

This is a published notice on the Find a Tender service: <https://www.find-tender.service.gov.uk/Notice/019066-2023>

Award

Salesforce UK Ltd

Coventry University

F15: Voluntary ex ante transparency notice

Notice identifier: 2023/S 000-019066

Procurement identifier (OCID): ocds-h6vhtk-03ded5

Published 4 July 2023, 4:56pm

Section I: Contracting authority/entity

I.1) Name and addresses

Coventry University

Priory Street

COVENTRY

CV15FB

Contact

Thomas Hasson

Email

ad7747@coventry.ac.uk

Country

United Kingdom

Region code

UKG33 - Coventry

Companies House

07781274

Internet address(es)

Main address

<https://www.coventry.ac.uk/>

I.4) Type of the contracting authority

Body governed by public law

I.5) Main activity

Education

Section II: Object

II.1) Scope of the procurement

II.1.1) Title

Salesforce UK Ltd

Reference number

FRAM-966-23-TH

II.1.2) Main CPV code

- 48218000 - License management software package

II.1.3) Type of contract

Supplies

II.1.4) Short description

Salesforce licences

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: £7,112,475.03

II.2) Description

II.2.3) Place of performance

NUTS codes

- UKG33 - Coventry

II.2.4) Description of the procurement

The selection of potential suppliers for Salesforce licensing at Coventry University is significantly limited to a single supplier, as the university's procurement of Salesforce licensing can only be conducted directly through Salesforce.

- There is a certain level of sensitivity associated with the contract between Coventry University and Salesforce. Specifically, some research and development (R&D) as well as intellectual property (IP) have been developed for Coventry University on the Salesforce platform for the previously tendered Student Engagement Program.
- This aligns with the ongoing Student Engagement Program, which was previously tendered, and the licensing agreement was signed for a period of three years, until the renewal date of July 2023. The current situation entails an extension of that agreement. Due to the urgency of requiring licensing to continue this service, the University does not have the time to assess the market for alternative options at this time.
- It is crucial for Coventry University to secure the licenses directly, as without them, the university will be unable to utilise the Salesforce platform for the Student Engagement Program.

II.2.11) Information about options

Options: No

Section IV. Procedure

IV.1) Description

IV.1.1) Type of procedure

Negotiated without a prior call for competition

- The works, supplies or services can be provided only by a particular economic operator for the following reason:
 - protection of exclusive rights, including intellectual property rights

Explanation:

The works, supplies or services can be provided only by a particular economic operator for the following reason:

- protection of exclusive rights, including intellectual property rights and sole supply nature.

The selection of potential suppliers for Salesforce licensing at Coventry University is significantly limited to a single supplier, as the university's procurement of Salesforce licensing can only be conducted directly through Salesforce

- There is a certain level of sensitivity associated with the contract between Coventry University and Salesforce. Specifically, some research and development (R&D) as well as intellectual property (IP) have been developed for Coventry University on the Salesforce platform for the previously tendered Student Engagement Program.
- This aligns with the ongoing Student Engagement Program, which was previously tendered, and the licensing agreement was signed for a period of three years, until the renewal date of July 2023. The current situation entails an extension of that agreement. Due to the urgency of requiring licensing to continue this service, the University does not have the time to assess the market for alternative options at this time.
- It is crucial for Coventry University to secure the licenses directly, as without them, the university will be unable to utilise the Salesforce platform for the Student Engagement Program.

IV.1.8) Information about the Government Procurement Agreement (GPA)

The procurement is covered by the Government Procurement Agreement: Yes

Section V. Award of contract/concession

A contract/lot is awarded: Yes

V.2) Award of contract/concession

V.2.1) Date of conclusion of the contract

4 July 2023

V.2.2) Information about tenders

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

V.2.3) Name and address of the contractor/concessionaire

Salesforce

Salesforce Tower, 110 Bishopsgate

London

EC2N 4AY

Country

United Kingdom

NUTS code

- UKI - London

Companies House

05094083

The contractor/concessionaire is an SME

No

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

Total value of the contract/lot/concession: £7,112,475.03

Section VI. Complementary information

VI.4) Procedures for review

VI.4.1) Review body

Coventry University

Coventry

Country

United Kingdom