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Tender

## **Business Case Development (LSHW.001.2025)**

Life Sciences Hub Wales Ltd

UK4: Tender notice - Procurement Act 2023 - [view information about notice types](#)

Notice identifier: 2025/S 000-014783

Procurement identifier (OCID): ocds-h6vhtk-0501fb ([view related notices](#))

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### **Scope**

### **Reference**

LSHW.001.2025

### **Description**

Life Sciences Hub Wales is currently developing a Term of Government Business Case (“the Plan”) for submission to Welsh Government to inform its (Life Sciences Hub Wales’s) remit and funding requirement for the period of 2026 to 2031. Life Sciences Hub Wales seeks to procure an external consultant (“the Contractor”) to work with the Life Sciences Hub Wales management team to assist with the development of the Plan.

### **Total value (estimated)**

- £49,999 excluding VAT

- £59,999 including VAT

Below the relevant threshold

### **Contract dates (estimated)**

- 16 May 2025 to 31 July 2025
- 2 months, 16 days

### **Main procurement category**

Services

### **CPV classifications**

- 72221000 - Business analysis consultancy services
- 73220000 - Development consultancy services
- 79411000 - General management consultancy services
- 73200000 - Research and development consultancy services

### **Contract locations**

- UKL2 - East Wales

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## **Participation**

### **Conditions of participation**

The Contractor must either have valid Cyber Essentials or ISO27001 certification (if not both) in place at the time of contract award, as minimum.

### **Particular suitability**

- Small and medium-sized enterprises (SME)
- Voluntary, community and social enterprises (VCSE)

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## **Submission**

### **Enquiry deadline**

25 April 2025, 11:59pm

### **Tender submission deadline**

2 May 2025, 2:00pm

### **Submission address and any special instructions**

<https://www.sell2wales.gov.wales>

### **Tenders may be submitted electronically**

Yes

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## Award criteria

Name	Description	Type	Weighting
Commercial Criteria	For the Commercial Assessment Tenderers are required to complete and return a Commercial response workbook by inserting the requested information as per the workbook guidance. The Commercial response workbook is provided as a supporting attachment entitled 'Business Case Development (LSHW.001.2025) – Commercial Response Workbook'.	Price	40.00%
Question 1	Consider the Life Sciences Hub Wales requirement as per Parts 2 (Overview) and 13 (Specification). Demonstrate your organisation's recent (last 3-years) experience of providing effective Business Case Review services similar to the Life Sciences Hub Wales requirement and context. 3 Pages of A4	Quality	15.00%

<b>Name</b>	<b>Description</b>	<b>Type</b>	<b>Weighting</b>
Question 2	<p>Detail your organisation's knowledge and experience of: Acting as a critical friend and supporting the development of business cases to Government using the Better Business Cases model. (4%). Leading on economic case option appraisal including benefit realisation modelling (4%). Life science systems and partners across the UK and internationally to inform adaption of remit, priorities, and operational delivery (3%). Best practice and lessons learnt for national / regional systems for life sciences development identifying critical success factors, infrastructure and support requirements (4%). For the avoidance of doubt, each sub-criteria for Q2 will be evaluated independently and scored in-line with the Life Sciences Hub Wales scoring methodology (i.e. each sub-criteria will receive a score against its sub-weighting). Total 5 pages of A4</p>	Quality	15.00%

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Name	Description	Type	Weighting
Question 4	<p>Consider the Life Sciences Hub Wales requirement as per Parts 2 (Overview) and 13 (Specification). Detail your organisation's proposed approach for effectively delivering all of the requirements supporting completion of the Plan. 3 pages of A4</p>	Quality	15.00%
Question 3	<p>Detail the knowledge and experience of the individuals to be deployed to the Life Sciences Hub Wales requirement, giving examples of their previous development of Business Case work using the Five Case Model, with reference to any outputs or projects that were successfully realised. CVs can be provided as additional supporting information (CVs will not count towards the Page Limit for Q3). For the avoidance of doubt, the response to Q3 will be evaluated in its entirety and will receive one single score in-line with the Life Sciences Hub Wales scoring methodology (i.e. the question has no sub-criteria). 2 pages of A4</p>	Quality	10.00%

<b>Name</b>	<b>Description</b>	<b>Type</b>	<b>Weighting</b>
Question 5	Detail your organisation's proposed approach to account, quality, performance and information security management for adoption if successful, including methodology, approach and deployment. Detail to the key points of contact to be appointed to Life Sciences Hub Wales. For the avoidance of doubt, the response to Q5 will be evaluated in its entirety and will receive one single score in-line with the Life Sciences Hub Wales scoring methodology (i.e. the question has no sub-criteria). 2 pages of A4	Quality	5.00%

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## **Procedure**

### **Procedure type**

Below threshold - open competition

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## **Documents**

## **Associated tender documents**

[https://www.sell2wales.gov.wales/Assets/NoticeBuilder\\_FileDownload.aspx?id=330891](https://www.sell2wales.gov.wales/Assets/NoticeBuilder_FileDownload.aspx?id=330891)

Invitation to Tender document for the provision of Business Case Development (LSHW.001.2025).

Provides full details of the requirement and assessment process.

[https://www.sell2wales.gov.wales/Assets/NoticeBuilder\\_FileDownload.aspx?id=330892](https://www.sell2wales.gov.wales/Assets/NoticeBuilder_FileDownload.aspx?id=330892)

Business Case Development (LSHW.001.2025) – Qualification Questionnaire.

The Qualification Questionnaire and Form of Tender includes a number of qualifying questions that tenderers must answer as instructed in order for their response to be taken forward into consideration.

[https://www.sell2wales.gov.wales/Assets/NoticeBuilder\\_FileDownload.aspx?id=330893](https://www.sell2wales.gov.wales/Assets/NoticeBuilder_FileDownload.aspx?id=330893)

For the Quality Assessment Tenderers are required to complete and return a Quality response template by responding to each of the Quality questions as per the guidance outlined within the template document and within the Invitation to Tender document.

[https://www.sell2wales.gov.wales/Assets/NoticeBuilder\\_FileDownload.aspx?id=330894](https://www.sell2wales.gov.wales/Assets/NoticeBuilder_FileDownload.aspx?id=330894)

For the Commercial Assessment Tenderers are required to complete and return a Commercial response workbook by inserting the requested information as per the workbook guidance.

## Contracting authority

### Life Sciences Hub Wales Ltd

- Companies House: 08719645

3 Assembly Square

Cardiff

CF10 4PL

United Kingdom

Contact name: Adam James-Price

Email: [tenders@lshubwales.com](mailto:tenders@lshubwales.com)

Website: <http://www.lifescienceshubwales.com>

Region: UKL22 - Cardiff and Vale of Glamorgan

Organisation type: Public authority - sub-central government

Devolved regulations that apply: Wales