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Contract

## **All Wales Print Framework**

Welsh Government

F03: Contract award notice

Notice identifier: 2021/S 000-023536

Procurement identifier (OCID): ocds-h6vhtk-02926d

Published 22 September 2021, 11:35am

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

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

Welsh Government

Corporate Procurement Services, Cathays Park

Cardiff

CF10 3NQ

#### **Contact**

Corporate Procurement Services

#### **Email**

[CPSProcurementAdvice@gov.wales](mailto:CPSProcurementAdvice@gov.wales)

#### **Telephone**

+44 3000257095

#### **Country**

United Kingdom

**NUTS code**

UKL - Wales

**Internet address(es)**

Main address

<https://gov.wales/>

Buyer's address

[https://www.sell2wales.gov.wales/search/Search\\_AuthProfile.aspx?ID=AA0007](https://www.sell2wales.gov.wales/search/Search_AuthProfile.aspx?ID=AA0007)

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

The contract is awarded by a central purchasing body

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

Body governed by public law

**I.5) Main activity**

General public services

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**Section II: Object**

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

**II.1.1) Title**

All Wales Print Framework

Reference number

C188/2020/2021

**II.1.2) Main CPV code**

- 79810000 - Printing services

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

Services

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

All Wales Print Framework

The Framework will comprise of 4 lots:

Lot 1: Commercial High Volume Print

Lot 2: Commercial Medium to Low Volume Print (inc Digital)

Lot 3: Specialist Print and Finishing, Direct Mail, Transactional Print and fulfilment

Lot 4: Managed Service Provision

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

This contract is divided into lots: Yes

### **II.1.7) Total value of the procurement (excluding VAT)**

Value excluding VAT: £12,000,000

## **II.2) Description**

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

Commercial High Volume Print

Lot No

1

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

- 79810000 - Printing services

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

NUTS codes

- UK - United Kingdom

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

This Lot is for customers who have a requirement to deal direct with a print manufacturer for high volume print, (e.g. runs in excess of 40,000 for 8pp A4/16pp A5 etc,) for a range of print services that may include, but not be limited to brochures, catalogues, marketing literature, and reports etc.

The Supplier(s) must have in-house capability to print the requirement on their own machinery but can sub-contract certain areas where they cannot gain cost efficiencies using in-house machinery for specialist finishing applications.

#### **II.2.5) Award criteria**

Quality criterion - Name: Quality / Weighting: 70

Price - Weighting: 30

#### **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**

Commercial Medium to Low Volume Print (inc Digital) and envelopes

Lot No

2

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

- 79810000 - Printing services

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

NUTS codes

- UK - United Kingdom

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

This Lot is for customers who have a requirement to deal direct with a print manufacturer for a range of print services of medium to low print runs (e.g. runs for 5,000 up to 40,000 of 16pp A4 /32pp A5 etc). Also Small to Medium sheet fed offset for medium runs (e.g. for 500 A4 up to 5000 8pp A4/16pp A5 etc) that may include, but not be limited to marketing literature, reports, brochures, information booklets, stationery, folders, NCR sets / pads, etc.

The Supplier(s) must have in-house capability to print the requirement on their own machinery but can sub-contract certain areas where they cannot gain cost efficiencies using in-house machinery for specialist finishing applications.

Digital copies could start at 1 copy

#### **II.2.5) Award criteria**

Quality criterion - Name: Quality / Weighting: 70

Price - Weighting: 30

#### **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**

Specialist Print and Finishing, Direct Mail, Envelopes, Transactional Print and fulfilment

Lot No

3

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

- 79810000 - Printing services

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

NUTS codes

- UK - United Kingdom

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

This Lot is for customers who have a requirement to deal direct with a print manufacturer for Specialist Print and Finishing. This may include items such as: Point of Sale products; vinyl printing; intricate gluing; hand finishing; complex folding; or any other specialist items that the customers may require.

The Supplier(s) must be able to offer services for direct mail and transactional printing that requires data personalisation in a secure environment.

The Supplier(s) must be able to source all printed items for inclusion in any direct mail campaign when required i.e. where a leaflet forms part of the campaign to be mailed, Supplier(s) may be required to source and organise the printing of any inserts.

The Supplier(s) must be able to print variable data including but not limited to text.

The Supplier(s) must be able to offer services for collation and fulfilment.

The Supplier(s) must be able to offer mailing activity services to include liaison and management of postal Supplier(s) and the ability to handle mail sorting facilities (including offering advice) in order to gain discounts from the postal operators, examples are detailed below:

- Machine capable envelopes;
- Machine readable mail;
- Address completeness and accuracy including postcode and post town matching;
- Liaising with mailing Supplier(s) to obtain the most cost effective mailing solutions for different product types.

The Supplier(s) must be able to offer a full range of dataset / database validation services for accurate and efficient mailings and to gain maximum postal discounts for both individuals and businesses that includes but is not limited to:

- Postcode Address File validation and standardisation of data records to this file for:
- Address validation;

- De-duplication of multiple data records in single and multiple files. De-duplication at individual, family or premise level. Organisational de-duplication to individual, company name or site level;
- Gone away suppression to cease sending mail that will not reach the intended recipient;
- Mortality suppression to cease sending mail to deceased individuals and businesses no longer trading;
- Mail preference screening and suppression to cease sending mail to those who have registered to this;
- National change of address file validation to update the records of home movers.
- Name formatting and salutation creation:
- List of preferred title formats and structures, non standard titles to be provided back for Customer to decide on action;
- Titles to be inferred where possible if missing, and existing titles to be checked for gender accuracy;
- Spurious text to be identified and removed or checked

#### **II.2.5) Award criteria**

Quality criterion - Name: Quality / Weighting: 70

Price - Weighting: 30

#### **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**

Managed Service Provision

Lot No

4

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

- 79810000 - Printing services

**II.2.3) Place of performance**

NUTS codes

- UK - United Kingdom

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

All Wales Print Framework

**II.2.5) Award criteria**

Quality criterion - Name: Quality / Weighting: 70

Price - Weighting: 30

**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**

Open procedure

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

The procurement involves the establishment of a framework agreement

#### **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: [2021/S 000-002822](#)

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

### **Lot No**

3

### **Title**

Specialist Print and Finishing, Direct Mail, Envelopes, Transactional Print and fulfilment

A contract/lot is awarded: Yes

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

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

19 July 2021

#### **V.2.2) Information about tenders**

Number of tenders received: 6

Number of tenders received from SMEs: 5

Number of tenders received from tenderers from other EU Member States: 6

Number of tenders received from tenderers from non-EU Member States: 0

Number of tenders received by electronic means: 6

The contract has been awarded to a group of economic operators: Yes

#### **V.2.3) Name and address of the contractor**

McLays Printers

Longwood Drive, Forest Farm

Cardiff

CF147ZB

Telephone

+44 2920544120

Fax

+44 2920544123

Country

United Kingdom

NUTS code

- UKL22 - Cardiff and Vale of Glamorgan

The contractor is an SME

No

**V.2.3) Name and address of the contractor**

MEDIASCENE LTD

Unit A-D Bowen Ind Est, Aberbargoed

BARGOED

CF819AB

Telephone

+44 1443828800

Country

United Kingdom

NUTS code

- UKL15 - Central Valleys

The contractor is an SME

Yes

**V.2.3) Name and address of the contractor**

Latcham Direct Ltd

1, Western Drive, Hengrove

Bristol

BS140AF

Telephone

+44 7738766431

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

Yes

### **V.2.3) Name and address of the contractor**

Harlequin Print and Packaging

Harlequin House, Coedcae Lane

Pontyclun

CF729DX

Telephone

+44 1443222219

Country

United Kingdom

NUTS code

- UKL - Wales

The contractor is an SME

Yes

**V.2.3) Name and address of the contractor**

Zenith Media Ltd

Pontyfelin Industrial Estate, New Inn

Pontypool

NP40DQ

Telephone

+44 495760870

Country

United Kingdom

NUTS code

- UKL16 - Gwent Valleys

The contractor is an SME

Yes

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

Initial estimated total value of the contract/lot: £12,000,000

Total value of the contract/lot: £12,000,000

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

### **Lot No**

4

### **Title**

Managed Service Provision

A contract/lot is awarded: No

### **V.1) Information on non-award**

The contract/lot is not awarded

Other reasons (discontinuation of procedure)

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

### **Lot No**

1

### **Title**

Commercial High Volume Print

A contract/lot is awarded: Yes

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

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

19 July 2021

#### **V.2.2) Information about tenders**

Number of tenders received: 10

Number of tenders received from SMEs: 9

Number of tenders received from tenderers from other EU Member States: 10

Number of tenders received from tenderers from non-EU Member States: 0

Number of tenders received by electronic means: 10

The contract has been awarded to a group of economic operators: Yes

**V.2.3) Name and address of the contractor**

Deltor Communications Ltd

Long Acre, Saltash Parkway

Saltash

PL126LZ

Telephone

+44 1752841747

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

Yes

**V.2.3) Name and address of the contractor**

Harlequin Print and Packaging

Harlequin House, Coedcae Lane

Pontyclun

CF729DX

Telephone

+44 1443222219

Country

United Kingdom

NUTS code

- UKL - Wales

The contractor is an SME

Yes

**V.2.3) Name and address of the contractor**

McLays Printers

Longwood Drive, Forest Farm

Cardiff

CF147ZB

Telephone

+44 2920544100

Country

United Kingdom

NUTS code

- UKL22 - Cardiff and Vale of Glamorgan

The contractor is an SME

No

**V.2.3) Name and address of the contractor**

Zenith Media Ltd

Pontyfelin Industrial Estate, New Inn



Pontypool

NP40DQ

Telephone

+44 1495760870

Country

United Kingdom

NUTS code

- UKL16 - Gwent Valleys

The contractor is an SME

Yes

### **V.2.3) Name and address of the contractor**

Pensord Press Ltd

Tram Road, Pontllanfraith

Blackwood

NP122YA

Telephone

+44 1495223721

Country

United Kingdom

NUTS code

- UKL16 - Gwent Valleys

The contractor is an SME

Yes

**V.2.3) Name and address of the contractor**

W.O.JONES(PRINTERS) LTD

W.O.JONES(PRINTERS) LTD, Industrial Estate Road

LLANGEFNI

LL777JA

Telephone

+44 1248750253

Fax

+44 1248722433

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

Yes

**V.2.3) Name and address of the contractor**

Spectrum Printing

B3 South Point, Foreshore Road

Cardiff

CF104SP

Telephone

+44 2920497017

Country

United Kingdom

NUTS code

- UKL - Wales

The contractor is an SME

Yes

**V.2.3) Name and address of the contractor**

Service Graphics (a trading division of Paragon Group UK Limited)

1-2 Domingo Street

London

EC1Y0TA

Telephone

+44 2075200200

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

Yes

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

Initial estimated total value of the contract/lot: £12,000,000

Total value of the contract/lot: £12,000,000

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

### **Lot No**

2

### **Title**

Commercial Medium to Low Volume Print (inc Digital) and envelopes

A contract/lot is awarded: Yes

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

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

19 July 2021

#### **V.2.2) Information about tenders**

Number of tenders received: 33

Number of tenders received from SMEs: 33

Number of tenders received from tenderers from other EU Member States: 33

Number of tenders received from tenderers from non-EU Member States: 0

Number of tenders received by electronic means: 33

The contract has been awarded to a group of economic operators: Yes

#### **V.2.3) Name and address of the contractor**

Zenith Media Ltd

Pontyfelin Industrial Estate, New Inn

Pontypool

NP40DQ

Telephone

+44 1495760870

Country

United Kingdom

NUTS code

- UKL16 - Gwent Valleys

The contractor is an SME

Yes

**V.2.3) Name and address of the contractor**

Harcourt Litho Ltd

unit 11 Prydwen Road Swansea, Fforestfach

Swansea

SA54HN

Telephone

+44 1792588292

Fax

+44 792579400

Country

United Kingdom

NUTS code

- UKL18 - Swansea

The contractor is an SME

Yes

**V.2.3) Name and address of the contractor**

Harlequin Print and Packaging

Harlequin House, Coedcae Lane

Pontyclun

CF729DX

Telephone

+44 1443222219

Country

United Kingdom

NUTS code

- UKL - Wales

The contractor is an SME

Yes

**V.2.3) Name and address of the contractor**

Allens Printers Ltd

Cardiff

Telephone

+44 2920221165

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

Yes

**V.2.3) Name and address of the contractor**

HARLOW PRINTING LTD

HARLOW PRINTING LTD, 9-21 Maxwell Street

SOUTH SHIELDS

NE334PU

Telephone

+44 1914554286

Fax

+44 1914270195

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

Yes

**V.2.3) Name and address of the contractor**

Latcham Direct Ltd

1, Western Drive, Hengrove

Bristol

BS140AF

Telephone

+44 7738766431

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

Yes

**V.2.3) Name and address of the contractor**

Lexon (G.B.) Limited trading as Lexon Group

Rush Drive, Pen-Y-Fan

Crumlin

NP113AA

Telephone

+44 1495234347

Fax

+44 1495234346

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

Yes

**V.2.3) Name and address of the contractor**

Pensord Press Ltd

Tram Road, Pontllanfraith



Blackwood

NP122YA

Telephone

+44 1495223721

Country

United Kingdom

NUTS code

- UKL16 - Gwent Valleys

The contractor is an SME

Yes

### **V.2.3) Name and address of the contractor**

W O Jones (Printers)Ltd

Industrial Estate Road,

Llangefni

LL777JA

Telephone

+44 1495223721

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

Yes

**V.2.3) Name and address of the contractor**

Service Graphics (a trading division of Paragon Group UK Limited)

1-2 Domingo Street

London

EC1Y0TA

Telephone

+44 2075200200

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

Yes

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

Initial estimated total value of the contract/lot: £12,000,000

Total value of the contract/lot: £12,000,000

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## Section VI. Complementary information

### VI.3) Additional information

-Tender Information:

<https://etenderwales.bravosolution.co.uk>

- The first person from your Organisation to use the Platform will be required to register on behalf of the Organisation.
- Registration involves accepting a User Agreement, and providing basic information about your Organisation and about the User performing the Registration.
- On registering on the Platform the Super User will select a Username and will receive a password.
- The Password will be sent by e-mail to the email address that was specified in the User Details section of the Registration page.
- In order to log-in to the Platform please enter your Username and Password.
- Note: If you forget your Password then visit the homepage and click “Forgot your password?”
- Registration should only be performed once for each Organisation.
- If you think that someone in your Organisation may have already registered on this Platform then you must not register again.
- Please contact the person who Registered (i.e. the Super User) in order to arrange access to the Platform.
- Contact the Helpdesk immediately if you are unable to contact the Super User (for example if they have left your Organisation).
- Note: If your Organisation is already registered on the Platform then you must not make any additional registration. Please contact the

Helpdesk to gain access to the Platform.

- Tenders must be uploaded to the BravoSolution portal by 14:00 on the 24th March 2021

Late bids will not be accepted

How To Find The ITT:

- Once logged in you must click on 'ITTs Open to all Suppliers'
- The e-tender references for this contract are: project\_46107 and itt\_85081
- Click on the title to access summary details of the contract. If you are still interested in submitting a tender, click the Express an Interest button. This will move the ITT from the Open to all Suppliers area to the My ITTs on the home page.
- You will then see the full details of the ITT in the qualification and technical envelopes along with any relevant documents in the 'Attachments' area.
- Any questions on the ITT, please use the 'Messages' area to contact the buyer directly  
– Please do not contact the named person at the top of this notice.

(WA Ref:112866)

## **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