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Award

## **Provision of International Student Recruitment services from Qobolak (Saudi Arabia)**

City of Glasgow College

F15: Voluntary ex ante transparency notice

Notice identifier: 2023/S 000-019786

Procurement identifier (OCID): ocids-h6vhtk-03e0a4

Published 11 July 2023, 2:13pm

### **Section I: Contracting authority/entity**

#### **I.1) Name and addresses**

City of Glasgow College

190 Cathedral Street

Glasgow

G4 0RF

#### **Email**

[deborah.fagan@cityofglasgowcollege.ac.uk](mailto:deborah.fagan@cityofglasgowcollege.ac.uk)

#### **Telephone**

+44 1413755316

#### **Country**

United Kingdom

#### **NUTS code**

UKM82 - Glasgow City

**Internet address(es)**

Main address

<http://www.cityofglasgowcollege.ac.uk/>

Buyer's address

[https://www.publiccontractsscotland.gov.uk/search/Search\\_AuthProfile.aspx?ID=AA00453](https://www.publiccontractsscotland.gov.uk/search/Search_AuthProfile.aspx?ID=AA00453)

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

Body governed by public law

**I.5) Main activity**

Education

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## **Section II: Object**

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

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

Provision of International Student Recruitment services from Qobolak (Saudi Arabia)

Reference number

CS/CoGC/23/18

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

- 79411000 - General management consultancy services

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

Services

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

Services include:

Identify and recruit Trainees to the Saudi Tourism Programmes on behalf of COGC

Identify and through screening allocate the most appropriate training pathway for each Trainee

Manage all in country communications with UAU

Co-ordinate and manage all Trainees group communications

Arrange staff and transportation for airport transfers (UK airport to hotel, return)

Manage day to day arrangements with hotel accommodation for all Trainees including room allocation

Provide on-site coordinators in Glasgow offering 24/7 support to Trainees

Accompany Student Groups on site visits and cultural visits

Manage the welfare of Trainees

Main emergency contact for Trainees

Main emergency contact for COGC Staff

#### **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: £546,250

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

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

- 79411000 - General management consultancy services

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

NUTS codes

- UKM8 - West Central Scotland

Main site or place of performance

190 Cathedral Street, Glasgow, G5 0RF

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

International Student Recruitment services

#### **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

- The procurement falls outside the scope of application of the regulations

Explanation:

The works, supplies or services can be provided only by a particular supplier due to the protection of exclusive rights, including intellectual property rights.

The provider is the preferred and chosen partner of the Ministry of Tourism. This opportunity would not be available to City of Glasgow College directly.

Due to the commercial nature of this agreement and complexities of tendering the requirements, a direct route to market without competitive actions is required.

After dialogue with other Institutions regarding this requirement, the key reasons for not tendering can be summarised below:

The commercially sensitive nature of the requirements. Some institutions will only use certain agents and some agents will only deal with certain institutions (mainly Universities).

No appetite for agents to tender especially in the Far East.

Certain agents are affiliated with certain Ministries. In this instance, the Ministry of Tourism will only engage with Qobolak. Without Qobolak, COGC could not benefit from this opportunity.

Agents will not sign up to Institutions terms and conditions.

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

The procurement is covered by the Government Procurement Agreement: Yes

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## **Section V. Award of contract/concession**

### **Contract No**

CS/CoGC/23/18

A contract/lot is awarded: Yes

### **V.2) Award of contract/concession**

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

11 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**

Qobolak for Commercial Services

6239 King Abdulaziz Rd , Al Yasmeen Dist

Riyadh

13326-2821

Telephone

+44 7747533212

Country

United Kingdom

NUTS code

- UK - United Kingdom

Internet address

<https://www.qobolak.com/en/>

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: £546,250

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**Section VI. Complementary information**

**VI.3) Additional information**

(SC Ref:734468)

**VI.4) Procedures for review**

**VI.4.1) Review body**

Glasgow Sheriff Court and Justice of the Peace Court

Glasgow

Country

United Kingdom