This is a published notice on the Find a Tender service: https://www.find-tender.service.gov.uk/Notice/023135-2023

Contract

Salesforce UK Ltd

Coventry University

F03: Contract award notice

Notice identifier: 2023/S 000-023135

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

Published 8 August 2023, 4:51pm

Section I: Contracting authority

I.1) Name and addresses

Coventry University

Priory Street

Coventry

CV6 3EQ

Email

bux280@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

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.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

• UKG - West Midlands (England)

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.

II.2.5) Award criteria

Price

II.2.11) Information about options

Options: 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 procurement falls outside the scope of application of the regulations

Explanation:

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

IV.2) Administrative information

IV.2.1) Previous publication concerning this procedure

Notice number: <u>2023/S 000-019066</u>

Section V. Award of contract

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

4 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

London

Country

United Kingdom

NUTS code

• UKI - London

Companies House

05094083

The contractor is an SME

No

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

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

Section VI. Complementary information

VI.4) Procedures for review

VI.4.1) Review body

Coventry University

Coventry

Country

United Kingdom