

This is a published notice on the Find a Tender service: <https://www.find-tender.service.gov.uk/Notice/029022-2022>

Tender

## **Better Business Cases Programme**

HM Treasury

F02: Contract notice

Notice identifier: 2022/S 000-029022

Procurement identifier (OCID): ocds-h6vhtk-035f0f

Published 14 October 2022, 1:47pm

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

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

HM Treasury

1 Horse Guards Road

London

SW1A 2HQ

#### **Email**

[GreenBook@hmtreasury.gov.uk](mailto:GreenBook@hmtreasury.gov.uk)

#### **Telephone**

+44 2072705000

#### **Country**

United Kingdom

#### **Region code**

UK - United Kingdom

**Internet address(es)**

Main address

<https://www.gov.uk/ccs>

**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://crowncommercialservice.bravosolution.co.uk>

Additional information can be obtained from the above-mentioned address

Tenders or requests to participate must be submitted electronically via

<https://crowncommercialservice.bravosolution.co.uk>

Tenders or requests to participate must be submitted to the above-mentioned address

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

Ministry or any other national or federal authority

**I.5) Main activity**

Other activity

Public Procurement

---

## **Section II: Object**

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

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

Better Business Cases Programme

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

- 80500000 - Training services

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

Services

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

Crown Commercial Service, as the Authority, intends to put in place an agreement for the provision of the Better Business Case Programme.

The Better Business Cases programme aims to significantly increase and maintain the capacity of the UK public sector to create and plan optimum value proposals for investment, spending and use of public resources through the use of HM Treasury's Business Case guidance on applying the 'Five Case Model' through best practice.

The primary requirement of this contract is for a supplier to:

- A. Put in place a system of accreditation for individual trainers and training organisations, so once accredited they can deliver training in HMT Business Case guidance. This is primarily delivered through examinations.
- B. Put in place a system of accreditation for individuals undertaking the training by individuals and organisations described in (a), so they can receive formal accreditation in HMT Business Case Guidance. This is to be provided by the supplier delivering examinations to these candidates.

The supplier will also provide facilitation services for the promotion and support of a market for Better Business Cases training, based on the accreditation and approval of training organisations and individual trainers and the administration of an examination and accreditation scheme for individual candidates. These examination and accreditation services are to be available to the public and private sector.

The lotting structure of this framework will be determined as a result of the market

engagement.

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

Value excluding VAT: £1

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

This contract is divided into lots: No

## **II.2) Description**

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

- 80500000 - Training services

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

NUTS codes

- UK - United Kingdom

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

The Better Business Cases programme aims to significantly increase the capacity of the UK public sector to create and plan optimum value proposals for investment, spending and use of public resources through the use of HM Treasury's Business Case guidance on applying the 'Five Case Model'.

The requirement of this contract is for a supplier to accredit and approve training organisations and individual trainers including administering an examination and accreditation scheme for individual candidates. The supplier will also provide facilitation services for the promotion and support of a market for Better Business Cases training.

The programme's core focus has previously been on the UK and New Zealand with support provided for demand led training around the world. A large majority of exams are taken within the UK. HM Treasury wishes to maintain this focus, while developing the emerging international training market. There is considerable international potential for growth in the provision of accreditation and training and there are already organisations advocating its use abroad.

HM Treasury is looking for a supplier to provide a scheme that will improve upon the functions of the existing scheme. Requirements include providing a model for presenting accredited training providers, examination questions and syllabuses based on HMT Business Case guidance, proactively quality controlling examination administration and invigilation, and providing HMT with regular reporting and monitoring data (further details

to be found in the Statements of Requirements). In addition, we would like on-going surveys of people undertaking Better Business Cases training to support on-going development and feedback.

The proposed contract will likely be for a period of 3 years with the option to extend the contract for up to 2 years, plus an extra 2 contingency years if necessary.

The authority intends to put in place a handover period between any new supplier and existing supplier during approximately October – March 2023. During this time, the new supplier would be required to put in place the appropriate processes and systems for the delivery of this service and receive key documents they will need to do so (e.g. banks of examination questions), whilst the current supplier will continue to deliver the accreditation and training services during the handover period. After the handover period, the appointed supplier under this procurement would then be the sole organisation delivering this requirement during the contract period.

This is a concession contract where the current supplier charges a fee to users undertaking examinations (either to become accredited in HMT Business Case Guidance or to become accredited to deliver training in HMT Business Case Guidance). A royalty from this exam fee is provided to the Authority. Concession contract. Examination fees vary by region – see procurement documentation for further details.

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

Quality criterion - Name: Quality / Weighting: 100

Price - Weighting: 0

#### **II.2.6) Estimated value**

Value excluding VAT: £1

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

Duration in months

84

This contract is subject to renewal

Yes

Description of renewals

The initial duration of the Framework is 3 years, with an option to extend for up two (2)

periods of two (2) years.

#### **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.1.1) Suitability to pursue the professional activity, including requirements relating to enrolment on professional or trade registers**

List and brief description of conditions

Candidates will be assessed in accordance with the Concession Contracts Regulation 2016 (implementing the directive) on the basis of information provided in response to an invitation to tender (ITT) registering for access.

##### **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

#### **III.2) Conditions related to the contract**

##### **III.2.2) Contract performance conditions**

See statement of requirements.

---

## **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: [2022/S 000-022658](#)

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

Date

4 November 2022

Local time

5:00pm

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

English

#### **IV.2.7) Conditions for opening of tenders**

Date

4 November 2022

Local time

5:00pm

---

## **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**

As part of this contract notice the bidding documents can be accessed at:

<https://www.contractsfinder.service.gov.uk/Notice/b027c738-0e2c-4732-a8e4-2fa678401735>

On 2.4.2014 Government introduced its Government Security Classifications (GSC) scheme which replaced Government Protective Marking Scheme (GPMS). A key aspect is the reduction in the number of security classifications used. All bidders should make themselves aware of the changes as it may impact this requirement. This link provides information on the GSC at:

<https://www.gov.uk/government/publications/government-security-classifications>

Cyber Essentials is a mandatory requirement for Central Government contracts which involve handling personal information or provide certain ICT products/services. Government is taking steps to reduce the levels of cyber security risk in its supply chain through the Cyber Essentials scheme. The scheme defines a set of controls which, when implemented, will provide organisations with basic protection from the most prevalent forms of threat coming from the internet. To participate in this procurement, bidders must be able to demonstrate they comply with the technical requirements prescribed by Cyber Essentials, for services under and in connection with this procurement.

Some purchases under this framework Agreement may have requirements that can be met under this Framework Agreement but the purchase of which may be exempt from the Procurement Regulations (as defined in Attachment 1 – About the framework within the invitation to tender documentation). In such cases, Call-offs from this Framework will be unregulated purchases for the purposes of the Procurement Regulations, and the buyers may, at their discretion, modify the terms of the Framework and any Call-off Contracts to reflect that buyer's specific needs.



**PLEASE NOTE:**

All certificates issued prior to 1 April 2020 or before 30 June 2020 on the existing scheme are valid until 30 June 2021. This includes those issued by Accreditation Bodies other than IASME.

On 30 June 2021, any certificate issued under the old scheme will expire.

Refer to <https://www.ncsc.gov.uk/information/cyber-essentials-faqs> for more information.

HMT reserve the right to award a framework to any bidder whose final score is within 1% of the last position.

**Registering for access:**

This procurement will be managed electronically via the eSourcing suite. This will be the route for sharing all information and communicating with bidders. If you have recently registered on the eSourcing suite for another CCS procurement you can use the same account for this new procurement. If not, you will first need to register your organisation on the portal.

Use the following link for information on how register and use the eSourcing tool:  
<https://www.gov.uk/government/publications/esourcing-tool-guidance-for-suppliers>

For assistance please contact the eSourcing Help desk operated by email at [help@eSourcingsolution.co.uk](mailto:help@eSourcingsolution.co.uk) or call 0800 069 8630.

## **VI.4) Procedures for review**

### **VI.4.1) Review body**

The Minister for the Cabinet Office acting through Crown Commercial Service

9th Floor, The Capital, Old Hall Street

Liverpool

L3 9PP

Email

[supplier@crowncommercial.gov.uk](mailto:supplier@crowncommercial.gov.uk)

Telephone

+44 3450103503

Country

United Kingdom

Internet address

<https://www.crowncommercial.gov.uk/ccs>