

This is a published notice on the Find a Tender service: <https://www.find-tender.service.gov.uk/Notice/008224-2024>

Contract

## **ID 5166959 DfE - Invest NI - Provision of Advice and Guidance on NI's Dual Market Access Framework**

Invest Northern Ireland

F03: Contract award notice

Notice identifier: 2024/S 000-008224

Procurement identifier (OCID): ocds-h6vhtk-042b18

Published 14 March 2024, 3:29pm

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

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

Invest Northern Ireland

Bedford Square, Bedford Street

BELFAST

BT2 7ES

#### **Email**

[StrategicDelivery.CPD@finance-ni.gov.uk](mailto:StrategicDelivery.CPD@finance-ni.gov.uk)

#### **Country**

United Kingdom

#### **Region code**

UK - United Kingdom

#### **Internet address(es)**

Main address

<https://etendersni.gov.uk/epps>

Buyer's address

<https://etendersni.gov.uk/epps>

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

The contract is awarded by a central purchasing body

## **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

ID 5166959 DfE - Invest NI - Provision of Advice and Guidance on NI's Dual Market Access Framework

Reference number

5166959

#### II.1.2) Main CPV code

- 79300000 - Market and economic research; polling and statistics

#### II.1.3) Type of contract

Services

#### II.1.4) Short description

The Client wishes to appoint a framework of Contractors to Provide advice, analysis and guidance to Invest NI (including its overseas offices), potential foreign direct investors, and DfE on the benefits (or otherwise) of Northern Ireland's Dual Market Access proposition brought about through the Northern Ireland Protocol and Windsor Framework. There are two separate Lots with a maximum of 3 Contractors to be appointed per Lot: 1. Advice, Analysis and Guidance on the Movement of Goods To and From Northern Ireland 2. Advice and Guidance on the Movement of People It is intended that the contracts will commence upon contract award (expected to be March 2024).

#### II.1.6) Information about lots

This contract is divided into lots: Yes

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

Value excluding VAT: £200,000

### II.2) Description

#### II.2.1) Title

Lot 1 Advice, Analysis and Guidance on the Movement of Goods To and From NI

Lot No

1

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

- 79311400 - Economic research services
- 79400000 - Business and management consultancy and related services
- 79410000 - Business and management consultancy services
- 79411000 - General management consultancy services

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

NUTS codes

- UKN - Northern Ireland

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

The Client wishes to appoint a framework of Contractors to Provide advice, analysis and guidance to Invest NI (including its overseas offices), potential foreign direct investors, and DfE on the benefits (or otherwise) of Northern Ireland's Dual Market Access proposition brought about through the Northern Ireland Protocol and Windsor Framework. There are two separate Lots with a maximum of 3 Contractors to be appointed per Lot: 1. Advice, Analysis and Guidance on the Movement of Goods To and From Northern Ireland 2. Advice and Guidance on the Movement of People It is intended that the contracts will commence upon contract award (expected to be March 2024).

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

Quality criterion - Name: AC1 Team Experience- Customs / Weighting: 13.8

Quality criterion - Name: AC2 Team Experience- Taxation / Weighting: 13.8

Quality criterion - Name: AC3 Team Experience- Standards Regulatory Requirements / Weighting: 13.8

Quality criterion - Name: AC4 Contract Management / Weighting: 8.4

Quality criterion - Name: AC5 Social Value / Weighting: 10.2

Cost criterion - Name: AC6 Daily Rate / Weighting: 40

### **II.2.11) Information about options**

Options: Yes

Description of options

There is one option to extend for any period up to, and including, twelve months

### **II.2.13) Information about European Union Funds**

The procurement is related to a project and/or programme financed by European Union funds: No

## **II.2) Description**

### **II.2.1) Title**

Lot 2 Advice and Guidance on the Movement of People

Lot No

2

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

- 79311400 - Economic research services
- 79400000 - Business and management consultancy and related services
- 79410000 - Business and management consultancy services
- 79411000 - General management consultancy services

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

NUTS codes

- UKN - Northern Ireland

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

The Client wishes to appoint a framework of Contractors to Provide advice, analysis and guidance to Invest NI (including its overseas offices), potential foreign direct investors, and DfE on the benefits (or otherwise) of Northern Ireland's Dual Market Access proposition brought about through the Northern Ireland Protocol and Windsor Framework. There are two separate Lots with a maximum of 3 Contractors to be appointed per Lot: 1. Advice, Analysis and Guidance on the Movement of Goods To and From Northern Ireland

2. Advice and Guidance on the Movement of People It is intended that the contracts will commence upon contract award (expected to be March 2024).

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

Quality criterion - Name: AC1 Team Experience / Weighting: 42

Quality criterion - Name: AC2 Contract Management / Weighting: 7.8

Quality criterion - Name: AC3 Social Value / Weighting: 10.2

Cost criterion - Name: AC4 Daily Rate / Weighting: 40

### **II.2.11) Information about options**

Options: Yes

Description of options

There is one option to extend for any period up to, and including, twelve months.

### **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.1.3) Information about a framework agreement or a dynamic purchasing system**

The procurement involves the establishment of a framework agreement

#### **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: [2024/S 000-000386](#)

---

## **Section V. Award of contract**

### **Contract No**

1

### **Lot No**

1

### **Title**

Lot 1 Advice, Analysis and Guidance on the Movement of Goods To and From NI

A contract/lot is awarded: Yes

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

#### **V.2.1) Date of conclusion of the contract**

14 March 2024

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

Number of tenders received: 6

Number of tenders received from SMEs: 2

Number of tenders received from tenderers from other EU Member States: 0

Number of tenders received from tenderers from non-EU Member States: 3

Number of tenders received by electronic means: 6

The contract has been awarded to a group of economic operators: Yes

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

PINNACLE GROWTH GROUP LIMITED

42 Bachelors Walk

Lisburn

BT28 1XN

Email

[robert.mcconnell@pinnaclegrowth.com](mailto:robert.mcconnell@pinnaclegrowth.com)

Telephone

+44 7849493735

Country

United Kingdom

NUTS code

- UK - United Kingdom

Internet address

<https://etendersni.gov.uk/epps>

The contractor is an SME

Yes

**V.2.3) Name and address of the contractor**

KPMG

The Soloist Building, 1 Lanyon Place

Belfast

BT1 3LP

Email

[ie-fm-belfasttenders@kpmg.ie](mailto:ie-fm-belfasttenders@kpmg.ie)

Telephone

+44 2890243377

Country

United Kingdom

NUTS code

- UK - United Kingdom

Internet address

<https://etendersni.gov.uk/epps>

The contractor is an SME

No

**V.2.3) Name and address of the contractor**

INSTITUTE OF EXPORT AND INTERNATIONAL TRADE THE

Export House Minerva Business Park

PETERBOROUGH

PE2 6FT

Email

[sam.pileggi@export.org.uk](mailto:sam.pileggi@export.org.uk)

Telephone

+44 1733404400

Country

United Kingdom

NUTS code

- UK - United Kingdom

Internet address

<https://etendersni.gov.uk/epps>

The contractor is an SME

Yes

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

Initial estimated total value of the contract/lot: £150,000

Total value of the contract/lot: £150,000

---

## **Section V. Award of contract**

### **Contract No**

2

### **Lot No**

2

### **Title**

Lot 2 Advice and Guidance on the Movement of People

A contract/lot is awarded: Yes

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

#### **V.2.1) Date of conclusion of the contract**

14 March 2024

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

Number of tenders received: 6

Number of tenders received from SMEs: 1

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: 6

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

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

CLEAVER FULTON RANKIN LTD

50 Bedford St

BELFAST

BT2 7FW

Email

[j.robinson@cfrlaw.co.uk](mailto:j.robinson@cfrlaw.co.uk)

Telephone

+44 2890243141

Country

United Kingdom

NUTS code

- UK - United Kingdom

Internet address

<https://etendersni.gov.uk/epps>

The contractor is an SME

Yes

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

Initial estimated total value of the contract/lot: £50,000

Total value of the contract/lot: £50,000

---

## **Section VI. Complementary information**

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

The successful Contractor's performance will be managed as per the specification. and regularly monitored. Contractors not delivering.. on contract requirements is a serious matter. It means the public purse is not getting what it is paying for. If a Contractor fails to reach.. satisfactory levels of contract performance they will be given a specified time to improve. If, after the specified time, they still fail to.. reach satisfactory levels of contract performance, the matter will be escalated to senior management in CPD for further action. If this.. occurs and their performance still does not improve to satisfactory levels within the specified period, it may be grounds for termination.. of the contract at the Contractor's expense. In lieu of termination they may be issued with a Notice of Written Warning or a Notice of... Unsatisfactory Performance. A central register of such Notices for supplies and services Contracts will be maintained and published.. on the CPD website. Any Contractor in receipt of multiple Notices of Written Warning or Notices of Unsatisfactory Performance will be.. required to declare this in future tender submissions for a period of three years from the date of issue of the Notice. It may also result in.. the Contractor being excluded from all procurement competitions being undertaken by Centres of Procurement.

### **VI.4) Procedures for review**

#### **VI.4.1) Review body**

The UK does not have any such bodies with responsibility for appeal/mediation procedures.

Belfast

Country

United Kingdom

#### **VI.4.3) Review procedure**

Precise information on deadline(s) for review procedures

CPD complied with the Public Contracts Regulations 2015 and incorporated. a..... standstill period (i.e. a minimum of 10 calendar days) at the point information on the award of contract was communicated to. tenderers... That notification provided full information on the award decision. This provided time for the unsuccessful tenderers to. challenge the.. award decision before the contract was entered into..