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Contract

CON-21-120 Salesforce Model Reverse Engineering

Financial Conduct Authority

F03: Contract award notice

Notice identifier: 2021/S 000-011309

Procurement identifier (OCID): ocds-h6vhtk-02b39f

Published 21 May 2021, 12:15pm

Section I: Contracting authority

I.1) Name and addresses

Financial Conduct Authority

12 Endeavour Square

London

E20 1JN

Email

isprocurement@fca.org.uk

Telephone

+44 2070661000

Country

United Kingdom

NUTS code

UK - United Kingdom

Internet address(es)

Main address

www.fca.org.uk

I.4) Type of the contracting authority

Body governed by public law

I.5) Main activity

Economic and financial affairs

Section II: Object

II.1) Scope of the procurement

II.1.1) Title

CON-21-120 Salesforce Model Reverse Engineering

Reference number

CON-21-120

II.1.2) Main CPV code

- 72000000 - IT services: consulting, software development, Internet and support

II.1.3) Type of contract

Services

II.1.4) Short description

The FCA will be taking the structural and descriptive metadata from a Salesforce instance (Production or Sandbox) and create an analogous relational data model for use within a relational data modelling tool. The Salesforce Model Reverse Engineering Tool will process the Salesforce metadata. The main use cases for this tool include:

Reverse-engineering of a Salesforce instance's metadata to create a relational data

model of the instance suitable for use in a data modelling tool.

Comparing Salesforce instance metadata so we can identify differences, similarities between two instances.

The creation of Subject Areas (i.e. views of a subset of the Objects and Relationships of a Salesforce instance) prior to the creation of the corresponding relational data model.

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: £54,918.45

II.2) Description

II.2.2) Additional CPV code(s)

- 48600000 - Database and operating software package
- 48610000 - Database systems
- 48611000 - Database software package
- 48612000 - Database-management system
- 72212600 - Database and operating software development services
- 72212610 - Database software development services
- 72320000 - Database services
- 72321000 - Added-value database services
- 72000000 - IT services: consulting, software development, Internet and support

II.2.3) Place of performance

NUTS codes

- UK - United Kingdom

Main site or place of performance

UNITED KINGDOM

II.2.4) Description of the procurement

The FCA will be taking the structural and descriptive metadata from a Salesforce instance (Production or Sandbox) and create an analogous relational data model for use within a relational data modelling tool. The Salesforce Model Reverse Engineering Tool will process the Salesforce metadata. The main use cases for this tool include:

Reverse-engineering of a Salesforce instance's metadata to create a relational data model of the instance suitable for use in a data modelling tool.

Comparing Salesforce instance metadata so we can identify differences, similarities between two instances.

The creation of Subject Areas (i.e. views of a subset of the Objects and Relationships of a Salesforce instance) prior to the creation of the corresponding relational data model.

II.2.5) Award criteria

Quality criterion - Name: Technical / Weighting: 60

Quality criterion - Name: Commercial / Weighting: 40

Cost criterion - Name: Price / Weighting: 40

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

Award of a contract without prior publication of a call for competition in the cases listed below

- No tenders or no suitable tenders/requests to participate in response to open procedure

Explanation:

The decision to award a contract without prior publication to Silwood Technology Limited for the provision of a Salesforce Model Reverse Engineering Software was awarded using the general grounds provided under Reg 32(2)(a):

32.—(1) In the specific cases and circumstances laid down in this regulation, contracting authorities may award public contracts by a negotiated procedure without prior publication.

(2) The negotiated procedure without prior publication may be used for public works contracts, public supply contracts and public service contracts in any of the following cases:—

(a) where no tenders, no suitable tenders, no requests to participate or no suitable requests to participate have been submitted in response to an open procedure or a restricted procedure, provided that the initial conditions of the contract are not substantially altered and that a report is sent to the Commission where it so requests;

This Salesforce Model Reverse Engineering opportunity was previously tendered as part of five (5) Lot procurement - Data Management Tooling – ‘Lot 5 Salesforce Model Reverse Engineering’ OJS notice number 2020/S 193-467900 using the Open Procedure. Following the publication of the contract notice for Data Management Tooling; The FCA received and evaluated one submission for Lot 5 Salesforce Model Reverse Engineering. This bid was unable to demonstrate that it could meet the relevant competencies to fulfil the Requirements. Feedback to the bidder was given and the procurement process for Lot 5 Salesforce Model Reverse Engineering was subsequently closed and a contract award notice was later published notifying the market that no contract was awarded for this Lot.

Following the closure of the tender, the FCA conducted a comprehensive Supplier Market Engagement and Analysis exercise with over four (4) Suppliers including Silwood Technology Limited. The outcome of the Supplier Market Engagement indicated that

Silwood Technology Limited was both affordable and best fit to deliver the FCA's business requirements and proceeded with the Supplier using the lawful provision available under the Regulation 32(2)(a) to award this contract to Silwood Technology Limited for the provisions of Salesforce Model Reverse Engineering software for a term of one (1) year with the option to extend by a further one (1) year.

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 193-467900](#)

Section V. Award of contract

Contract No

CON-21-120

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

19 May 2021

V.2.2) Information about tenders

Number of tenders received: 1

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: 0

Number of tenders received by electronic means: 1

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

V.2.3) Name and address of the contractor

Silwood Technology Limited

Silwood Park, Buckhurst Road, Ascot

Berkshire

SL5 7PW

Country

United Kingdom

NUTS code

- UK - United Kingdom

National registration number

02646501

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: £54,918.45

Total value of the contract/lot: £54,918.45

Section VI. Complementary information

VI.3) Additional information

To view this notice, please click here:

<https://www.delta-esourcing.com/delta/viewNotice.html?noticeId=595599090>

GO Reference: GO-2021521-PRO-18281897

VI.4) Procedures for review

VI.4.1) Review body

The Financial Conduct Authority

12 Endeavour Square

London

E20 1JN

Country

United Kingdom

Internet address

<https://www.fca.org.uk>