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Contract

## Better Business Cases Programme

HM Treasury

F03: Contract award notice

Notice identifier: 2023/S 000-011445

Procurement identifier (OCID): ocds-h6vhtk-035f0f

Published 21 April 2023, 10:29am

### Section I: Contracting authority

#### I.1) Name and addresses

HM Treasury

1 Horse Guards Road

London

SW1A 2HQ

#### Email

[GreenBook@hmtreasury.gov.uk](mailto:GreenBook@hmtreasury.gov.uk)

#### Telephone

+44 2072705000

#### Country

United Kingdom

#### Region code

UK - United Kingdom

**Internet address(es)**

Main address

<https://www.gov.uk/ccs>

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

The contract is awarded by a central purchasing body

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

Ministry or any other national or federal authority

**I.5) Main activity**

Other activity

Public Procurement

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## **Section II: Object**

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

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

Better Business Cases Programme

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

- 80500000 - Training services

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

Services

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

Crown Commercial Service, as the Authority, has put in place an agreement for the provision of the Better Business Case Programme.

The Better Business Cases programme aims to significantly increase and maintain the capacity of the UK public sector to create and plan optimum value proposals for investment, spending and use of public resources through the use of HM Treasury's Business Case guidance on applying the 'Five Case Model' through best practice.

The primary requirement of this contract is to:

- A. Put in place a system of accreditation for individual trainers and training organisations, so once accredited they can deliver training in HMT Business Case guidance. This is primarily delivered through examinations.
- B. Put in place a system of accreditation for individuals undertaking the training by individuals and organisations described in (a), so they can receive formal accreditation in HMT Business Case Guidance. This is to be provided by the supplier delivering examinations to these candidates.

The supplier will also provide facilitation services for the promotion and support of a market for Better Business Cases training, based on the accreditation and approval of training organisations and individual trainers and the administration of an examination and accreditation scheme for individual candidates. These examination and accreditation services are to be available to the public and private sector.

The lotting structure of this framework was determined as a result of the market

engagement.

#### **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: £1

### **II.2) Description**

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

- 80500000 - Training services

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

NUTS codes

- UK - United Kingdom

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

The Better Business Cases programme aims to significantly increase the capacity of the UK public sector to create and plan optimum value proposals for investment, spending and use of public resources through the use of HM Treasury's Business Case guidance on applying the 'Five Case Model'.

The requirement of this contract is for a supplier to accredit and approve training organisations and individual trainers including administering an examination and accreditation scheme for individual candidates. The supplier will also provide facilitation services for the promotion and support of a market for Better Business Cases training.

The programme's core focus has previously been on the UK and New Zealand with support provided for demand led training around the world. A large majority of exams are taken within the UK. HM Treasury wishes to maintain this focus, while developing the emerging international training market. There is considerable international potential for growth in the provision of accreditation and training and there are already organisations advocating its use abroad.

HM Treasury is looking for a supplier to provide a scheme that will improve upon the functions of the existing scheme. Requirements include providing a model for presenting accredited training providers, examination questions and syllabuses based on HMT Business Case guidance, proactively quality controlling examination administration and invigilation, and providing HMT with regular reporting and monitoring data (further details

to be found in the Statements of Requirements). In addition, we would like on-going surveys of people undertaking Better Business Cases training to support on-going development and feedback.

The proposed contract will likely be for a period of 3 years with the option to extend the contract for up to 2 years, plus an extra 2 contingency years if necessary.

The authority intends to put in place a handover period between any new supplier and existing supplier during approximately October – March 2023. During this time, the new supplier would be required to put in place the appropriate processes and systems for the delivery of this service and receive key documents they will need to do so (e.g. banks of examination questions), whilst the current supplier will continue to deliver the accreditation and training services during the handover period. After the handover period, the appointed supplier under this procurement would then be the sole organisation delivering this requirement during the contract period.

This is a concession contract where the current supplier charges a fee to users undertaking examinations (either to become accredited in HMT Business Case Guidance or to become accredited to deliver training in HMT Business Case Guidance). A royalty from this exam fee is provided to the Authority. Concession contract. Examination fees vary by region – see procurement documentation for further details.

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

Quality criterion - Name: Quality / Weighting: 100

Price - Weighting: 100

#### **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

Open procedure

#### 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: [2022/S 000-029022](#)

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## Section V. Award of contract

### Lot No

1

### Title

Better Business Cases Procurement

A contract/lot is awarded: Yes

### V.2) Award of contract

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

27 March 2023

#### V.2.2) Information about tenders

Number of tenders received: 1

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

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

The APM Group Limited

Sword House, Totteridge Road, High Wycombe, Buckinghamshire. HP13 6DG

High Wycombe

Country

United Kingdom

NUTS code

- UK - United Kingdom

National registration number

02861902

The contractor is an SME

Yes

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

Total value of the contract/lot: £1

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## **Section VI. Complementary information**

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

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

The Minister for the Cabinet Office acting through Crown Commercial Service

9th Floor, The Capital, Old Hall Street

Liverpool

L3 9PP

Email

[supplier@crowncommercial.gov.uk](mailto:supplier@crowncommercial.gov.uk)

Telephone

+44 3450103503

Country

United Kingdom

Internet address

<https://www.crowncommercial.gov.uk/ccs>

**VI.4.2) Body responsible for mediation procedures**

The Minister for the Cabinet Office acting through Crown Commercial Service

9th Floor, The Capital, Old Hall Street

Liverpool

L3 9PP

Email

[supplier@crowncommercial.gov.uk](mailto:supplier@crowncommercial.gov.uk)

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