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Contract

## **Business-to-Business Wales Tourism Product Distribution & Data Insight Platform**

Welsh Government

F25: Concession award notice

Notice identifier: 2022/S 000-005727

Procurement identifier (OCID): ocds-h6vhtk-0302d9

Published 2 March 2022, 2:47pm

### **Section I: Contracting authority/entity**

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

Welsh Government

Commercial and Procurement ICT, Cathays Park

Cardiff

CF10 3NQ

#### **Contact**

ICT Procurement

#### **Email**

[ICTProcurement@gov.wales](mailto:ICTProcurement@gov.wales)

#### **Telephone**

+44 3000257095

**Country**

United Kingdom

**NUTS code**

UKL - Wales

**Internet address(es)**

Main address

<https://gov.wales/>

Buyer's address

[https://www.sell2wales.gov.wales/search/Search\\_AuthProfile.aspx?ID=AA0007](https://www.sell2wales.gov.wales/search/Search_AuthProfile.aspx?ID=AA0007)

**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**

Business-to-Business Wales Tourism Product Distribution & Data Insight Platform

Reference number

C420/2021/2022

#### **II.1.2) Main CPV code**

- 72212100 - Industry specific software development services

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

Services

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

The Welsh Government requires an Off-the-Shelf Software as a Service (SaaS) solution that will enable Wales tourism industry suppliers, including SMEs to transact with international and domestic markets, through online travel agents (OTAs) and other travel trade distributors; this will enable various stakeholders to access key travel and booking information with the ability to enter business-to-business contracts on this one platform.

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

Value excluding VAT: £590,000

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

This concession is divided into lots: No

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

Value excluding VAT: £590,000

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

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

- 48100000 - Industry specific software package
- 48217000 - Transaction-processing software package
- 63512000 - Sale of travel tickets and package tours services

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

NUTS codes

- UKL - Wales

Main site or place of performance

This service will be delivered remotely to locations across Wales

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

Following market research and a Prior Information Notice issued 17 December 2021 (2021/S 000-031586) there were no alternative suppliers identified that were able to provide a service to meet the requirements.

Therefore, the authority intends to use the negotiated procedure without prior publication, under Regulation 32,2,b,ii of the Public Contract Regulations 2015.

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

Concession is awarded on the basis of the criteria described below:

- Criterion: Negotiated Procedure without prior publication

## **II.2.7) Duration of the concession**

Duration in months

60

## **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) Form of procedure

Award procedure without prior publication of a concession notice in the cases listed below

- The procurement falls outside the scope of application of the regulations

Explanation:

The authority requires an off-the-shelf platform to be available by the 31 March 2022 to facilitate the promotion Welsh Tourist Industry, in a shared marketplace with the other nations of the UK, enabling business to business transactions with travel industry distributors.

The Tourism Exchange Great Britain platform (“TXGB”) was developed by Rainmaker for the British Tourist Authority t/a Visit England in order to facilitate business to businesses bookings for the UK tourist industry. TXGB was funded by the Discover England fund and was developed to benefit tourism suppliers in England. TXGB included an option for other UK nations to be included on TXGB once established by purchasing national licences. The other UK nations have now been invited to join TXGB and contribute to the subscription costs, such costs to be apportioned between the nations on a proportionate basis based on market size.

TXGB is a unique platform with a unique suite of users and partners which focuses on horizontal integration across different verticals connecting all types of suppliers via all types of systems with all types of distribution and, TXGB therefore, operates on a different axis to other technologies. TXGB is the only platform which encompasses all nations of Great Britain on one single platform and only Rainmaker can provide access to this platform.

The Authority has undertaken market research, as well as issuing a Prior information notice on the 12/12/2021 (2021/S 000-031586). No other viable alternatives were identified.

### IV.2) Administrative information

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

Notice number: [2022/S 000-002526](#)

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## **Section V. Award of concession**

A concession/lot is awarded: Yes

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

#### **V.2.1) Date of concession award decision**

18 February 2022

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

Number of tenders received: 1

Number of tenders received from SMEs: 0

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: 0

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

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

Rainmaker Solutions Limited

St. Peters House (C/O Buzzacott Llp), 130 Wood Street

London

EC2V6DL

Country

United Kingdom

NUTS code

- UK - United Kingdom

The concessionaire is an SME

No

#### **V.2.4) Information on value of concession and main financing terms (excluding VAT)**

Initial estimated total value of the contract/lot/concession: £590,000

Total value of the concession/lot: £590,000

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### **Section VI. Complementary information**

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

(WA Ref:118587)

#### **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