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Planning

## **UK-APAC Tech Growth Programme**

Department for International Trade

F01: Prior information notice

Prior information only

Notice identifier: 2022/S 000-023933

Procurement identifier (OCID): ocds-h6vhtk-036354

Published 26 August 2022, 12:05pm

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

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

Department for International Trade

London

#### **Email**

[commercialbpo@trade.gov.uk](mailto:commercialbpo@trade.gov.uk)

#### **Country**

United Kingdom

#### **NUTS code**

UK - United Kingdom

#### **Internet address(es)**

Main address

[www.gov.uk/government/organisations/department-for-international-trade](http://www.gov.uk/government/organisations/department-for-international-trade)

### **I.3) Communication**

Additional information can be obtained from the above-mentioned address

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

Ministry or any other national or federal authority

### **I.5) Main activity**

Economic and financial affairs

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## **Section II: Object**

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

#### **II.1.1) Title**

UK-APAC Tech Growth Programme

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

- 79900000 - Miscellaneous business and business-related services

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

Services

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

The Department for International Trade (“DIT”) has a potential requirement for the provision of the “UK-APAC Tech Growth Programme” as part of the UK’s Asia Pacific Digital Trade Network (a joint DIT-DCMS initiative).

The Secretary of State for DIT is the contracting authority responsible for meeting this anticipated requirement. DIT intends to publish the Contract Notice October – November 2022.

It is anticipated the contract shall be for a period of 24 months, including any available contract option(s). The requirement has an estimated total value of £2.8million /inc-VAT and this value includes any available contract option(s).

In the March 2020 Budget, the UK government announced funding for a 3-year pilot Digital Trade Network for Asia Pacific to support UK digital tech businesses to internationalise in the region; attract capital and talent to the UK; and enhance UK digital trade and digital economy collaborations internationally.

A key element of the Digital Trade Network has been what is currently described as the overseas ‘Tech Entrepreneur Network’, which helps innovative UK businesses make the leap to new markets by connecting them into local networks using on-the-ground expertise, accelerating their access to capital, customers and talent in the local market. It also seeks to raise the profile of the UK’s digital tech sector, promoting its strength, successes and potential as a destination for digital tech businesses, talent and investment.

Tech Nation is the current provider of the ‘Tech Entrepreneur Network’, through to end

March 2023. With funding for the DTN pilot now extended to end March 2025, DIT has allocated funding for a 2-year contract to continue this work, now described as a 'UK-APAC Tech Growth Programme'. The change of name is to reflect more accurately the aims of the programme and refinement of the contract delivery requirements.

This Prior Information Notice is issued solely for the purposes of conducting market engagement and it is not a Contract Notice or a commitment to buy.

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

Value excluding VAT: £2,333,333.33

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

This contract is divided into lots: No

### **II.2) Description**

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

- 79900000 - Miscellaneous business and business-related services

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

NUTS codes

- UK - United Kingdom

Main site or place of performance

UK and Asia Pacific Regions

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

DIT is looking to procure the services to deliver a key element of the Digital Trade Network - the Asia Pacific Tech Growth Programme (Programme) currently known as the In-Market Tech Entrepreneur Network.

The primary objective of the Asia Pacific Tech Growth Programme will be to provide a service for the UK digital tech companies expanding into the Asia Pacific region which will deliver an outcome of accelerating their access to capital, customers and talent leading to greater success and faster scale.

The secondary objectives are 1) to raise awareness of and promote the UK tech ecosystem and its regional centres to Asia Pacific tech companies planning to establish partnerships or operations in the UK; 2) to offer a matchmaking service for Asia Pacific

investors looking to invest in UK tech companies; and 3) to attract tech talent and businesses to the UK.

In terms of service delivery, there is flexibility in the delivery model and the Authority will encourage suppliers to be innovative in their approach to delivery in order to provide the best Value for Money, efficiency, innovation and impact. Delivery through partners in each market is acceptable but the bidder must have some regional presence. Some of the examples of expected activities include:

Organising bespoke reverse pitching / business matching sessions for UK digital trade / digital businesses across the region;

Creating 'How-to' guidebooks and advisory materials on hiring talent, securing capital and entering/expanding into APAC markets;

Providing bespoke go-to-market planning support;

Securing introductions to investors and training on how to pitch to Asian investors;

Providing guidance on the landscape of the Asia Pacific markets;

Securing introductions to potential partners and customers;

Supporting the delivery of the GBxAsia, a curated community of British tech founders in Asia;

Creating look-books, pitch-books and showcase materials (a method of displaying the UK companies on offer);

Delivering events, engagement activities and marketing collaterals to promote the UK tech to Asian audiences;

Supporting a pipeline of Asia Pacific investors or business representatives to help secure their investments and expansion into the UK.

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

13 October 2022

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## **Section IV. Procedure**

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

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

The procurement is covered by the Government Procurement Agreement: Yes

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## **Section VI. Complementary information**

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

The initial market engagement will consist of a briefing pack to test DIT's proposals by sharing it with interested suppliers. Suppliers are invited to provide feedback and ask questions by the 7th September 2022. Questions will be collated and responded to at a market engagement webinar with interested organisations in October 2022.

To register your interest for the briefing pack and webinar event, please notify DIT by sending an email to [commercialbpo@trade.gov.uk](mailto:commercialbpo@trade.gov.uk). You will need to sign an NDA agreement to receive the briefing pack and join the webinar, which will be sent to you upon expressing interest.