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Tender

Export Services Framework

Welsh Government

F02: Contract notice

Notice identifier: 2023/S 000-004679

Procurement identifier (OCID): ocds-h6vhtk-03a5f3

Published 15 February 2023, 3:20pm

Section I: Contracting authority

I.1) Name and addresses

Welsh Government

Gwasanaethau Caffael Corfforaethol / Corporate Procurement Services, Parc Cathays / Cathays Park

Llandudno Junction

CF10 3NQ

Contact

James Roberts

Email

james.roberts@gov.wales

Telephone

+44 3000257095

Country

United Kingdom

NUTS code

UKL - Wales

Internet address(es)

Main address

<http://gov.wales>

Buyer's address

https://www.sell2wales.gov.wales/search/Search_AuthProfile.aspx?ID=AA0007

I.2) Information about joint procurement

The contract is awarded by a central purchasing body

I.3) Communication

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

www.etenderwales.bravosolution.co.uk

Additional information can be obtained from the above-mentioned address

Tenders or requests to participate must be submitted electronically via

www.etenderwales.bravosolution.co.uk

Electronic communication requires the use of tools and devices that are not generally available. Unrestricted and full direct access to these tools and devices is possible, free of charge, at

www.etenderwales.bravosolution.co.uk

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

Export Services Framework

Reference number

C235/2022/2023

II.1.2) Main CPV code

- 79410000 - Business and management consultancy services

II.1.3) Type of contract

Services

II.1.4) Short description

This tender exercise aims to provide an export consultancy service that will assist Wales-based companies to develop the exporting side of

their business. The service will work with businesses on a one-to-one basis and focus on three distinct areas:

International Trade Development (ITD) – Research provision covering overseas markets and the requirements for exporting particular

goods / services.

International Trade Opportunities (ITO) – Identification of specific opportunities for export sales.

New Exporter Programme (NEP) – Recruit and develop an annual cohort of approximately 15 businesses into successful and sustainable

exporters

II.1.5) Estimated total value

Value excluding VAT: £7,500,000

II.1.6) Information about lots

This contract is divided into lots: Yes

Tenders may be submitted for all lots

II.2) Description

II.2.1) Title

International Trade Development

Lot No

1

II.2.2) Additional CPV code(s)

- 79410000 - Business and management consultancy services

II.2.3) Place of performance

NUTS codes

- UKL - Wales

II.2.4) Description of the procurement

The primary requirements of this Lot are to provide practical advice and support to businesses to develop their capability to enter international markets with ease and confidence. Working with businesses on a one-to-one basis, anticipated types of support required could include:

Developing an export strategy

Research and qualifying the best market for a given product / service

Defining the best route to market

Use of E-commerce for international business

Clarifying financial considerations such as pricing, payments, currency and tax

Providing insight into export procedures, regulations and logistics

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

24

This contract is subject to renewal

Yes

Description of renewals

1 + 1 years

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

II.2) Description

II.2.1) Title

International Trade Opportunities - Europe

Lot No

2

II.2.2) Additional CPV code(s)

- 79410000 - Business and management consultancy services

II.2.3) Place of performance

NUTS codes

- UKL - Wales

II.2.4) Description of the procurement

The primary requirement of these Lots is to help 'export ready' companies to identify and access opportunities in a range of overseas markets. Working with businesses on a one-to-one basis, examples of support required could include:

Providing business information at a local level

Advising on local trading conditions and regulations

Identifying and contacting potential customers, agents or distributors

Arranging face-to-face meetings with interested parties

Supporting businesses during their time in market

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

24

This contract is subject to renewal

Yes

Description of renewals

1 + 1 years

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

II.2) Description

II.2.1) Title

International Trade Opportunities - Middle East and Africa

Lot No

3

II.2.2) Additional CPV code(s)

- 79410000 - Business and management consultancy services

II.2.3) Place of performance

NUTS codes

- UKL - Wales

II.2.4) Description of the procurement

The primary requirement of these Lots is to help 'export ready' companies to identify and access opportunities in a range of overseas markets. Working with businesses on a one-to-one basis, examples of support required could include:

Providing business information at a local level

Advising on local trading conditions and regulations

Identifying and contacting potential customers, agents or distributors

Arranging face-to-face meetings with interested parties

Supporting businesses during their time in market

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

24

This contract is subject to renewal

Yes

Description of renewals

1 + 1 years

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

II.2) Description

II.2.1) Title

International Trade Opportunities - South Asia

Lot No

5

II.2.2) Additional CPV code(s)

- 79410000 - Business and management consultancy services

II.2.3) Place of performance

NUTS codes

- UKL - Wales

II.2.4) Description of the procurement

The primary requirement of these Lots is to help 'export ready' companies to identify and access opportunities in a range of overseas markets. Working with businesses on a one-to-one basis, examples of support required could include:

Providing business information at a local level

Advising on local trading conditions and regulations

Identifying and contacting potential customers, agents or distributors

Arranging face-to-face meetings with interested parties

Supporting businesses during their time in market

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

24

This contract is subject to renewal

Yes

Description of renewals

1 + 1 years

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

II.2) Description

II.2.1) Title

International Trade Opportunities - Asia Pacific

Lot No

6

II.2.2) Additional CPV code(s)

- 79410000 - Business and management consultancy services

II.2.3) Place of performance

NUTS codes

- UKL - Wales

II.2.4) Description of the procurement

The primary requirement of these Lots is to help 'export ready' companies to identify and access opportunities in a range of overseas markets. Working with businesses on a one-to-one basis, examples of support required could include:

Providing business information at a local level

Advising on local trading conditions and regulations

Identifying and contacting potential customers, agents or distributors

Arranging face-to-face meetings with interested parties

Supporting businesses during their time in market

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

24

This contract is subject to renewal

Yes

Description of renewals

1 + 1 years

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

II.2) Description

II.2.1) Title

New Exporter Programme

Lot No

7

II.2.2) Additional CPV code(s)

- 79410000 - Business and management consultancy services

II.2.3) Place of performance

NUTS codes

- UKL - Wales

II.2.4) Description of the procurement

The overarching aim of the NEP is to create new, regular and sustainable Welsh exporting companies. The programme will require the:

identification and recruitment of an annual cohort of 15 non-exporting companies (sporadic/reactive exporters will also be acceptable);

provision of a range of intensive training and mentoring support to those recruited companies in order to help them develop their capabilities, confidence and capacity for exporting;

undertake market research and identify specific exporting opportunities and contacts in a target market for each member of the cohort, the organisation and delivery of a trade mission to this market; and,

subsequent support for the businesses to follow up, with the aim of them securing new export orders/deals within the market.

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

24

This contract is subject to renewal

Yes

Description of renewals

1 + 1 years

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

II.2) Description

II.2.1) Title

International Trade Opportunities - Americas

Lot No

4

II.2.2) Additional CPV code(s)

- 79410000 - Business and management consultancy services

II.2.3) Place of performance

NUTS codes

- UKL - Wales

II.2.4) Description of the procurement

The primary requirement of these Lots is to help 'export ready' companies to identify and access opportunities in a range of overseas markets. Working with businesses on a one-to-one basis, examples of support required could include:

Providing business information at a local level

Advising on local trading conditions and regulation Identifying and contacting potential customers, agents or distributors

Arranging face-to-face meetings with interested parties

Supporting businesses during their time in market

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

24

This contract is subject to renewal

Yes

Description of renewals

1 + 1 years

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

Section III. Legal, economic, financial and technical information

III.1) Conditions for participation

III.1.2) Economic and financial standing

Selection criteria as stated in the procurement documents

III.1.3) Technical and professional ability

Selection criteria as stated in the procurement documents

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

Framework agreement with several operators

Envisaged maximum number of participants to the framework agreement: 17

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

20 March 2023

Local time

12:00pm

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

English, Welsh

IV.2.7) Conditions for opening of tenders

Date

20 March 2023

Local time

12:00pm

Section VI. Complementary information

VI.1) Information about recurrence

This is a recurrent procurement: No

VI.2) Information about electronic workflows

Electronic invoicing will be accepted

Electronic payment will be used

VI.3) Additional information

<https://etenderwales.bravosolution.co.uk>

- The first person from your Organisation to use the Platform will be required to register on behalf of the Organisation.
- Registration involves accepting a User Agreement, and providing basic information about your Organisation and about the User performing the Registration.
- The User who performs the Registration becomes the Super User for the Organisation.
- On registering on the Platform the Super User will select a Username and will receive a password.
- The Password will be sent by e-mail to the email address that was specified in the User Details section of the Registration page.
- In order to log-in to the Platform please enter your Username and Password.
- Note: If you forget your Password then visit the homepage and click "Forgot your password?"
- Registration should only be performed once for each Organisation.
- If you think that someone in your Organisation may have already registered on this Platform then you must not register again.
- Please contact the person who Registered (i.e. the Super User) in order to arrange access to the Platform.

- Contact the Helpdesk immediately if you are unable to contact the Super User (for example if they have left your Organisation).
- Note: If your Organisation is already registered on the Platform then you must not make any additional registration. Please contact the Helpdesk to gain access to the Platform.
- Tenders must be uploaded to the BravoSolution portal by 2pm

How To Find The ITT:

- Once logged in you must click on 'ITT's Open to all Suppliers'
- The e-tender references for this contract are: project_52516
- Click on the title to access summary details of the contract. If you are still interested in submitting a tender, click the 'Express an Interest button'. This will move the ITT from the 'Open to all Suppliers' area to the 'My ITT's' on the home page.
- You will then see the full details of the ITT in the qualification and technical envelopes along with any relevant documents in the 'Attachments' area.
- Should you have any questions on the ITT, please use the 'Messages' area to contact the buyer directly – Please do not contact the named person at the top of this notice.

NOTE: The authority is using eTenderwales to carry out this procurement process. To obtain further information record your interest on Sell2Wales at https://www.sell2wales.gov.wales/search/search_switch.aspx?ID=129059

(WA Ref:129059)

The buyer considers that this contract is suitable for consortia.

VI.4) Procedures for review

VI.4.1) Review body

High Court

Royal Courts of Justice, The Strand

London

WC2A 2LL

Telephone

+44 2079477501

Country

United Kingdom