This is a published notice on the Find a Tender service: <a href="https://www.find-tender.service.gov.uk/Notice/025477-2024">https://www.find-tender.service.gov.uk/Notice/025477-2024</a>

Tender

# **Business Development Partners Framework**

Cardiff University

F02: Contract notice

Notice identifier: 2024/S 000-025477

Procurement identifier (OCID): ocds-h6vhtk-047862

Published 12 August 2024, 4:05pm

# **Section I: Contracting authority**

# I.1) Name and addresses

**Cardiff University** 

Procurement Services, McKenzie House, 30-36 Newport Road

Cardiff

CF24 0DE

#### **Email**

daviesg74@cardiff.ac.uk

## **Telephone**

+44 2920879648

#### Country

**United Kingdom** 

#### **NUTS** code

**UKL** - Wales

## Internet address(es)

Main address

http://www.cardiff.ac.uk/business/why-work-with-us/for-suppliers

Buyer's address

https://www.sell2wales.gov.wales/search/Search AuthProfile.aspx?ID=AA0258

# I.2) Information about joint procurement

The contract is awarded by a central purchasing body

# I.3) Communication

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

https://in-tendhost.co.uk/cardiffuniversity/aspx/Home

Additional information can be obtained from the above-mentioned address

Tenders or requests to participate must be submitted electronically via

https://in-tendhost.co.uk/cardiffuniversity/aspx/Home

Electronic communication requires the use of tools and devices that are not generally available. Unrestricted and full direct access to these tools and devices is possible, free of charge, at

https://in-tendhost.co.uk/cardiffuniversity/aspx/Home

# 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

**Business Development Partners Framework** 

Reference number

CU.1663.GD

### II.1.2) Main CPV code

• 79411100 - Business development consultancy services

## II.1.3) Type of contract

Services

#### II.1.4) Short description

Cardiff University's Cyber Innovation Hub requires specialist delivery support in respect of sales, particularly in respect of building upon established leads and closing deals.

This will include:

- Building upon the existing commercial model to ensure that identified revenue streams are fully exploited within agreed timescales
- Accelerating brand recognition
- Exploiting existing leads, partners and networks both those already known to CIH and others
- Working to agreed targets for sales and income generation
- Ensuring good record keeping via use of the CRM

There are specific sectors of the economy where specialist knowledge would be welcome and will form a multi-lot framework:

- Lot 1 Manufacturing, including food production
- Lot 2 Health and public services

- Lot 3 Finance and professional services
- Lot 4 Other technology-enabled sectors of the economy

### II.1.5) Estimated total value

Value excluding VAT: £180,000

#### II.1.6) Information about lots

This contract is divided into lots: Yes

Tenders may be submitted for all lots

## II.2) Description

#### II.2.1) Title

Manufacturing, including food production

Lot No

1

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

• 79411100 - Business development consultancy services

#### II.2.3) Place of performance

**NUTS** codes

• UKL22 - Cardiff and Vale of Glamorgan

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

Cardiff University's Cyber Innovation Hub requires specialist delivery support in respect of sales, particularly in respect of building upon established leads and closing deals. This will include:

- Building upon the existing commercial model to ensure that identified revenue streams are fully exploited within agreed timescales
- Accelerating brand recognition
- Exploiting existing leads, partners and networks both those already known to CIH and

#### others

- Working to agreed targets for sales and income generation
- Ensuring good record keeping via use of the CRM

This lot will focus on specialist knowledge within the following sector:

- Manufacturing, including food production

#### II.2.5) Award criteria

Quality criterion - Name: Quality / Weighting: 60

Quality criterion - Name: Responsible Procurement / Weighting: 10

Price - Weighting: 30

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

**Duration in months** 

35

This contract is subject to renewal

No

## 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

Health and Public Services

Lot No

2

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

79411100 - Business development consultancy services

### II.2.3) Place of performance

**NUTS** codes

UKL22 - Cardiff and Vale of Glamorgan

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

Cardiff University's Cyber Innovation Hub requires specialist delivery support in respect of sales, particularly in respect of building upon established leads and closing deals. This will include:

- Building upon the existing commercial model to ensure that identified revenue streams are fully exploited within agreed timescales
- Accelerating brand recognition
- Exploiting existing leads, partners and networks both those already known to CIH and others
- Working to agreed targets for sales and income generation
- Ensuring good record keeping via use of the CRM

This lot will focus on specialist knowledge within the following sector:

- Health and public services

## II.2.5) Award criteria

Quality criterion - Name: Quality / Weighting: 60

Quality criterion - Name: Responsible Procurement / Weighting: 10

Price - Weighting: 30

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

Duration in months

35

This contract is subject to renewal

No

## 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

Finance and professional services

Lot No

3

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

• 79411100 - Business development consultancy services

#### II.2.3) Place of performance

**NUTS** codes

• UKL22 - Cardiff and Vale of Glamorgan

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

Cardiff University's Cyber Innovation Hub requires specialist delivery support in respect of sales, particularly in respect of building upon established leads and closing deals. This will

include:

- Building upon the existing commercial model to ensure that identified revenue streams

are fully exploited within agreed timescales

- Accelerating brand recognition

- Exploiting existing leads, partners and networks – both those already known to CIH and

others

- Working to agreed targets for sales and income generation

- Ensuring good record keeping via use of the CRM

This lot will focus on specialist knowledge within the following sector:

- Finance and professional services

#### II.2.5) Award criteria

Quality criterion - Name: Quality / Weighting: 60

Quality criterion - Name: Responsible Procurement / Weighting: 10

Price - Weighting: 30

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

Duration in months

35

This contract is subject to renewal

No

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

Other technology-enabled sectors of the economy

Lot No

4

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

• 79411100 - Business development consultancy services

## II.2.3) Place of performance

**NUTS** codes

• UKL22 - Cardiff and Vale of Glamorgan

# II.2.4) Description of the procurement

Cardiff University's Cyber Innovation Hub requires specialist delivery support in respect of sales, particularly in respect of building upon established leads and closing deals.

This will include:

- Building upon the existing commercial model to ensure that identified revenue streams are fully exploited within agreed timescales
- Accelerating brand recognition
- Exploiting existing leads, partners and networks both those already known to CIH and others
- Working to agreed targets for sales and income generation
- Ensuring good record keeping via use of the CRM

This lot will focus on specialist knowledge within the following sector:

- Other technology-enabled sectors of the economy

#### II.2.5) Award criteria

Quality criterion - Name: Quality / Weighting: 60

Quality criterion - Name: Responsible Procurement / Weighting: 10

Price - Weighting: 30

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

Duration in months

35

This contract is subject to renewal

No

### 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

# 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

Open procedure

Accelerated procedure

Justification:

PIN notice published to reduced timescales due to the necessity for the services to be delivered as soon as possible. There are sales targets, set by the funder, that must be met by the Cyber Innovation Hub.

#### 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: 12

#### 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: 2024/S 000-019802

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

Date

28 August 2024

Local time

12:00pm

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

# English, Welsh

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

Duration in months: 3 (from the date stated for receipt of tender)

# IV.2.7) Conditions for opening of tenders

Date

28 August 2024

Local time

12:00pm

Place

Cardiff University's e-tendering portal (InTend)

Information about authorised persons and opening procedure

Procurement Lead to open bids electronically via Cardiff University's e-tendering portal (InTend) following the deadline.

# **Section VI. Complementary information**

# VI.1) Information about recurrence

This is a recurrent procurement: No

# VI.2) Information about electronic workflows

Electronic ordering will be used

Electronic invoicing will be accepted

Electronic payment will be used

# VI.3) Additional information

NOTE: To register your interest in this notice and obtain any additional information please visit the Sell2Wales Web Site at

https://www.sell2wales.gov.wales/Search/Search\_Switch.aspx?ID=143738.

(WA Ref:143738)

# 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**