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Contract

A new system for a Book Wholesale and Distribution business

Cyngor Llyfrau Cymru /Books Council of Wales

F03: Contract award notice

Notice identifier: 2021/S 000-007170

Procurement identifier (OCID): ocids-h6vhtk-02a373

Published 8 April 2021, 9:16am

Section I: Contracting authority

I.1) Name and addresses

Cyngor Llyfrau Cymru /Books Council of Wales

Castell Brychan, Aberystwyth

Ceredigion

SY23 2JB

Contact

Mererid Boswell

Email

mererid.boswell@books.wales

Telephone

+44 1970629544

Fax

+44 1970625385

Country

United Kingdom

NUTS code

UKL - Wales

Internet address(es)

Main address

www.llyfrau.cymru

Buyer's address

https://www.sell2wales.gov.wales/search/Search_AuthProfile.aspx?ID=AA0798

I.4) Type of the contracting authority

Other type

Registered Charity

I.5) Main activity

Education

Section II: Object

II.1) Scope of the procurement

II.1.1) Title

A new system for a Book Wholesale and Distribution business

II.1.2) Main CPV code

- 48000000 - Software package and information systems

II.1.3) Type of contract

Supplies

II.1.4) Short description

The Books Council wishes to engage a winning bidder with the capability to deliver a book distribution (wholesale and distribution) system and professional and technical consultancy support to replace several its existing IT Systems between 2020 and 2022. It plans to replace both its existing system and websites. This Invitation to Tender is only focused upon the system replacement, but proposals should include the system's ability to interface with other systems, including selling websites.

It is expected that companies choosing to tender will be specialists in the book trade with their systems designed around this. They should be able to provide current and recent examples of successful implementations with other companies in the book trade, and the Book Distribution Industry.

II.1.6) Information about lots

This contract is divided into lots: No

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

Value excluding VAT: £500,000

II.2) Description

II.2.2) Additional CPV code(s)

- 48100000 - Industry specific software package
- 48000000 - Software package and information systems

II.2.3) Place of performance

NUTS codes

- UKL1 - West Wales and the Valleys

Main site or place of performance

Aberystwyth

II.2.4) Description of the procurement

The Books Council of Wales is a registered charity, set up over 50 years ago to ensure that Welsh books or books of Welsh content are distributed effectively. After a period of growth, it acts as a distributor to some publishers, and as a Welsh wholesaler to other publishers. The distribution business has a net turnover of 2.7m GBP per annum and employs 15 members of staff.

The current system was introduced in 1996, and several developments over the period has meant a complex relationship with other bespoke products including ONIX feeds, EDI ordering, finance system, order to cash, title database, customer database and the e-commerce platform.

The Books Council of Wales (“Books Council”) is a national charity (number 505262) which supports the publishing industry in Wales and promotes reading for pleasure. Due to the lack of distributors in Wales, it has acted as a book distributor since the 1970’s, focussing mainly on Welsh customers. The charity’s core functions are to provide specialist editing, design, marketing, and distribution services to ensure high standards of book production and publication in both Welsh and English. Funded by the Welsh Government, it also administers and distribute grants to publishers in Wales from our headquarters in Aberystwyth. Another vital element of our work is the active promotion of reading and literacy across Wales through a range of campaigns, activities, and events.

The Books Council is not a publisher and does not publish its own titles, it is concentrated on the Distribution, Wholesale and Consignment of books for Client Publishers.

The Books Council predominantly distributes books focussing on Wales and the Welsh language. Roughly 50% of the titles distributed are written in Welsh and the Books Council promotes titles published both by established Welsh publishers and individual authors. Most of the Welsh language publishers are in an exclusive distribution arrangement with the Books Council, whereas English language publishers will have another main distributor, but will use the Books Council to distribute in Wales. Titles cover multiple subject areas, both fiction and non-fiction, children’s books, academic and professional publishing. Books Council also distributes a limited range of non-book items, e.g. toys, especially where complimentary to a book, or meets the requirement of the

customers (schools primarily).

The Books Council's primary market is the Welsh book trade, libraries, schools and colleges in Wales and sales to the public. It does sell books to the wider UK markets, with some export sales, and acts to some extent as a wholesale operation buying titles from other UK publishers for resale – for example travel guides to Wales, sports titles about Welsh teams and individuals, etc. The Books Council also supplies books on consignment to some customers. It also has the ability, as it does for several clients to provide 'White Label' distribution services.

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II.2.5) Award criteria

Quality criterion - Name: Technical Specification / Weighting: 65

Price - Weighting: 35

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 IV. Procedure

IV.1) Description

IV.1.1) Type of procedure

Open procedure

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

The procurement is covered by the Government Procurement Agreement: No

IV.2) Administrative information

IV.2.1) Previous publication concerning this procedure

Notice number: [2020/S 144-355943](#)

Section V. Award of contract

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

25 March 2021

V.2.2) Information about tenders

Number of tenders received: 3

Number of tenders received from SMEs: 2

Number of tenders received from tenderers from other EU Member States: 1

Number of tenders received from tenderers from non-EU Member States: 1

Number of tenders received by electronic means: 3

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

V.2.3) Name and address of the contractor

knk Software UK Ltd

71-75 Shelton Street

London

WC2H9JQ

Telephone

+44 7903870595

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

No

V.2.4) Information on value of contract/lot (excluding VAT)

Total value of the contract/lot: £503,800

Section VI. Complementary information

VI.3) Additional information

It is imperative that all systems support the Welsh language and the extended Welsh character set. The core software can be in English, but all external communication must be in both Welsh and English. Text fields must support Welsh (and offer spelling corrections) as well as supporting characters. Certain fields may need to be completed in both Welsh and English (e.g. title descriptions) and reports must have the option for Welsh and/or English headings.

All websites must fully support Welsh. See www.gwales.com where users can select the Welsh or English version. Customers can further select whether correspondence is to be in Welsh or English and all emails and other communications must fully support Welsh.

All portals must also support both languages.

(WA Ref:109646)

VI.4) Procedures for review

VI.4.1) Review body

High Court

Royal Courts of Justice, The Strand

London

Country

United Kingdom