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Planning

## **Business Development Partners Framework**

Cardiff University

F01: Prior information notice

Reducing time limits for receipt of tenders

Notice identifier: 2024/S 000-019802

Procurement identifier (OCID): ocds-h6vhtk-047862

Published 28 June 2024, 12:58pm

### **Section I: Contracting authority**

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

Cardiff University

Procurement Services, McKenzie House, 30-36 Newport Road

Cardiff

CF24 0DE

#### **Email**

[daviesg74@cardiff.ac.uk](mailto:daviesg74@cardiff.ac.uk)

#### **Telephone**

+44 2920879648

#### **Country**

United Kingdom

#### **NUTS code**

UKL - Wales

**Internet address(es)**

Main address

<http://www.cardiff.ac.uk/business/why-work-with-us/for-suppliers>

Buyer's address

[https://www.sell2wales.gov.wales/search/Search\\_AuthProfile.aspx?ID=AA0258](https://www.sell2wales.gov.wales/search/Search_AuthProfile.aspx?ID=AA0258)

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

The contract is awarded by a central purchasing body

**I.3) Communication**

Additional information can be obtained from the above-mentioned address

Tenders or requests to participate must be submitted electronically via

<https://in-tendhost.co.uk/cardiffuniversity.aspx/Home>

Electronic communication requires the use of tools and devices that are not generally available. Unrestricted and full direct access to these tools and devices is possible, free of charge, at

<https://in-tendhost.co.uk/cardiffuniversity.aspx/Home>

**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**

Business Development Partners Framework

Reference number

CU.1663.GD

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

- 79411100 - Business development consultancy services

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

Services

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

Cardiff University's Cyber Innovation Hub requires specialist delivery support in respect of sales, particularly in respect of building upon established leads and closing deals.

This will include:

- Building upon the existing commercial model to ensure that identified revenue streams are fully exploited within agreed timescales
- Accelerating brand recognition
- Exploiting existing leads, partners and networks – both those already known to CIH and others
- Working to agreed targets for sales and income generation
- Ensuring good record keeping via use of the CRM

There are specific sectors of the economy where specialist knowledge would be welcome and will form a multi-lot framework:

- Lot 1 - Manufacturing, including food production
- Lot 2 - Health and public services

- Lot 3 - Finance and professional services
- Lot 4 - Other technology-enabled sectors of the economy

If you believe you can offer the services for this requirement, please express your interest to this notice.

NOTE: To register your interest in this notice and obtain any additional information please visit the Sell2Wales Web Site at

[https://www.sell2wales.gov.wales/Search/Search\\_Switch.aspx?ID=136260](https://www.sell2wales.gov.wales/Search/Search_Switch.aspx?ID=136260).

### **II.1.5) Estimated total value**

Value excluding VAT: £180,000

### **II.1.6) Information about lots**

This contract is divided into lots: Yes

## **II.2) Description**

### **II.2.1) Title**

Manufacturing, including food production

Lot No

1

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

- 79411100 - Business development consultancy services

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

NUTS codes

- UKL22 - Cardiff and Vale of Glamorgan

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

Cardiff University's Cyber Innovation Hub requires specialist delivery support in respect of sales, particularly in respect of building upon established leads and closing deals. This will include:

- Building upon the existing commercial model to ensure that identified revenue streams are fully exploited within agreed timescales
- Accelerating brand recognition
- Exploiting existing leads, partners and networks – both those already known to CIH and others
- Working to agreed targets for sales and income generation
- Ensuring good record keeping via use of the CRM

This lot will focus on specialist knowledge within the following sector:

- Manufacturing, including food production

If you believe you can offer the services for this requirement, please express your interest to this notice.

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

Duration in months

35

This contract is subject to renewal

Yes

#### **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**

Health and Public Services

Lot No

2

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

- 79411100 - Business development consultancy services

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

NUTS codes

- UKL22 - Cardiff and Vale of Glamorgan

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

Cardiff University's Cyber Innovation Hub requires specialist delivery support in respect of sales, particularly in respect of building upon established leads and closing deals. This will include:

- Building upon the existing commercial model to ensure that identified revenue streams are fully exploited within agreed timescales
- Accelerating brand recognition
- Exploiting existing leads, partners and networks – both those already known to CIH and others
- Working to agreed targets for sales and income generation
- Ensuring good record keeping via use of the CRM

This lot will focus on specialist knowledge within the following sector:

- Health and public services

If you believe you can offer the services for this requirement, please express your interest to this notice.

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

Duration in months

35

This contract is subject to renewal

Yes

### **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**

Finance and professional services

Lot No

3

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

- 79411100 - Business development consultancy services

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

NUTS codes

- UKL22 - Cardiff and Vale of Glamorgan

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

Cardiff University's Cyber Innovation Hub requires specialist delivery support in respect of sales, particularly in respect of building upon established leads and closing deals. This will include:

- Building upon the existing commercial model to ensure that identified revenue streams are fully exploited within agreed timescales
- Accelerating brand recognition
- Exploiting existing leads, partners and networks – both those already known to CIH and others
- Working to agreed targets for sales and income generation
- Ensuring good record keeping via use of the CRM

This lot will focus on specialist knowledge within the following sector:

- Finance and professional services

If you believe you can offer the services for this requirement, please express your interest to this notice.

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

Duration in months

35

This contract is subject to renewal

Yes

### **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**

Other technology-enabled sectors of the economy

Lot No

4

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

- 79411100 - Business development consultancy services

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

NUTS codes

- UKL22 - Cardiff and Vale of Glamorgan

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

Cardiff University's Cyber Innovation Hub requires specialist delivery support in respect of sales, particularly in respect of building upon established leads and closing deals.

This will include:

- Building upon the existing commercial model to ensure that identified revenue streams are fully exploited within agreed timescales
- Accelerating brand recognition



- Exploiting existing leads, partners and networks – both those already known to CIH and others
- Working to agreed targets for sales and income generation
- Ensuring good record keeping via use of the CRM

This lot will focus on specialist knowledge within the following sector:

- Other technology-enabled sectors of the economy

If you believe you can offer the services for this requirement, please express your interest to this notice.

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

Duration in months

35

This contract is subject to renewal

Yes

#### **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.3) Estimated date of publication of contract notice**

5 August 2024

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### **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

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## **Section IV. Procedure**

### **IV.1) Description**

#### **IV.1.3) Information about a framework agreement or a dynamic purchasing system**

The procurement involves the establishment of a framework agreement

Framework agreement with several operators

Envisaged maximum number of participants to the framework agreement: 20

#### **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.2.5) Scheduled date for start of award procedures**

28 October 2024

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## **Section VI. Complementary information**

### **VI.2) Information about electronic workflows**

Electronic invoicing will be accepted

Electronic payment will be used

### **VI.3) Additional information**

NOTE: To register your interest in this notice and obtain any additional information please visit the Sell2Wales Web Site at

[https://www.sell2wales.gov.wales/Search/Search\\_Switch.aspx?ID=142543](https://www.sell2wales.gov.wales/Search/Search_Switch.aspx?ID=142543).

(WA Ref:142543)

### **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