received from SMEs: 1

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

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

Number of tenders received by electronic means: 21

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

#### **V.2.3) Name and address of the contractor**

Asesorias Business Hub Limitada

Avenida Vitacura 2969 piso 17

Santiago

7550191

Email

[vmedina@businesshubconsultants.com](mailto:vmedina@businesshubconsultants.com)

Country

Chile

NUTS code

- 00 - Other NUTS code

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: £80,000

Total value of the contract/lot: £80,000

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## **Section V. Award of contract**

### **Contract No**

7

### **Lot No**

7

### **Title**

Peru

A contract/lot is awarded: Yes

### **V.2) Award of contract**

#### **V.2.1) Date of conclusion of the contract**

8 February 2021

#### **V.2.2) Information about tenders**

Number of tenders received: 21

Number of tenders received from SMEs: 1

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

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

Number of tenders received by electronic means: 21

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

#### **V.2.3) Name and address of the contractor**

Asesorias Business Hub Limitada

Avenida Vitacura 2969 piso 17

Santiago

7550191

Email

[vmedina@businesshubconsultants.com](mailto:vmedina@businesshubconsultants.com)

Country

Chile

NUTS code

- 00 - Other NUTS code

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: £60,000

Total value of the contract/lot: £60,000

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## **Section V. Award of contract**

### **Contract No**

8

### **Lot No**

8

### **Title**

Chile

A contract/lot is awarded: Yes

### **V.2) Award of contract**

#### **V.2.1) Date of conclusion of the contract**

8 February 2021

#### **V.2.2) Information about tenders**

Number of tenders received: 21

Number of tenders received from SMEs: 1

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

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

Number of tenders received by electronic means: 21

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

#### **V.2.3) Name and address of the contractor**

Asesorias Business Hub Limitada

Avenida Vitacura 2969 piso 17

Santiago

7550191

Email

[vmedina@businesshubconsultants.com](mailto:vmedina@businesshubconsultants.com)

Country

Chile

NUTS code

- 00 - Other NUTS code

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: £45,000

Total value of the contract/lot: £45,000

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## **Section VI. Complementary information**

### **VI.3) Additional information**

The successful Contractor's performance on this Contract will be managed as per the specification and regularly monitored (see Procurement Guidance Note 01/12 - Contract Management - Procedures and Principles). 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 their performance still does not improve to satisfactory levels within the specified period, it may be regarded as an act of grave professional misconduct and they may be issued with a Notice of Unsatisfactory Performance and this Contract may be terminated. A central register of such Notices for supplies and services contracts will be maintained and published on the CPD website.. .

Any contractor in receipt of a Notice of Unsatisfactory Performance will be required to declare this in future tender submissions for a period of three years from the date of issue of the Notice. It may also result in the contractor being excluded from all procurement competitions being undertaken by Centres of Procurement Expertise on behalf of bodies covered by the Northern Ireland Procurement Policy..

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

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

The UK does not have any special review body with responsibility for appeal/mediation procedures in public procurement competitions. Instead; any challenges are dealt with by the High Court, Commercial Division, to which proceedings may be issued regarding alleged breaches of the PCR2015as amended

n/a

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 (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.