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Contract

## **Export Clusters**

Welsh Government

F03: Contract award notice

Notice identifier: 2021/S 000-027015

Procurement identifier (OCID): ocds-h6vhtk-029fe2

Published 28 October 2021, 11:45am

## **Section I: Contracting authority**

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

Welsh Government

Corporate Procurement Services, Cathays Park

Cardiff

CF10 3NQ

#### **Email**

[Lisa.Austin-Terry@gov.wales](mailto:Lisa.Austin-Terry@gov.wales)

#### **Country**

United Kingdom

#### **NUTS code**

UKL - Wales

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

Main address

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

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**

Ministry or any other national or federal authority

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

General public services

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# **Section II: Object**

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

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

Export Clusters

Reference number

C269/2020/2021

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

- 79421100 - Project-supervision services other than for construction work

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

Services

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

The purpose of this project is to appoint an organisation(s) to independently develop and manage five pan-Wales export clusters, one for each of the following key priority sectors as identified in the Welsh Government Export Action Plan. Each cluster is a grouping of

businesses in a defined sector who we work with on a one to many basis. These clusters are:

- Clean Energy / Renewables
- Consumer Products
- High Value Manufacturing
- Life Sciences
- Technology

Each cluster will recruit selected Wales-based businesses with the overarching aim of increasing expertise, skills and knowledge to drive export growth in Wales.

#### **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: £2,000,000

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

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

Clean Energy / Renewables

Lot No

1

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

- 79421100 - Project-supervision services other than for construction work
- 79400000 - Business and management consultancy and related services
- 79900000 - Miscellaneous business and business-related services
- 79996000 - Business organisation services

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

NUTS codes

- UKL - Wales

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

To recruit an organisation who will be responsible for developing and managing a number of highly functioning export clusters, with the overarching aim of increasing expertise, skills and knowledge to drive export growth in Wales. This procurement exercise will comprise of five lots; one for each of the following sectors:

- Clean Energy / Renewables
- Consumer Products
- High Value Manufacturing
- Life Sciences
- Technology

Each cluster will be made up of Wales-based businesses that can contribute to the aims of the Welsh Government Export Action Plan (recruitment for the clusters will be one of the initial key requirements of this procurement exercise). Suitable members will have the following characteristics:

- Be at the right stage of their development to benefit from the Cluster
- Have a clear ambition to grow and to be successful in exporting
- Potential for future export business growth
- Have products or services that are suitable for export markets

Each Cluster will be expected to act as a 'feeder' for referrals to other export support programmes provided by the Welsh Government. It should also be an area to nurture collaboration amongst members that can add value to the activity.

Each Cluster should be mobile, agile and cross-cutting across its respective sector, with engagement taking place across all regions of Wales.

The successful supplier(s) will collaborate with members of the Welsh Government Trade Team in the delivery of this programme.

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

Quality criterion - Name: Technical / Weighting: 80

Price - Weighting: 20

### **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**

Consumer Products

Lot No

2

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

- 79421100 - Project-supervision services other than for construction work
- 79400000 - Business and management consultancy and related services
- 79900000 - Miscellaneous business and business-related services
- 79996000 - Business organisation services

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

NUTS codes

- UKL - Wales

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

To recruit an organisation who will be responsible for developing and managing a number of highly functioning export clusters, with the overarching aim of increasing expertise, skills and knowledge to drive export growth in Wales. This procurement exercise will comprise of five lots; one for each of the following sectors:

- Clean Energy / Renewables
- Consumer Products
- High Value Manufacturing
- Life Sciences
- Technology

Each cluster will be made up of Wales-based businesses that can contribute to the aims of the Welsh Government Export Action Plan (recruitment for the clusters will be one of the initial key requirements of this procurement exercise). Suitable members will have the following characteristics:

- Be at the right stage of their development to benefit from the Cluster
- Have a clear ambition to grow and to be successful in exporting
- Potential for future export business growth
- Have products or services that are suitable for export markets

Each Cluster will be expected to act as a 'feeder' for referrals to other export support programmes provided by the Welsh Government. It should also be an area to nurture collaboration amongst members that can add value to the activity.

Each Cluster should be mobile, agile and cross-cutting across its respective sector, with engagement taking place across all regions of Wales.

The successful supplier(s) will collaborate with members of the Welsh Government Trade Team in the delivery of this programme.

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

Quality criterion - Name: Technical / Weighting: 80

Price - Weighting: 20

#### **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**

High Value Manufacturing

Lot No

3

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

- 79421100 - Project-supervision services other than for construction work
- 79400000 - Business and management consultancy and related services
- 79900000 - Miscellaneous business and business-related services
- 79996000 - Business organisation services

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

NUTS codes

- UKL - Wales

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

To recruit an organisation who will be responsible for developing and managing a number of highly functioning export clusters, with the overarching aim of increasing expertise, skills and knowledge to drive export growth in Wales. This procurement exercise will comprise of five lots; one for each of the following sectors:

- Clean Energy / Renewables
- Consumer Products
- High Value Manufacturing
- Life Sciences
- Technology

Each cluster will be made up of Wales-based businesses that can contribute to the aims of the Welsh Government Export Action Plan (recruitment for the clusters will be one of the initial key requirements of this procurement exercise). Suitable members will have the following characteristics:

- Be at the right stage of their development to benefit from the Cluster
- Have a clear ambition to grow and to be successful in exporting
- Potential for future export business growth
- Have products or services that are suitable for export markets

Each Cluster will be expected to act as a 'feeder' for referrals to other export support programmes provided by the Welsh Government. It should also be an area to nurture collaboration amongst members that can add value to the activity.

Each Cluster should be mobile, agile and cross-cutting across its respective sector, with engagement taking place across all regions of Wales.

The successful supplier(s) will collaborate with members of the Welsh Government Trade Team in the delivery of this programme.

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

Quality criterion - Name: Technical / Weighting: 80

Price - Weighting: 20

#### **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**

Life Sciences



Lot No

4

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

- 79421100 - Project-supervision services other than for construction work
- 79400000 - Business and management consultancy and related services
- 79900000 - Miscellaneous business and business-related services
- 79996000 - Business organisation services

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

NUTS codes

- UKL - Wales

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

To recruit an organisation who will be responsible for developing and managing a number of highly functioning export clusters, with the overarching aim of increasing expertise, skills and knowledge to drive export growth in Wales. This procurement exercise will comprise of five lots; one for each of the following sectors:

- Clean Energy / Renewables
- Consumer Products
- High Value Manufacturing
- Life Sciences
- Technology

Each cluster will be made up of Wales-based businesses that can contribute to the aims of the Welsh Government Export Action Plan (recruitment for the clusters will be one of the initial key requirements of this procurement exercise). Suitable members will have the following characteristics:

- Be at the right stage of their development to benefit from the Cluster
- Have a clear ambition to grow and to be successful in exporting

- Potential for future export business growth
- Have products or services that are suitable for export markets

Each Cluster will be expected to act as a 'feeder' for referrals to other export support programmes provided by the Welsh Government. It should also be an area to nurture collaboration amongst members that can add value to the activity.

Each Cluster should be mobile, agile and cross-cutting across its respective sector, with engagement taking place across all regions of Wales.

The successful supplier(s) will collaborate with members of the Welsh Government Trade Team in the delivery of this programme.

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

Quality criterion - Name: Technical / Weighting: 80

Price - Weighting: 20

#### **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**

Technology

Lot No

5

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

- 79421100 - Project-supervision services other than for construction work
- 79000000 - Business services: law, marketing, consulting, recruitment, printing and security

- 79900000 - Miscellaneous business and business-related services
- 79996000 - Business organisation services

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

NUTS codes

- UKL - Wales

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

To recruit an organisation who will be responsible for developing and managing a number of highly functioning export clusters, with the overarching aim of increasing expertise, skills and knowledge to drive export growth in Wales. This procurement exercise will comprise of five lots; one for each of the following sectors:

- Clean Energy / Renewables
- Consumer Products
- High Value Manufacturing
- Life Sciences
- Technology

Each cluster will be made up of Wales-based businesses that can contribute to the aims of the Welsh Government Export Action Plan (recruitment for the clusters will be one of the initial key requirements of this procurement exercise). Suitable members will have the following characteristics:

- Be at the right stage of their development to benefit from the Cluster
- Have a clear ambition to grow and to be successful in exporting
- Potential for future export business growth
- Have products or services that are suitable for export markets

Each Cluster will be expected to act as a 'feeder' for referrals to other export support programmes provided by the Welsh Government. It should also be an area to nurture collaboration amongst members that can add value to the activity.

Each Cluster should be mobile, agile and cross-cutting across its respective sector, with

engagement taking place across all regions of Wales.

The successful supplier(s) will collaborate with members of the Welsh Government Trade Team in the delivery of this programme.

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

Quality criterion - Name: Technical / Weighting: 80

Price - Weighting: 20

#### **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.1.8) 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 000-012608](#)

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

### **Lot No**

1

### **Title**

Clean Energy / Renewables

A contract/lot is awarded: Yes

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

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

5 October 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: 0

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: No

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

KINETIC CUBED LTD

Kinetic House, 9 Riding Close

Sale

M332ZP

Telephone

+44 7788917934

Country

United Kingdom

NUTS code

- UKD6 - Cheshire

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: £400,000

Total value of the contract/lot: £312,800

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

### **Lot No**

2

### **Title**

Consumer Products

A contract/lot is awarded: Yes

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

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

5 October 2021

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

Number of tenders received: 5

Number of tenders received from SMEs: 4

Number of tenders received from tenderers from other EU Member States: 0

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

Number of tenders received by electronic means: 5

The contract has been awarded to a group of economic operators: No

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

KINETIC CUBED LTD

Kinetic House, 9 Riding Close

Sale

M332ZP

Telephone

+44 7788917934

Country

United Kingdom

NUTS code

- UKD6 - Cheshire

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: £400,000

Total value of the contract/lot: £312,800

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

### **Lot No**

3

### **Title**

High Value Manufacturing

A contract/lot is awarded: Yes

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

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

5 October 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: 0

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: No

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

IBDG

46 Shenley Pavilions, Chalkdell Drive

Milton Keynes

MK56LB

Telephone



+44 7825293285

Country

United Kingdom

NUTS code

- UKJ12 - Milton Keynes

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: £400,000

Total value of the contract/lot: £354,150

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

### **Lot No**

4

### **Title**

Life Sciences

A contract/lot is awarded: Yes

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

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

5 October 2021

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

Number of tenders received: 4

Number of tenders received from SMEs: 3

Number of tenders received from tenderers from other EU Member States: 0

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

Number of tenders received by electronic means: 4

The contract has been awarded to a group of economic operators: No

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

KINETIC CUBED LTD

Kinetic House, 9 Riding Close

Sale

M332ZP

Telephone

+44 7788917934

Country

United Kingdom

NUTS code

- UKD6 - Cheshire

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: £400,000

Total value of the contract/lot: £312,800

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

### **Lot No**

5

### **Title**

Technology

A contract/lot is awarded: Yes

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

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

5 October 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: 0

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: No

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

Impact Innovation

77 excalibur house, Langstone Business Park

Newport

NP182HJ

Telephone

+44 7709784854

Country

United Kingdom

NUTS code

- UKL21 - Monmouthshire and Newport

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: £400,000

Total value of the contract/lot: £400,000

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## **Section VI. Complementary information**

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

E-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. Late bids will not be accepted.

How To Find The ITT:

- Once logged in you must click on ‘ITT’s Open to all Suppliers’
- The e-tender references for this contract are: project\_47455 and itt\_87838 - itt\_87842 (inclusive).
- 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 ITT's' 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.

Please note that the Client may utilise EU finding in respect of the Contract. As a result, the successful Bidder will be required to manage finances and records so as to comply with EU audit requirements.

For information purposes the potential value of the contract is estimated to be 75,000 - 100,000 GBP (excluding VAT) per Cluster, per annum per cluster - 300,000 - 400,000

GBP per cluster for the full duration of the contract if extended. This amount will be made available for the purposes of this contract. Therefore the total budget available for the maximum 4 years duration (including the extension) is between 1,500,000 – 2,000,000 GBP (excluding VAT).

(WA Ref:115294)

## **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