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Contract

Salesforce Licencing

Hyde Housing Association Ltd

F03: Contract award notice

Notice identifier: 2023/S 000-020852

Procurement identifier (OCID): ocds-h6vhtk-03e392

Published 19 July 2023, 5:51pm

Section I: Contracting authority

I.1) Name and addresses

Hyde Housing Association Ltd

30 Park Street

London

SE1 9EQ

Contact

Sanja Topalovic

Email

Sanja.Topalovic@hyde-housing.co.uk

Telephone

+44 2070892690

Country

United Kingdom

Region code

UK - United Kingdom

National registration number

IP18195R

Internet address(es)

Main address

<https://www.hyde-housing.co.uk>

Buyer's address

<https://uk.eu-supply.com/ctm/Company/CompanyInformation/Index/119413>

I.4) Type of the contracting authority

Body governed by public law

I.5) Main activity

Housing and community amenities

Section II: Object

II.1) Scope of the procurement

II.1.1) Title

Salesforce Licencing

Reference number

Salesforce licences

II.1.2) Main CPV code

- 48445000 - Customer Relation Management software package

II.1.3) Type of contract

Supplies

II.1.4) Short description

Early renewal of Salesforce licencing contract.

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: £2,500,000

II.2) Description

II.2.2) Additional CPV code(s)

- 48445000 - Customer Relation Management software package

II.2.3) Place of performance

NUTS codes

- UK - United Kingdom

II.2.4) Description of the procurement

Procurement of Salesforce CRM licences. This is an early contract renewal to help reduce the cost of increasing the license costs and ensure there are enough licenses for future growth. Although Salesforce use re-sellers for their licencing, a quoting exercise has determined that the best value for money route is via Salesforce directly. The estimated value of the contract will be up to £2.5million over 3 years based on current expected licence volumes although these could change.

II.2.5) Award criteria

Price

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 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 services can be provided only by a particular economic operator for the following reason:
 - absence of competition for technical reasons
- Additional deliveries by the original supplier

Explanation:

This is a re-negotiation of an existing contract to incorporate a more appropriate licencing structure that satisfies current requirements and future proofs potential additional requirements during the term of the contract. By doing this the Contracting Authority will realise significant cost savings that would otherwise not be available via the existing contract.

As the end date of the original contract remains unchanged, the Contracting Authority considers the new contract to be in line with clause 32(5)(b) in terms of the new contract being intended as a partial replacement of the original supplies.

The Contracting Authority also believes that competition is absent for technical reasons as changing the CRM platform is not an option at this point in time and information gained from re-sellers confirms that they could not provide discounts offered by Salesforce directly.

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

The procurement is covered by the Government Procurement Agreement: No

Section V. Award of contract

Contract No

1

Title

Salesforce Licencing

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

19 July 2023

V.2.2) Information about tenders

Number of tenders received: 1

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

V.2.3) Name and address of the contractor

SALESFORCE UK LTD

110 Bishopsgate, London, EC2N 4AY, United Kingdom

London

EC2N 4AY

Country

United Kingdom

NUTS code

- UK - United Kingdom

National registration number

GB844903710

The contractor is an SME

No

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

Initial estimated total value of the contract/lot: £2,500,000

Total value of the contract/lot: £2,500,000

Section VI. Complementary information

VI.4) Procedures for review

VI.4.1) Review body

High Court

The Strand, London, WC2A 2LL, United Kingdom

London

WC2A 2LL

Country

United Kingdom