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Planning

## **Asset Finance Advisory Services**

The Minister for the Cabinet Office acting through Crown Commercial Service

F01: Prior information notice

Prior information only

Notice identifier: 2023/S 000-006859

Procurement identifier (OCID): ocds-h6vhtk-03b0d1

Published 9 March 2023, 10:40am

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

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

The Minister for the Cabinet Office acting through Crown Commercial Service

9th Floor, The Capital Building, Old Hall Street

Liverpool

L3 9PP

#### **Email**

[assetfinance@crowncommercial.gov.uk](mailto:assetfinance@crowncommercial.gov.uk)

#### **Telephone**

+44 3150103503

#### **Country**

United Kingdom

#### **Region code**

UK - United Kingdom

**Internet address(es)**

Main address

<https://www.gov.uk/ccs>

**I.2) Information about joint procurement**

The contract is awarded by a central purchasing body

**I.3) Communication**

Additional information can be obtained from the above-mentioned address

**I.4) Type of the contracting authority**

Ministry or any other national or federal authority

**I.5) Main activity**

Other activity

Public Procurement

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## **Section II: Object**

### **II.1) Scope of the procurement**

#### **II.1.1) Title**

Asset Finance Advisory Services

Reference number

RM6344

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

- 66114000 - Financial leasing services

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

Services

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

Crown Commercial Service (CCS) as the Authority intends to put in place a Pan Government Collaborative Agreement for the provision of asset finance advisory services to be utilised by Central Government Departments and all other UK Public Sector Bodies, including Local Authorities, Health, Police, Fire and Rescue, Education and Devolved Administrations.

[It is intended that this commercial agreement will be the recommended vehicle for all asset finance advisory services required by UK Central Government Departments.]

This is a reprocurement of the existing RM6146 Leasing Advisory Services framework and will consist of one lot, offering three core services.

Asset Finance Advisory Services offers advisory services to support the customer with their asset acquisition aims.

The three services available are:

? Options appraisal

? End-to-end advisory and sourcing of funds (E2E)

? Portfolio review

This framework is part of a twin-agreement solution and is supported by a separate Dynamic Purchasing System (DPS): RM6120 Leasing and Loan Finance DPS. The supporting DPS.

This framework is part of a twin-agreement solution which is supported by a separate funding platform which operates via a live dynamic purchasing system: RM6120 Leasing and Loan Finance DPS.

The DPS provides direct access to lenders, offering a range of leasing arrangements and loans. The two solutions can be used independently or jointly to achieve significant commercial benefits through tailored competitive finance.

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

Value excluding VAT: £600,000,000

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

This contract is divided into lots: No

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

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

- 66114000 - Financial leasing services
- 66140000 - Portfolio management services
- 66171000 - Financial consultancy services
- 66190000 - Loan brokerage services
- 71241000 - Feasibility study, advisory service, analysis
- 79418000 - Procurement consultancy services

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

NUTS codes

- UK - United Kingdom

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

Asset Finance Advisory Services

The current Leasing Advisory Services framework exists primarily to make Asset Finance

easier to use for public sector bodies.

The advisory element allows customers to ensure they're getting sound independent specialist advice that is in their best interests and not tied to any other factors.

### Suggested Use Cases

- Options Appraisal
- Pure advisory service for 'How' a customer should acquire their desired asset. Supplier should be able to advise on Term and Acquisition Mode offered on RM6120 (Hire Purchase, Ops Lease, Finance Lease, Asset Secured Load, Sales and Leaseback)
- Options Appraisal with running of procurement on RM6120
- Advisory service supported by running of procurement (RM6120) on behalf of customer.
- Portfolio Review
- Review of existing book of leasing and loans held by customer to identify and materialise benefits.

The E2E sourcing element allows customers to source the assets in a way that makes best financial sense to them based on the advice they received during the options appraisal phase. The E2E/outsourcing feature removes barriers to using the DPS stemming from a lack of resource/understanding.

The solution allows customers access to qualified independent advisory tailored to their needs, together with a seamless and simple process for the sourcing of funds using the E2E service. Advisors can be instructed to carry out both phases using Direct Award (subject to spend thresholds) or via Further Competition.

## **II.3) Estimated date of publication of contract notice**

31 August 2023

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## **Section IV. Procedure**

### **IV.1) Description**

#### **IV.1.8) Information about the Government Procurement Agreement (GPA)**

The procurement is covered by the Government Procurement Agreement: Yes

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## Section VI. Complementary information

### VI.3) Additional information

Crown Commercial Service invites suggestions and feedback on the proposed content and structure of the Asset Finance Advisory Services framework, service lines or processes detailed from the market including industry experts, specialists and suppliers.

To participate in market engagement please email [assetfinance@crowncommercial.gov.uk](mailto:assetfinance@crowncommercial.gov.uk) with any suggestions and/or feedback in your email, along with the following details:

1. Organisation name
2. Contact name
3. Job title of contact (including responsibility within your organisation)
4. Contact phone number
5. Contact email
6. Organisation website link

The value in II.1.5 is indicative.

The date in II.3) is the estimated date of publication, please refer to the CCS website page [www.crowncommercial.gov.uk/agreements/upcoming](http://www.crowncommercial.gov.uk/agreements/upcoming) for updates.

Or use the new UK Find a Tender service which has replaced the EU's Tenders Electronic Daily.

CCS will be required to publish notices relating to this procurement on the new UK Find a Tender Service (FTS). Notices will not be published on Tenders Electronic Daily (TED)/OJEU. You are therefore advised to monitor FTS and Contracts Finder for the notification of the release of the ITT documents for this procurement. Further information can be found at

<https://www.gov.uk/guidance/public-sector-procurement-from-1-january-2021>

The Cyber Essentials scheme is mandatory for Central Government Contracts which

involve handling personal information and providing certain ICT products and services. The Government is taking steps to further reduce the levels of cyber security risk in its supply chain through the Cyber Essentials scheme. The scheme defines a set of controls which, when properly implemented, will provide organisations with basic protection from the most prevalent forms of threat coming from the internet.

To participate in this procurement, bidders will be required to demonstrate that they are Cyber Essentials (or equivalent) certified for the services under and in connection with the procurement.

The bidder may be awarded a contract but shall not enter into any call off contracts with buyers until they are able to demonstrate to CCS that they meet the technical requirements prescribed by the Cyber Essentials [Plus] Scheme for services under and in connection with this procurement.

The service that arises from this framework will involve the supplier holding material that has been assigned a protective marking under the Government Security Classifications Scheme (April 2014) of OFFICIAL/SENSITIVE. Bidders will be required to implement their solution in accordance with the Asset Finance Advisory Services Schedule, "Security Requirement and Plan", to meet Asset Finance Advisory Services requirements. This will be released at the ITT stage.