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Tender

Embedded International Study Centre (EISC)

Manchester Metropolitan University

F02: Contract notice

Notice identifier: 2023/S 000-004849

Procurement identifier (OCID): ocds-h6vhtk-03476a

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Section I: Contracting authority

I.1) Name and addresses

Manchester Metropolitan University

All Saints, Grosvenor Square

Manchester

M15 6BH

Contact

Steve Everitt

Email

s.everitt@mmu.ac.uk

Telephone

+44 1612471789

Country

United Kingdom

NUTS code

UKD33 - Manchester

Internet address(es)

Main address

<http://www.mmu.ac.uk>

I.3) Communication

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

<https://in-tendhost.co.uk/mmu.aspx/Home>

Additional information can be obtained from the above-mentioned address

Tenders or requests to participate must be submitted electronically via

<https://in-tendhost.co.uk/mmu.aspx/Home>

Tenders or requests to participate must be submitted to the above-mentioned address

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

Embedded International Study Centre (EISC)

Reference number

MMU1040

II.1.2) Main CPV code

- 80000000 - Education and training services

II.1.3) Type of contract

Services

II.1.4) Short description

Manchester Metropolitan University wishes to enter into a collaboration to establish an Embedded International Study Centre ("EISC") on campus to deliver educational study programmes to international students to equip them with the skills/qualifications required to enrol on an undergraduate or postgraduate course at Manchester Met. This presents an exciting opportunity for a suitably experienced and innovative partner to enter into a joint venture ("JV") with Manchester Met to realise its ambitions for the EISC. At this point in the process, Manchester Met wishes to remain agnostic in respect of the form which the JV will take (e.g. contractual/incorporated), and is therefore interested to hear bidders' proposals on this aspect later in the process. The JV Partner will be responsible for the operational running of the EISC, delivering programmes, promoting the EISC, recruitment of international students, administration of admissions and provide teaching services within the EISC.

II.1.5) Estimated total value

Value excluding VAT: £150,000,000

II.1.6) Information about lots

This contract is divided into lots: No

II.2) Description

II.2.2) Additional CPV code(s)

- 80000000 - Education and training services
- 80490000 - Operation of an educational centre
- 80500000 - Training services
- 80400000 - Adult and other education services
- 80300000 - Higher education services

II.2.3) Place of performance

NUTS codes

- UKD33 - Manchester

Main site or place of performance

On or near to Manchester Metropolitan University's Campus.

II.2.4) Description of the procurement

Manchester Met's vision is to collaborate with a JV Partner to create a fully embedded EISC on campus which provides pathway programmes for international students progressing onto Manchester Met degree courses. The EISC will support the University's ambition to significantly increase the number of international students enrolling on Manchester Met degree courses. To achieve this vision, it is envisaged that the EISC will: -be established in partnership with a private provider/partner; -be managed by Manchester Met and the Partner; -be physically embedded on Manchester Met's campus; and -be established such that the EISC students will have appropriate rights and access to the University's facilities (e.g., library, laboratories, studios, classrooms and accommodation). It is envisaged that in the short to medium term the EISC will be based in either existing University facilities or in leased space close to the campus. Led by the growth prospects of the JV, longer term purpose built/renovated facilities will be provided to accommodate such growth on or near to campus. It is intended that the relationship will facilitate a successful collaboration between the two entities, creating a true partnership with the shared ambition of maximising the success of the EISC. To realise this, the parties will enter into a JV following contract award – the form of which will be discussed during the procurement process. As explained above, Manchester Met wishes to remain agnostic at this point in respect of whether the JV will be based on a contractual or incorporated model. Therefore, to assist bidders in their

assessment of this opportunity, Manchester Met has provided a document which lists its 'key commercial principles' upon which this arrangement will be based (a copy of which is provided in the procurement documents, available via the Portal). What will the JV Partner bring? Expertise in successfully delivering embedded colleges for other further education institutions and the drive, determination and innovation to ensure that the EISC is at the forefront of the international student market. What will Manchester Met bring? The facilities required to operate the EISC, support the JV Partner to maximise its success and aims to create a true partnership which optimises the benefits for both parties. The first stage of this process requires bidders to complete a Selection Questionnaire (SQ), a copy of which is provided via the Portal. This will enable Manchester Met to identify providers who have the requisite level of experience in delivering similar projects, and the required levels of capability to deliver the EISC. Key areas of importance which will be assessed throughout the process include facilitating a supportive environment for students which maximises their educational success, academic experience, marketing of the EISC, increasing the number of international students who will eventually enrol for degree courses at Manchester Met, realising social value, IT/Systems maturity and facilitating innovation throughout the lifetime of the contract. Following the evaluation of all SQ responses, Manchester Met intends to identify a maximum of 5 bidders to invite to the invitation to negotiate (ITN) stage of the procurement process. Those 5 bidders will be invited to submit initial tenders which will be evaluated and the top 3 scoring bidders invited to take part in the negotiation phase. Those 5 bidders will be invited to submit initial tenders which will be evaluated by Manchester Met with the top 3 scoring bidders invited to take part in the negotiation phase. At this stage Manchester Met intends to undertake the negotiation phase such that areas for negotiation are focussed, in accordance with its ambition to undertake an efficient but fair and robust process. A copy of the procurement pack which provides further information about this opportunity is available for download via the Portal.

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

360

This contract is subject to renewal

Yes

Description of renewals

Retender prior to contract expiry.

II.2.9) Information about the limits on the number of candidates to be invited

Maximum number: 5

Objective criteria for choosing the limited number of candidates:

Availability of capacity and resources.

II.2.10) Information about variants

Variants will be accepted: Yes

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.1.1) Suitability to pursue the professional activity, including requirements relating to enrolment on professional or trade registers

List and brief description of conditions

Selection criteria as stated in the procurement documents

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

III.2) Conditions related to the contract

III.2.2) Contract performance conditions

Bidders which are subsequently successful in this procurement exercise may be required to actively participate in the achievement of social and/or environmental objectives. Accordingly, contract performance conditions may relate in particular to Environmental, Social, Governance or other corporate social responsibility and sustainability considerations. Further details will be set out in the procurement documents.

Section IV. Procedure

IV.1) Description

IV.1.1) Type of procedure

Competitive procedure with negotiation

IV.1.4) Information about reduction of the number of solutions or tenders during negotiation or dialogue

Recourse to staged procedure to gradually reduce the number of solutions to be discussed or tenders to be negotiated

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: [2022/S 000-016581](#)

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

Date

20 March 2023

Local time

12:00pm

IV.2.3) Estimated date of dispatch of invitations to tender or to participate to selected candidates

6 April 2023

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

English

IV.2.6) Minimum time frame during which the tenderer must maintain the tender

Tender must be valid until: 24 November 2023

Section VI. Complementary information

VI.1) Information about recurrence

This is a recurrent procurement: Yes

VI.2) Information about electronic workflows

Electronic ordering will be used

Electronic invoicing will be accepted

Electronic payment will be used

VI.3) Additional information

Bidders may wish to note that Manchester Met conducted a pre-market engagement exercise prior to launching this opportunity, which enabled Manchester Met to develop its thinking in terms of the key areas to be addressed during the procurement process, how the JV will operate and how the procedure should be structured. Manchester Met has considered the informative and helpful feedback provided by those who participated in this activity and has incorporated such feedback into the design of this process. Bidders may also wish to note that participation in the pre-market engagement exercise is not a pre-requisite for being considered for this opportunity and, if of interest, copies of the documentation issued during this phase are available upon request via the Portal. Manchester Met believes that face to face interaction with Bidders will be an important part of this procurement process, in light of some of the issues which will need to be further navigated with bidders to establish the JV. Manchester Met has therefore opted to utilise the Competitive Procedure with Negotiation in respect of this procurement. However, Manchester Met would state that the procedure has been designed to operate a truncated and efficient negotiation process, with the aim of reducing the burden on bidders to the greatest extent possible. Bidders should refer to the procurement documents for further details in this regard. Bidders will remain responsible for all costs and expenses incurred by them or by any third party acting under instructions from bidders in connection with taking part in this procurement, regardless of whether such costs arise as a consequence direct or indirect of any amendments made to the procurement documents by Manchester Met at any time. Manchester Met reserves the right at any time to: i) reject any or all responses and to cancel or withdraw this procurement at any stage; ii) change the basis, the procedures and the timescales set out or referred to within the procurement documents; iii) require a bidder to clarify any submissions in writing and/or provide additional information (failure to respond adequately may result in disqualification); iv) terminate the procurement process; and v) amend the terms and conditions of the selection and evaluation process.

VI.4) Procedures for review

VI.4.1) Review body

High Court of England and Wales

London

WC2A 2LL

Country

United Kingdom

Internet address

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

VI.4.3) Review procedure

Precise information on deadline(s) for review procedures

Any review proceedings should be promptly brought to the attention of the Chief Operating Officer of Manchester Metropolitan University at Ormond Building, Lower Ormond Street, Manchester, M15 6BX, and will be dealt with in accordance with the requirements of the Public Contracts Regulations 2015 (PCR 2015). Any review proceedings must be brought within the timescales specified by the applicable law, including, without limitation, PCR 2015. In accordance with PCR 2015, The University will incorporate a minimum 10 calendar day standstill period from the date information on the award of the contract is communicated to bidders.