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Planning

DIT Foreign Direct Investment Services

Department for International Trade

F01: Prior information notice

Prior information only

Notice identifier: 2021/S 000-009063

Procurement identifier (OCID): ocids-h6vhtk-02aad8

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Section I: Contracting authority

I.1) Name and addresses

Department for International Trade

London

Email

commercialbpo@trade.gov.uk

Country

United Kingdom

NUTS code

UK - United Kingdom

Internet address(es)

Main address

<https://www.gov.uk/government/organisations/department-for-international-trade>

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

Economic and financial affairs

Section II: Object

II.1) Scope of the procurement

II.1.1) Title

DIT Foreign Direct Investment Services

II.1.2) Main CPV code

- 79900000 - Miscellaneous business and business-related services

II.1.3) Type of contract

Services

II.1.4) Short description

Inward investment will play a crucial role in supporting recovery from the COVID-19 crisis and enable the UK to build back better. According to UNCTAD, global investment flows fell by 42% in 2020 compared to 2019, with a further 10% decline expected in 2021. In this difficult climate, it will be more competitive than ever to maintain the UK's position as a leading destination for investment.

The Plan for Growth identified inward investment as a key priority for supporting economic recovery and levelling up. To deliver this, HMG recently established the new Office for Investment (OfI) based within No. 10 and part of DIT. This is supported by a new dedicated investment function within DIT, as well as a renewed focus on improving the business environment to improve UK attractiveness to investors. As a whole, DIT is shifting towards a more proportionate and segmented approach to supporting investors, systematically using investor intelligence to better influence policy, adopting a more

targeted approach to investment promotion, utilising intelligence and technology to instruct investment environment policy and to give DIT a more informed approach to setting operational objectives. These changes will allow DIT to support the Plan for Growth by creating jobs, improving innovation, and contributing to government priorities including, levelling-up, net zero and science superpower.

The Successful Bidder's responsibilities are likely to range from gathering business intelligence and conducting market research to inform DIT priorities, to developing propositions and marketing collateral to showcase UK investment opportunities, to coordinating virtual project teams delivering end-to-end support to individual investors. In this way we aim to work alongside the provider to deliver comprehensive, holistic support that Government is uniquely best placed to provide.

II.1.5) Estimated total value

Value excluding VAT: £50,000,000

II.1.6) Information about lots

This contract is divided into lots: Yes

II.2) Description

II.2.1) Title

Lot No

DIT Foreign Direct Investment Services

II.2.2) Additional CPV code(s)

- 79900000 - Miscellaneous business and business-related services

II.2.3) Place of performance

NUTS codes

- UK - United Kingdom

II.2.4) Description of the procurement

The successful bidder will be central to delivering DIT's investment services and this contract represents an opportunity to be a part of DIT's Investment operations as it moves from being one of the world's most respected investment promotion agencies to being the most sophisticated investment promotion agency in the world. This will require expertise, innovation, operational excellence – and a commitment from the provider to

deliver in the national interest. It is crucial that the successful bidder shares DIT's vision and values and are able to work hand-in-hand with DIT teams across the world to land high quality projects that will drive wealth creation across the UK.

The Successful Bidder will be the national strategy and delivery partner for DIT's investment services. They will work collaboratively with colleagues across the DIT Network as one team to achieve DIT Network targets. We expect the Successful Bidder's role to include some or all of the following activity:

A. attract foreign investment which has a positive impact on the UK economy, through the following services:

1. enquiry management: receiving, qualifying and triaging inward investment enquires from investors and the DIT network;
2. project management: co-ordinating and delivering information and support to potential investors, drawing on expertise from across the DIT Network and beyond, in order to land investment projects in the UK;
3. aftercare: supporting new to the UK investors to commence full operations, access local support, and expand domestically and internationally;
4. research, products and market intelligence: providing bespoke research, intelligence tools, and stock sectoral, business environment, and high potential opportunity propositions to attract and retain high value investments; delivering high quality market research to support lead generation across the DIT Network; providing access to sectoral specialist capabilities to be used across the DIT Network.
5. account management: manage relationships with identified priority companies, to retain investment, secure further investment and gather intelligence on investor sentiment, and regularly review which companies are to be account managed.
6. partnership management: support smooth working between DIT network and local delivery partners in England, and support relationship management with Devolved Administrations, in order to attract and retain high value investments across the UK.

B. improve the UK's capability to attract and retain foreign investment, through the following services:

1. business intelligence: gather and analyse business intelligence through interactions with investors; share intelligence across the DIT Network; make recommendations to DIT on how to exploit opportunities and mitigate risks identified in business intelligence; support management of the UK's investment pipeline.

2. strategic projects: provide capacity to undertake strategic projects, commissioned by DIT, and paid for on basis of pre-agreed rate-card.

3. training and capability building: provide dedicated training and learning support to investment officers across the DIT Network on the latest approaches to attracting inward investment.

C. effectively manage the transition and implementation of the above services, whilst maintaining service levels and performance:

1. any contract award arising as a result of this Statement of Requirement is expected to be agreed in Q1 FY22/23;

2. full transfer of delivery responsibility from the incumbent to the Successful Bidder in the Q2/Q3 FY22/23.

At this stage of the procurement DIT are conducting pre-market engagement and would like to speak with organisations interested in the opportunity on a 1-2-1 basis. These meetings will discuss the requirement at a high level and be used by DIT to help inform the Delivery Model Assessment.

The pre-market engagement meetings are scheduled to take place from 5th May to 21st May.

II.2.14) Additional information

A second round of market engagement is expected to take place later in 2021.

To register your interest in the opportunity and/or to schedule a meeting as part of the pre-market engagement, please notify DIT by sending an email to commercialbpo@trade.gov.uk

II.3) Estimated date of publication of contract notice

1 May 2022

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

