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Tender

Export Clusters

Welsh Government

F02: Contract notice

Notice identifier: 2021/S 000-012608

Procurement identifier (OCID): ocds-h6vhtk-029fe2

Published 4 June 2021, 5:05pm

Section I: Contracting authority

I.1) Name and addresses

Welsh Government

Corporate Procurement Services, Cathays Park

Cardiff

CF10 3NQ

Email

Lisa.Austin-Terry@gov.wales

Country

United Kingdom

NUTS code

UKL - Wales

Internet address(es)

Main address

http://www.sell2wales.gov.wales/search/Search_AuthProfile.aspx?ID=AA0007

Buyer's address

https://www.sell2wales.gov.wales/search/Search_AuthProfile.aspx?ID=AA0007

I.2) Information about joint procurement

The contract is awarded by a central purchasing body

I.3) Communication

The procurement documents are available for unrestricted and full direct access, free of charge, at

<https://etenderwales.bravosolution.co.uk>

Additional information can be obtained from the above-mentioned address

Tenders or requests to participate must be submitted electronically via

<https://etenderwales.bravosolution.co.uk>

I.4) Type of the contracting authority

Ministry or any other national or federal authority

I.5) Main activity

General public services

Section II: Object

II.1) Scope of the procurement

II.1.1) Title

Export Clusters

Reference number

C269/2020/2021

II.1.2) Main CPV code

- 79421100 - Project-supervision services other than for construction work

II.1.3) Type of contract

Services

II.1.4) Short description

The purpose of this project is to appoint an organisation(s) to independently develop and manage five pan-Wales export clusters, one for each of the following key priority sectors as identified in the Welsh Government Export Action Plan. Each cluster is a grouping of businesses in a defined sector who we work with on a one to many basis. These clusters are:

- Clean Energy / Renewables
- Consumer Products
- High Value Manufacturing
- Life Sciences
- Technology

Each cluster will recruit selected Wales-based businesses with the overarching aim of increasing expertise, skills and knowledge to drive export growth in Wales.

II.1.5) Estimated total value

Value excluding VAT: £2,000,000

II.1.6) Information about lots

This contract is divided into lots: Yes

Tenders may be submitted for all lots

The contracting authority reserves the right to award contracts combining the following lots or groups of lots:

Consumer Products

Life Sciences

Clean Energy / Renewables

High Value Manufacturing

Technology

Bidders are permitted to bid for one, all, or any number of lots.

II.2) Description

II.2.1) Title

Clean Energy / Renewables

Lot No

1

II.2.2) Additional CPV code(s)

- 79421100 - Project-supervision services other than for construction work
- 79400000 - Business and management consultancy and related services
- 79900000 - Miscellaneous business and business-related services
- 79996000 - Business organisation services

II.2.3) Place of performance

NUTS codes

- UKL - Wales

II.2.4) Description of the procurement

To recruit an organisation who will be responsible for developing and managing a number of highly functioning export clusters, with the overarching aim of increasing expertise, skills and knowledge to drive export growth in Wales. This procurement exercise will comprise of five lots; one for each of the following sectors:

- Clean Energy / Renewables
- Consumer Products
- High Value Manufacturing
- Life Sciences
- Technology

Each cluster will be made up of Wales-based businesses that can contribute to the aims of the Welsh Government Export Action Plan (recruitment for the clusters will be one of the initial key requirements of this procurement exercise). Suitable members will have the following characteristics:

- Be at the right stage of their development to benefit from the Cluster
- Have a clear ambition to grow and to be successful in exporting
- Potential for future export business growth
- Have products or services that are suitable for export markets

Each Cluster will be expected to act as a 'feeder' for referrals to other export support programmes provided by the Welsh Government. It should also be an area to nurture collaboration amongst members that can add value to the activity.

Each Cluster should be mobile, agile and cross-cutting across its respective sector, with engagement taking place across all regions of Wales.

The successful supplier(s) will collaborate with members of the Welsh Government Trade Team in the delivery of this programme.

II.2.5) Award criteria

Quality criterion - Name: Technical / Weighting: 80

Price - Weighting: 20

II.2.6) Estimated value

Value excluding VAT: £400,000

II.2.7) Duration of the contract, framework agreement or dynamic purchasing system

Duration in months

36

This contract is subject to renewal

Yes

Description of renewals

12 month option to extend. Contract duration could be up to 48 months.

II.2.10) Information about variants

Variants will be accepted: No

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

II.2) Description

II.2.1) Title

Consumer Products

Lot No

2

II.2.2) Additional CPV code(s)

- 79421100 - Project-supervision services other than for construction work
- 79400000 - Business and management consultancy and related services
- 79900000 - Miscellaneous business and business-related services
- 79996000 - Business organisation services

II.2.3) Place of performance

NUTS codes

- UKL - Wales

II.2.4) Description of the procurement

To recruit an organisation who will be responsible for developing and managing a number of highly functioning export clusters, with the overarching aim of increasing expertise, skills and knowledge to drive export growth in Wales. This procurement exercise will comprise of five lots; one for each of the following sectors:

- Clean Energy / Renewables
- Consumer Products
- High Value Manufacturing
- Life Sciences
- Technology

Each cluster will be made up of Wales-based businesses that can contribute to the aims of the Welsh Government Export Action Plan (recruitment for the clusters will be one of the initial key requirements of this procurement exercise). Suitable members will have the following characteristics:

- Be at the right stage of their development to benefit from the Cluster
- Have a clear ambition to grow and to be successful in exporting
- Potential for future export business growth
- Have products or services that are suitable for export markets

Each Cluster will be expected to act as a 'feeder' for referrals to other export support programmes provided by the Welsh Government. It should also be an area to nurture

collaboration amongst members that can add value to the activity.

Each Cluster should be mobile, agile and cross-cutting across its respective sector, with engagement taking place across all regions of Wales.

The successful supplier(s) will collaborate with members of the Welsh Government Trade Team in the delivery of this programme.

II.2.5) Award criteria

Quality criterion - Name: Technical / Weighting: 80

Price - Weighting: 20

II.2.6) Estimated value

Value excluding VAT: £400,000

II.2.7) Duration of the contract, framework agreement or dynamic purchasing system

Duration in months

36

This contract is subject to renewal

Yes

Description of renewals

12 month option to extend. Contract duration could be up to 48 months.

II.2.10) Information about variants

Variants will be accepted: No

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

II.2) Description

II.2.1) Title

High Value Manufacturing

Lot No

3

II.2.2) Additional CPV code(s)

- 79421100 - Project-supervision services other than for construction work
- 79400000 - Business and management consultancy and related services
- 79900000 - Miscellaneous business and business-related services
- 79996000 - Business organisation services

II.2.3) Place of performance

NUTS codes

- UKL - Wales

II.2.4) Description of the procurement

To recruit an organisation who will be responsible for developing and managing a number of highly functioning export clusters, with the overarching aim of increasing expertise, skills and knowledge to drive export growth in Wales. This procurement exercise will comprise of five lots; one for each of the following sectors:

- Clean Energy / Renewables
- Consumer Products
- High Value Manufacturing
- Life Sciences
- Technology

Each cluster will be made up of Wales-based businesses that can contribute to the aims of the Welsh Government Export Action Plan (recruitment for the clusters will be one of the initial key requirements of this procurement exercise). Suitable members will have the

following characteristics:

- Be at the right stage of their development to benefit from the Cluster
- Have a clear ambition to grow and to be successful in exporting
- Potential for future export business growth
- Have products or services that are suitable for export markets

Each Cluster will be expected to act as a 'feeder' for referrals to other export support programmes provided by the Welsh Government. It should also be an area to nurture collaboration amongst members that can add value to the activity.

Each Cluster should be mobile, agile and cross-cutting across its respective sector, with engagement taking place across all regions of Wales.

The successful supplier(s) will collaborate with members of the Welsh Government Trade Team in the delivery of this programme.

II.2.5) Award criteria

Quality criterion - Name: Technical / Weighting: 80

Price - Weighting: 20

II.2.7) Duration of the contract, framework agreement or dynamic purchasing system

Duration in months

36

This contract is subject to renewal

Yes

Description of renewals

12 month option to extend. Contract duration could be up to 48 months.

II.2.10) Information about variants

Variants will be accepted: No

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

II.2) Description

II.2.1) Title

Life Sciences

Lot No

4

II.2.2) Additional CPV code(s)

- 79421100 - Project-supervision services other than for construction work
- 79400000 - Business and management consultancy and related services
- 79900000 - Miscellaneous business and business-related services
- 79996000 - Business organisation services

II.2.3) Place of performance

NUTS codes

- UKL - Wales

II.2.4) Description of the procurement

To recruit an organisation who will be responsible for developing and managing a number of highly functioning export clusters, with the overarching aim of increasing expertise, skills and knowledge to drive export growth in Wales. This procurement exercise will comprise of five lots; one for each of the following sectors:

- Clean Energy / Renewables
- Consumer Products
- High Value Manufacturing

- Life Sciences
- Technology

Each cluster will be made up of Wales-based businesses that can contribute to the aims of the Welsh Government Export Action Plan (recruitment for the clusters will be one of the initial key requirements of this procurement exercise). Suitable members will have the following characteristics:

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II.2.5) Award criteria

Quality criterion - Name: Technical / Weighting: 80

Price - Weighting: 20

II.2.6) Estimated value

Value excluding VAT: £400,000

II.2.7) Duration of the contract, framework agreement or dynamic purchasing system

Duration in months

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This contract is subject to renewal

Yes

Description of renewals

12 month option to extend. Contract duration could be up to 48 months.

II.2.10) Information about variants

Variants will be accepted: No

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

II.2) Description

II.2.1) Title

Technology

Lot No

5

II.2.2) Additional CPV code(s)

- 79421100 - Project-supervision services other than for construction work
- 79000000 - Business services: law, marketing, consulting, recruitment, printing and security
- 79900000 - Miscellaneous business and business-related services
- 79996000 - Business organisation services

II.2.3) Place of performance

NUTS codes

- UKL - Wales

II.2.4) Description of the procurement

To recruit an organisation who will be responsible for developing and managing a number of highly functioning export clusters, with the overarching aim of increasing expertise, skills and knowledge to drive export growth in Wales. This procurement exercise will comprise of five lots; one for each of the following sectors:

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- Life Sciences
- Technology

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II.2.10) Information about variants

Variants will be accepted: No

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 III. Legal, economic, financial and technical information

III.1) Conditions for participation

III.1.2) Economic and financial standing

Selection criteria as stated in the procurement documents

III.1.3) Technical and professional ability

Selection criteria as stated in the procurement documents

III.2) Conditions related to the contract

III.2.2) Contract performance conditions

As stated in the procurement documents

III.2.3) Information about staff responsible for the performance of the contract

Obligation to indicate the names and professional qualifications of the staff assigned to performing the contract

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: [2021/S 000-006256](#)

IV.2.2) Time limit for receipt of tenders or requests to participate

Date

12 July 2021

Local time

2:00pm

IV.2.4) Languages in which tenders or requests to participate may be submitted

English

IV.2.6) Minimum time frame during which the tenderer must maintain the tender

Duration in months: 120 (from the date stated for receipt of tender)

IV.2.7) Conditions for opening of tenders

Date

13 July 2021

Local time

10:00am

Place

etenderwales.bravosolution.co.uk

Section VI. Complementary information

VI.1) Information about recurrence

This is a recurrent procurement: No

VI.2) Information about electronic workflows

Electronic ordering will be used

Electronic invoicing will be accepted

Electronic payment will be used

VI.3) Additional information

E-Tender Information:

<https://etenderwales.bravosolution.co.uk>

- The first person from your Organisation to use the Platform will be required to register on behalf of the Organisation.
- Registration involves accepting a User Agreement, and providing basic information about your Organisation and about the User performing the Registration.
- On registering on the Platform the Super User will select a Username and will receive a password.
- The Password will be sent by e-mail to the email address that was specified in the User Details section of the Registration page.
- In order to log-in to the Platform please enter your Username and Password.
- Note: If you forget your Password then visit the homepage and click "Forgot your password?"
- Registration should only be performed once for each Organisation.
- If you think that someone in your Organisation may have already registered on this Platform then you must not register again.
- Please contact the person who Registered (i.e. the Super User) in order to arrange

access to the Platform.

- Contact the Helpdesk immediately if you are unable to contact the Super User (for example if they have left your Organisation).
- Note: If your Organisation is already registered on the Platform then you must not make any additional registration. Please contact the

Helpdesk to gain access to the Platform.

- Tenders must be uploaded to the BravoSolution portal by 14:00. Late bids will not be accepted.

How To Find The ITT:

- Once logged in you must click on 'ITT's Open to all Suppliers'
- The e-tender references for this contract are: project_47455 and itt_87838 - itt_87842 (inclusive).
- Click on the title to access summary details of the contract. If you are still interested in submitting a tender, click the 'Express an Interest' button. This will move the ITT from the 'Open to all Suppliers' area to the 'My ITT's' on the home page.
- You will then see the full details of the ITT in the qualification and technical envelopes along with any relevant documents in the 'Attachments' area.
- Any questions on the ITT, please use the 'Messages' area to contact the buyer directly – Please do not contact the named person at the top of this notice.

Please note that the Client may utilise EU finding in respect of the Contract. As a result, the successful Bidder will be required to manage finances and records so as to comply with EU audit requirements.

For information purposes the potential value of the contract is estimated to be 75,000 - 100,000 GBP (excluding VAT) per Cluster, per annum per cluster - 300,000 - 400,000 GBP per cluster for the full duration of the contract if extended. This amount will be made available for the purposes of this contract. Therefore the total budget available for the maximum 4 years duration (including the extension) is between 1,500,000 – 2,000,000 GBP (excluding VAT).

NOTE: The authority is using eTenderwales to carry out this procurement process. To obtain further information record your interest on Sell2Wales at

https://www.sell2wales.gov.wales/search/search_switch.aspx?ID=111143

Under the terms of this contract the successful supplier(s) will be required to deliver Community Benefits in support of the authority's economic and social objectives. Accordingly, contract performance conditions may relate in particular to social and environmental considerations. The Community Benefits included in this contract are:

Training and recruitment opportunities for young people perhaps in terms of an apprenticeship.. Bidders should consider opportunities for recruiting and training the above groups as part of the workforce delivering the Contract.

The Community Benefit provision will be non-core.

(WA Ref:111143)

The buyer considers that this contract is suitable for consortia.

VI.4) Procedures for review

VI.4.1) Review body

High Court

Royal Courts of Justice, The Strand

London

WC2A 2LL

Telephone

+44 2079477501

Country

United Kingdom