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Tender

Strategic Microsoft Partner

The Guinness Partnership Ltd

F02: Contract notice

Notice identifier: 2022/S 000-023373

Procurement identifier (OCID): ocds-h6vhtk-0361c8

Published 22 August 2022, 7:53pm

Section I: Contracting authority

I.1) Name and addresses

The Guinness Partnership Ltd

30 Brock Street, Regents Place

London

NW1 3FG

Contact

Dennis Viljoen

Email

procurement@guinness.org.uk

Country

United Kingdom

Region code

UK - United Kingdom

National registration number

31693R

Internet address(es)

Main address

<http://www.guinnesspartnership.com/>

Buyer's address

<https://procontract.due-north.com>

I.3) Communication

The procurement documents are available for unrestricted and full direct access, free of charge, at

<https://procontract.due-north.com/Advert/Index?advertId=af6aeab9-f8f6-ec11-8116-005056b64545>

Additional information can be obtained from the above-mentioned address

Tenders or requests to participate must be submitted electronically via

<https://procontract.due-north.com/Advert/Index?advertId=af6aeab9-f8f6-ec11-8116-005056b64545>

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

Strategic Microsoft Partner

Reference number

DN619409

II.1.2) Main CPV code

- 72000000 - IT services: consulting, software development, Internet and support

II.1.3) Type of contract

Services

II.1.4) Short description

The Guinness Partnership (TGP) is running this procurement to put a Framework Agreement with a panel of IT skills and knowledge specialists as may be required to support the business. TGP are looking for Partners with core Microsoft skills and competencies, primarily D365, but also to cover other Microsoft applications and infrastructure including SharePoint, OneDrive, Teams, DevOps, and the Azure platform. The Strategic Microsoft Partners will be required to bring experience within the sector, with the expectation that they are certified via the new Microsoft Solutions Partner designations (or can evidence the legacy capabilities that translate towards these), which provides Guinness with assurance that the Partner brings the appropriate level of performance, skilling, and customer success to the relationship.

The proposed Framework will consist of 2 Lots, these Lots are:

Lot 1 – Dynamics 365

The scope of this lot will include:

- To deliver solutions with Dynamics 365 and Power Platform; ongoing management services for Dynamics 365, Business Central, Power BI, Power Apps, Power Automate, Power Virtual Agents,

Lot 2 - Azure Capabilities

The scope of this Lot will include:

- Data & AI - to demonstrate capability helping Housing Sector customers manage data across multiple systems and potentially to build out analytics and AI solutions.
- Digital & App Innovation - to demonstrate helping Housing Sector customers build, run, and manage applications across multiple clouds, on premises or in a hybrid framework, you can evidence support within the Housing Sector migrating and deploying DevOps while using Azure, managing app services in Azure.
- Infrastructure - to demonstrate helping Housing Sector customers with migration of key infrastructure workloads to Microsoft Azure

The opportunity will be conducted using the Restricted Procedure and advertised as two (2) separate Lots, however potential suppliers will be able to bid for all Lots.

The framework will be accessible to all housing associations across England. Each Lot will have 3 suppliers on it.

The maximum duration of the Framework Agreement shall be for 48 months (4 years). The total value of this Framework shall be £16,000,000, Guinness's estimated spend under this Framework shall be £4,000,000, with £12,000,000 available to all other housing associations across England.

II.1.5) Estimated total value

Value excluding VAT: £16,000,000

II.1.6) Information about lots

This contract is divided into lots: Yes

Tenders may be submitted for all lots

Maximum number of lots that may be awarded to one tenderer: 2

II.2) Description

II.2.1) Title

Lot 1 - Microsoft Dynamics

Lot No

1

II.2.2) Additional CPV code(s)

- 72000000 - IT services: consulting, software development, Internet and support

II.2.3) Place of performance

NUTS codes

- UK - United Kingdom

Main site or place of performance

UNITED KINGDOM

II.2.4) Description of the procurement

Where requested by the Buyer, suppliers will provide a range of Services to deliver full technology services predominately on an outcome basis. Services may include but not limited to:

Lot 1 – Dynamics 365

To deliver solutions with Dynamics 365 and Power Platform;

Ongoing management services for Dynamics 365,

Business Central,

Power BI,

Power Apps,

Power Automate,

Power Virtual Agents,

II.2.5) Award criteria

Price is not the only award criterion and all criteria are stated only in the procurement documents

II.2.6) Estimated value

Value excluding VAT: £8,000,000

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

Duration in months

48

This contract is subject to renewal

No

II.2.9) Information about the limits on the number of candidates to be invited

Envisaged minimum number: 6

Maximum number: 7

Objective criteria for choosing the limited number of candidates:

As set out in the procurement documents

II.2.10) Information about variants

Variants will be accepted: No

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

II.2) Description

II.2.1) Title

Lot 2 - Azure Capabilities

Lot No

2

II.2.2) Additional CPV code(s)

- 72000000 - IT services: consulting, software development, Internet and support

II.2.3) Place of performance

NUTS codes

- UK - United Kingdom

Main site or place of performance

UNITED KINGDOM

II.2.4) Description of the procurement

Where requested by the Buyer, suppliers will provide a range of Services to deliver full technology services predominately on an outcome basis. Services may include but not limited to:

Lot 2 - Azure Capabilities

- Data & AI - to demonstrate capability helping Housing Sector customers manage data across multiple systems and potentially to build out analytics and AI solutions.
- Digital & App Innovation - to demonstrate helping Housing Sector customers build, run, and manage applications across multiple clouds, on premises or in a hybrid framework, you can evidence support within the Housing Sector migrating and deploying DevOps while using Azure, managing app services in Azure.
- Infrastructure - to demonstrate helping Housing Sector customers with migration of key infrastructure workloads to Microsoft Azure

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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 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

Section IV. Procedure

IV.1) Description

IV.1.1) Type of procedure

Restricted procedure

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: 6

In the case of framework agreements, provide justification for any duration exceeding 4 years:

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.2.2) Time limit for receipt of tenders or requests to participate

Date

21 September 2022

Local time

12:00pm

IV.2.3) Estimated date of dispatch of invitations to tender or to participate to selected candidates

13 October 2022

IV.2.4) Languages in which tenders or requests to participate may be submitted

English

IV.2.6) Minimum time frame during which the tenderer must maintain the tender

Duration in months: 6 (from the date stated for receipt of tender)

Section VI. Complementary information

VI.1) Information about recurrence

This is a recurrent procurement: No

VI.2) Information about electronic workflows

Electronic invoicing will be accepted

Electronic payment will be used

VI.3) Additional information

Each Lot will be treated as a separate contract award procedure.

Details of the process and the rationale for it is set out in the procurement documents.

Guinness will use their e-sourcing portal for this competition on which the procurement documents will be available once the opportunity is advertised and ready. Suppliers should

ensure they are registered in advance which can be done using the following link:

<https://www.procontract.due-north.com>.

Guinness reserves the right to discontinue this procurement at any time. Each Organisation must bear its own costs in relation to this procurement including the costs of responding to the SQ. Under no circumstances shall Guinness be required to reimburse any Organisation for any costs incurred in completing the SQ or participating in this procurement.

This framework is being procured by the Guinness Partnership Ltd., a registered Charitable Community Benefit Society registered number 031693R, whose registered office is at 30 Brock Street, Regent's Place, London, NW1 3FG ("Guinness").

This framework is being procured by Guinness for and on behalf of the following entities ("Other Users") who will all be entitled to conclude contracts based on this framework agreement:

- Any and all subsidiaries and entities within Guinness' group of societies and companies

("the Guinness Group"), including but not limited to:

- o The Guinness Partnership Ltd. (Company No: IP031693R)
 - o City Response Ltd., Trading As Guinness Property (Company No: 04471280)
 - o Guinness Care and Support Ltd. (Company No: IP30337R)
 - o Guinness Developments Limited (Company No: 04175094)
 - o The Guinness Housing Association Limited (Company No: IP17017R)
 - o Guinness Homes Limited (Company No: 05710006)
 - o Guinness Platform Limited (Company No: 06411652)
 - o Hallco 1397 Limited, Registration (Company No: 05998281); and
 - o Any existing and future entities which are contracting authorities within the Group;
- Social housing providers in the UK (both those that are in existence now and those that may be in existence in the future) – 'Social Housing Provider' for this purpose means any provider of social housing and includes, without limitation, registered providers which are listed on the regulator of social housing website and ALMOs and local authorities with retained social housing; and
 - Any Public Authority (as defined in the Freedom of Information Act 2000 for Public Authorities in England, or any Local Authority (as defined in the Local Government Act 1972 for Public Authorities in England); and
 - Any Public Authority which is included in the UK public sector classification guide at <https://www.ons.gov.uk/economy/nationalaccounts/uksectoraccounts/datasets/publicsectorclassificationguide>; and
 - Any wholly owned subsidiaries of any of the above organisations which are contracting authorities.

Other Users (save for those within The Guinness Group) must enter into a Joining Agreement with Guinness before they conclude contracts under the framework agreement.

Potential tenderers should note that Guinness does not guarantee any specific volume of work under this framework arrangement either from itself or Other Users.

Guinness reserves the right to abandon this procurement at any time. Guinness shall not, under any circumstances, be responsible for bidders tendering costs or any other costs or losses arising from such abandonment.

For further information regarding this tender please review the competition documents attached to the competition, or contact Guinness' Procurement Team via their tender portal. Free and unfettered access is available at <https://procontract.due-north.com/>.

VI.4) Procedures for review

VI.4.1) Review body

Public Procurement Review Service, Cabinet Office

London

Email

publicprocurementreview@cabinetoffice.gov.uk

Country

United Kingdom