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Contract

## **CPT\_24\_14 Salesforce Backup services**

National Audit Office

F03: Contract award notice

Notice identifier: 2025/S 000-003394

Procurement identifier (OCID): ocds-h6vhtk-04a396

Published 2 February 2025, 11:35am

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

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

National Audit Office

Room B253

LONDON

SW1W9SP

#### **Contact**

ima orosei

#### **Email**

[ima.oroisei@nao.org.uk](mailto:ima.oroisei@nao.org.uk)

#### **Telephone**

+44 2077985343

**Country**

United Kingdom

**Region code**

UKI32 - Westminster

**Justification for not providing organisation identifier**

Not on any register

**Internet address(es)**

Main address

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

Buyer's address

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

**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**

CPT\_24\_14 Salesforce Backup services

**II.1.2) Main CPV code**

- 72222300 - Information technology services

### **II.1.3) Type of contract**

Services

### **II.1.4) Short description**

The National Audit Office (NAO) sought to award a Salesforce Backup service contract to an experienced supplier who would be expected to provide a service which backs up and restores data and configuration of the NAO Salesforce services.

The contract commenced on Thursday 30th January 2025 running for an initial period of 3 years with 2, 12 months optional extensions.

The contract value for this service will be \$350,236.80 (in pounds the value is £282,597.18 inclusive of VAT) over the 5 years contract period.

### **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: £235,497.65

## **II.2) Description**

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

- 72222300 - Information technology services

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

NUTS codes

- UK - United Kingdom

Main site or place of performance

n/a

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

The selected supplier awarded the contract will be expected to provide a service which

backs up and restores data and configuration of the NAO Salesforce services

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

Price

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

Options: Yes

Description of options

The contract will be in place for an initial period of 3 years with the option to further extend for a period of up to two years (on the basis of two periods of 12 months).

## **II.2.14) Additional information**

The Award Criteria

The National Audit Office evaluated submitted tenders using the Most Economically Advantageous Tender (MEAT) methodology with organisations having to pass the following stages:

- Selection Questionnaire - Pass/Fail; Tenderers needed to provide 2 case studies that demonstrated experience in delivering the service in order to pass this section.
- Award Criteria - Tenderers needed to provide a responses to each sub-section and receive a quality score of 65 or more to pass this section.

Then for each tenderer that passed the Selection and Award criteria stage, their overall price was divided by the Award Stage Quality score to calculate the price per quality point and only the tenderer who scored the lowest price per quality point overall was awarded the contract.

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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: No

### **IV.2) Administrative information**

#### **IV.2.1) Previous publication concerning this procedure**

Notice number: [2024/S 000-030978](#)

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

### **Contract No**

CPT\_24\_14

### **Title**

CPT\_24\_14 Salesforce Backup services

A contract/lot is awarded: Yes

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

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

26 November 2024

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

Number of tenders received: 3

Number of tenders received from SMEs: 0

Number of tenders received by electronic means: 3

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

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

OwnCompany Inc

940 Sylvan Ave, Englewood Cliffs,

New Jersey 07632

Country

United States

NUTS code

- US - United States

OwnCompany Inc and United States

5715896

The contractor is an SME

No

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

Initial estimated total value of the contract/lot: 350,236.80 USD

Total value of the contract/lot: 350,236.80 USD

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## **Section VI. Complementary information**

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

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

National Audit Office

157-197 Buckingham Palace Road

London

SW1W9SP

Country

United Kingdom