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Planning

International Markets (IM) North America 2025

Department for Business and Trade

F01: Prior information notice

Prior information only

Notice identifier: 2024/S 000-024232

Procurement identifier (OCID): ocds-h6vhtk-0486fe

Published 2 August 2024, 8:33am

Section I: Contracting authority

I.1) Name and addresses

Department for Business and Trade

London

Email

commercialbpo@businessandtrade.gov.uk

Country

United Kingdom

Region code

UK - United Kingdom

Internet address(es)

Main address

<https://www.gov.uk/government/organisations/department-for-business-and-trade>

I.2) Information about joint procurement

The contract is awarded by a central purchasing body

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

General public services

Section II: Object

II.1) Scope of the procurement

II.1.1) Title

International Markets (IM) North America 2025

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

This Notice is for Market Engagement purposes only in relation to the International Markets (IM) for North America. The IM is led by the Department for Business and Trade (DBT) and provides in market services to UK businesses that are seeking to internationalise. IM deliver this expertise from over 45 countries across the 9 HM Trade Commissioner (HMTTC) regions,

including North America.

This Notice signals DBT's intention to go to market to replace the current contract for the North America region, which expires in 2025.

II.1.5) Estimated total value

Value excluding VAT: £2,000,000

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

- UKI - London
- US - United States

II.2.4) Description of the procurement

The procurement will fulfil the requirement for a single supplier to provide the Export Service Hub located within the North America region. The hub will be expected to deliver in-market export support services to UK based businesses that are seeking to source export opportunities. Therefore, the purpose of this PIN is to engage with suppliers who can deliver the required services across the North America region.

It is anticipated that tender will take place in Autumn 2024 with the contract being awarded by the end of 2024. The intention is for a three-month implementation period from January with contract commencement in April 2025. The contract will be for a minimum of three years in duration with the potential for a further two extension periods of up to 12-months each. The estimated value of the contract including the extension periods is £2million. The route to market for this requirement is not yet confirmed, however the tender will be carried out under Department for Business and Trade (DBT) terms and conditions.

This is the initial stage of the procurement strategy and the purpose is to engage with potential suppliers to both inform the market of our intentions and plans, but also to assist us in further developing the tender specification to effectively combine our requirements with market capability and innovation.

DBT has prepared a summary of the draft specification (see 'Additional Information' section below) that illustrates its current development. To aid DBT in its refinement of the requirements, we are interested in furthering our understanding of the market offering landscape. Specifically, we are interested in understanding the range and scope of services that your organisation offers.

Therefore, we would be grateful if you could take the time to complete this online survey:

https://ditresearch.eu.qualtrics.com/jfe/form/SV_ehb54txxfqtAWwe

The deadline for the completion of survey responses is Friday 16 August 2024 at 11:59pm BST.

II.2.14) Additional information

Following a review of the responses to this Notice, DBT will then arrange a formal engagement, and this will likely take place in September. The engagement will also be an opportunity for DBT to outline to suppliers' essential items that will be included in the specification and shall confirm the route to market that suppliers will need to follow.

II.3) Estimated date of publication of contract notice

1 November 2024

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