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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

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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
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- 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