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Contract

## **ID 5502349 - DfE - Invest NI - Development and Delivery of the Invest NI Go Global Programme**

DfE - Invest NI

F03: Contract award notice

Notice identifier: 2025/S 000-011298

Procurement identifier (OCID): ocds-h6vhtk-04cf13

Published 26 March 2025, 11:55am

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

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

DfE - Invest NI

Bedford Square, Bedford Street

BELFAST

BT2 7ES

#### **Contact**

SSDAdmin.CPDfinance-ni.gov.uk

#### **Email**

[SSDAdmin@CPDfinance-ni.gov.uk](mailto:SSDAdmin@CPDfinance-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

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## **Section II: Object**

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

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

ID 5502349 - DfE - Invest NI - Development and Delivery of the Invest NI Go Global Programme

Reference number

5502349

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

- 80500000 - Training services

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

Services

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

Invest NI in recognising the challenge for Small and Medium-Sized Enterprises (SME's) and in particular to grow export sales in markets outside of the UK and Republic of Ireland, wish to appoint a Contractor to provide a Go Global Programme that will support our SME's to develop their International business footprint and give them the confidence, ambition, knowledge and skills required to sell their products and services in new export markets. The initial focus will be Europe, enabling businesses to take advantage of the "Windsor Framework" then will expand to North America and beyond depending on company needs and the opportunity presented. As a result, Invest NI is seeking to appoint a Contractor for the delivery and management of "The Go Global Programme" for a five-year period, with an anticipated launch date in financial quarter 4 2024/25. Tenderers should refer to the Specification for further details.

#### **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: £107,075

## **II.2) Description**

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

- 80522000 - Training seminars
- 80532000 - Management training services
- 73000000 - Research and development services and related consultancy services
- 73200000 - Research and development consultancy services
- 73210000 - Research consultancy services
- 73220000 - Development consultancy services
- 79310000 - Market research services
- 79413000 - Marketing management consultancy services
- 73110000 - Research services
- 79342000 - Marketing services
- 79411000 - General management consultancy services
- 79400000 - Business and management consultancy and related services

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

NUTS codes

- UKN - Northern Ireland

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

Invest NI in recognising the challenge for Small and Medium-Sized Enterprises (SME's) and in particular to grow export sales in markets outside of the UK and Republic of Ireland, wish to appoint a Contractor to provide a Go Global Programme that will support our SME's to develop their International business footprint and give them the confidence, ambition, knowledge and skills required to sell their products and services in new export markets. The initial focus will be Europe, enabling businesses to take advantage of the "Windsor Framework" then will expand to North America and beyond depending on company needs and the opportunity presented. As a result, Invest NI is seeking to appoint a Contractor for

the delivery and management of “The Go Global Programme” for a five-year period, with an anticipated launch date in financial quarter 4 2024/25. Tenderers should refer to the Specification for further details.

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

Quality criterion - Name: Lead Programme Trainer and/or Trade Advisers: Export Programme Delivery Experience / Weighting: 24

Quality criterion - Name: Lead Programme Trainer and/or Trade Advisers: Individual export projects experience across various markets / Weighting: 18

Quality criterion - Name: Proposed Programme Design and Content / Weighting: 11.25

Quality criterion - Name: European and International Expansion / Weighting: 11.25

Quality criterion - Name: Social Value / Weighting: 10.5

Cost criterion - Name: Total Contract Price / Weighting: 25

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

Options: Yes

Description of options

The initial contract is for a period of 24 months from the date of appointment with options to extend for two further periods of 24 months and 12 months respectively i.e. 2 + 2 + 1

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

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

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## **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: Yes

### **IV.2) Administrative information**

#### **IV.2.1) Previous publication concerning this procedure**

Notice number: [2025/S 000-000844](#)

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

### **Contract No**

1

### **Title**

Contract

A contract/lot is awarded: Yes

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

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

21 March 2025

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

Number of tenders received: 5

Number of tenders received from SMEs: 1

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

Number of tenders received from tenderers from non-EU Member States: 0

Number of tenders received by electronic means: 5

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

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

Northern Ireland Trade Consultants B.V.

Beethovenstraat 176

Amsterdam

1077 JX

Email

[murn@nitc.nl](mailto:murn@nitc.nl)

Telephone

+49 12345678

Country

Netherlands

NUTS code

- NL - Netherlands

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: £107,075

Total value of the contract/lot: £107,075



## **Section VI. Complementary information**

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

Contract Monitoring. The successful contractor's performance on the contract will be regularly monitored in line with the tender documentation. 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 regarded as an act of grave professional misconduct and they may be issued with a Notice of Unsatisfactory Performance and the contract may be terminated. The issue of a Notice of Unsatisfactory Performance can result in the Contractor being excluded from all procurement competitions being undertaken by Centres of Procurement Expertise on behalf of bodies covered by the Northern Ireland Procurement Policy for a period of three years from the date of issue.

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

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

The UK does not have any such bodies with responsibility for appeal/mediation procedures. Instead; any challenges are dealt with by the High Court, Commercial Division, to which proceedings may be issued regarding alleged breaches of the PCR 2015 as amended.

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.