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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](mailto:isprocurement@fca.org.uk)

#### **Telephone**

+44 2070661000

#### **Country**

United Kingdom

#### **NUTS code**

UK - United Kingdom

**Internet address(es)**

Main address

[www.fca.org.uk](http://www.fca.org.uk)

**I.4) Type of the contracting authority**

Body governed by public law

**I.5) Main activity**

Economic and financial affairs

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**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

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## 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](#)

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### **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

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## **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>