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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): ocids-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

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

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

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

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](#)

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

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