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Contract

Export Services Framework

Welsh Government

F03: Contract award notice

Notice identifier: 2023/S 000-029933

Procurement identifier (OCID): ocds-h6vhtk-03a5f3

Published 11 October 2023, 11:07am

Section I: Contracting authority

I.1) Name and addresses

Welsh Government

Gwasanaethau Caffael Corfforaethol / Corporate Procurement Services, Parc Cathays / Cathays Park

Llandudno Junction

CF10 3NQ

Contact

James Roberts

Email

james.roberts@gov.wales

Telephone

+44 3000257095

Country

United Kingdom

NUTS code

UKL - Wales

Internet address(es)

Main address

<http://gov.wales>

Buyer's address

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

Body governed by public law

I.5) Main activity

General public services

Section II: Object

II.1) Scope of the procurement

II.1.1) Title

Export Services Framework

Reference number

C235/2022/2023

II.1.2) Main CPV code

- 79410000 - Business and management consultancy services

II.1.3) Type of contract

Services

II.1.4) Short description

This tender exercise aims to provide an export consultancy service that will assist Wales-based companies to develop the exporting side of

their business. The service will work with businesses on a one-to-one basis and focus on three distinct areas:

International Trade Development (ITD) – Research provision covering overseas markets and the requirements for exporting particular

goods / services.

International Trade Opportunities (ITO) – Identification of specific opportunities for export sales.

New Exporter Programme (NEP) – Recruit and develop an annual cohort of approximately 15 businesses into successful and sustainable

exporters

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: £7,500,000

II.2) Description

II.2.1) Title

International Trade Development

Lot No

1

II.2.2) Additional CPV code(s)

- 79410000 - Business and management consultancy services

II.2.3) Place of performance

NUTS codes

- UKL - Wales

II.2.4) Description of the procurement

The primary requirements of this Lot are to provide practical advice and support to businesses to develop their capability to enter international markets with ease and confidence. Working with businesses on a one-to-one basis, anticipated types of support required could include:

Developing an export strategy

Research and qualifying the best market for a given product / service

Defining the best route to market

Use of E-commerce for international business

Clarifying financial considerations such as pricing, payments, currency and tax

Providing insight into export procedures, regulations and logistics

II.2.5) Award criteria

Quality criterion - Name: Quality / Weighting: 70

Price - Weighting: 30

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

International Trade Opportunities - Europe

Lot No

2

II.2.2) Additional CPV code(s)

- 79410000 - Business and management consultancy services

II.2.3) Place of performance

NUTS codes

- UKL - Wales

II.2.4) Description of the procurement

The primary requirement of these Lots is to help 'export ready' companies to identify and access opportunities in a range of overseas markets. Working with businesses on a one-to-one basis, examples of support required could include:

Providing business information at a local level

Advising on local trading conditions and regulations

Identifying and contacting potential customers, agents or distributors

Arranging face-to-face meetings with interested parties

Supporting businesses during their time in market

II.2.5) Award criteria

Quality criterion - Name: Quality / Weighting: 70

Price - Weighting: 30

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

International Trade Opportunities - Middle East and Africa

Lot No

3

II.2.2) Additional CPV code(s)

- 79410000 - Business and management consultancy services

II.2.3) Place of performance

NUTS codes

- UKL - Wales

II.2.4) Description of the procurement

The primary requirement of these Lots is to help 'export ready' companies to identify and access opportunities in a range of overseas markets. Working with businesses on a one-to-one basis, examples of support required could include:

Providing business information at a local level

Advising on local trading conditions and regulations

Identifying and contacting potential customers, agents or distributors

Arranging face-to-face meetings with interested parties

Supporting businesses during their time in market

II.2.5) Award criteria

Quality criterion - Name: Quality / Weighting: 70

Price - Weighting: 30

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

International Trade Opportunities - Americas

Lot No

4

II.2.2) Additional CPV code(s)

- 79410000 - Business and management consultancy services

II.2.3) Place of performance

NUTS codes

- UKL - Wales

II.2.4) Description of the procurement

The primary requirement of these Lots is to help 'export ready' companies to identify and access opportunities in a range of overseas markets. Working with businesses on a one-to-one basis, examples of support required could include:

Providing business information at a local level

Advising on local trading conditions and regulation Identifying and contacting potential customers, agents or distributors

Arranging face-to-face meetings with interested parties

Supporting businesses during their time in market

II.2.5) Award criteria

Quality criterion - Name: Quality / Weighting: 70

Price - Weighting: 30

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

International Trade Opportunities - South Asia

Lot No

5

II.2.2) Additional CPV code(s)

- 79410000 - Business and management consultancy services

II.2.3) Place of performance

NUTS codes

- UKL - Wales

II.2.4) Description of the procurement

The primary requirement of these Lots is to help 'export ready' companies to identify and access opportunities in a range of overseas markets. Working with businesses on a one-

to-one basis, examples of support required could include:

Providing business information at a local level

Advising on local trading conditions and regulations

Identifying and contacting potential customers, agents or distributors

Arranging face-to-face meetings with interested parties

Supporting businesses during their time in market

II.2.5) Award criteria

Quality criterion - Name: Quality / Weighting: 70

Price - Weighting: 30

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

International Trade Opportunities - Asia Pacific

Lot No

6

II.2.2) Additional CPV code(s)

- 79410000 - Business and management consultancy services

II.2.3) Place of performance

NUTS codes

- UKL - Wales

II.2.4) Description of the procurement

The primary requirement of these Lots is to help 'export ready' companies to identify and access opportunities in a range of overseas markets. Working with businesses on a one-to-one basis, examples of support required could include:

Providing business information at a local level

Advising on local trading conditions and regulations

Identifying and contacting potential customers, agents or distributors

Arranging face-to-face meetings with interested parties

Supporting businesses during their time in market

II.2.5) Award criteria

Quality criterion - Name: Quality / Weighting: 70

Price - Weighting: 30

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

New Exporter Programme

Lot No

7

II.2.2) Additional CPV code(s)

- 79410000 - Business and management consultancy services

II.2.3) Place of performance

NUTS codes

- UKL - Wales

II.2.4) Description of the procurement

The overarching aim of the NEP is to create new, regular and sustainable Welsh exporting companies. The programme will require the:

identification and recruitment of an annual cohort of 15 non-exporting companies (sporadic/reactive exporters will also be acceptable);

provision of a range of intensive training and mentoring support to those recruited companies in order to help them develop their capabilities, confidence and capacity for exporting;

undertake market research and identify specific exporting opportunities and contacts in a target market for each member of the cohort, the organisation and delivery of a trade mission to this market; and,

subsequent support for the businesses to follow up, with the aim of them securing new export orders/deals within the market.

II.2.5) Award criteria

Quality criterion - Name: Quality / Weighting: 70

Price - Weighting: 30

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 IV. Procedure

IV.1) Description

IV.1.1) Type of procedure

Open procedure

IV.1.3) Information about a framework agreement or a dynamic purchasing system

The procurement involves the establishment of a framework agreement

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: [2023/S 000-004679](#)

Section V. Award of contract

Lot No

1

Title

International Trade Development

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

7 June 2023

V.2.2) Information about tenders

Number of tenders received: 8

Number of tenders received from SMEs: 3

Number of tenders received from tenderers from other EU Member States: 7

Number of tenders received from tenderers from non-EU Member States: 1

Number of tenders received by electronic means: 8

The contract has been awarded to a group of economic operators: Yes

V.2.3) Name and address of the contractor

Grant Thornton

43 Queen Square

Bristol

BS14QR

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

No

V.2.3) Name and address of the contractor

BIC Innovation

1b Llys Onnen, Ffordd y Llyn, Parc Menai

Bangor

LL574DF

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

Yes

V.2.3) Name and address of the contractor

IBDG

46 Shenley Pavilions, Chalkdell Drive

milton keynes

MK56LB

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

Yes

V.2.3) Name and address of the contractor

Newable Ltd

140 Aldersgate Street

London

EC1A4HY

Country

United Kingdom

NUTS code

- UKI31 - Camden and City of London

The contractor is an SME

Yes

V.2.4) Information on value of contract/lot (excluding VAT)

Total value of the contract/lot: £3,500,000

Section V. Award of contract

Lot No

2

Title

International Trade Opportunities - Europe

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

7 June 2023

V.2.2) Information about tenders

Number of tenders received: 4

Number of tenders received from SMEs: 4

Number of tenders received from tenderers from other EU Member States: 4

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: Yes

V.2.3) Name and address of the contractor

IBDG

46 Shenley Pavilions, Chalkdell Drive

milton keynes

MK56LB

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

Yes

V.2.3) Name and address of the contractor

OCO

6 Citylink Business Park

Belfast

BT124HB

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

No

V.2.3) Name and address of the contractor

Structural Change and Innovation

51 Dorset Street, Grangetown

Cardiff

CF116PT

Country

United Kingdom

NUTS code

- UKL22 - Cardiff and Vale of Glamorgan

The contractor is an SME

Yes

V.2.4) Information on value of contract/lot (excluding VAT)

Total value of the contract/lot: £7,000,000

Section V. Award of contract

Lot No

3

Title

International Trade Opportunities - Middle East and Africa

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

7 June 2023

V.2.2) Information about tenders

Number of tenders received: 3

Number of tenders received from SMEs: 3

Number of tenders received from tenderers from other EU Member States: 3

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

Number of tenders received by electronic means: 3

The contract has been awarded to a group of economic operators: Yes

V.2.3) Name and address of the contractor

IBDG

46 Shenley Pavilions, Chalkdell Drive

milton keynes

MK56LB

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

Yes

V.2.3) Name and address of the contractor

OCO

6 Citylink Business Park

Belfast

BT124HB

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

No

V.2.3) Name and address of the contractor

Structural Change and Innovation

51 Dorset Street, Grangetown

Cardiff

CF116PT

Country

United Kingdom

NUTS code

- UKL22 - Cardiff and Vale of Glamorgan

The contractor is an SME

Yes

V.2.4) Information on value of contract/lot (excluding VAT)

Total value of the contract/lot: £700,000

Section V. Award of contract

Lot No

4

Title

International Trade Opportunities - Americas

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

7 June 2023

V.2.2) Information about tenders

Number of tenders received: 4

Number of tenders received from SMEs: 4

Number of tenders received from tenderers from other EU Member States: 4

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: Yes

V.2.3) Name and address of the contractor

IBDG

46 Shenley Pavilions, Chalkdell Drive

milton keynes

MK56LB

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

Yes

V.2.3) Name and address of the contractor

OCO

6 Citylink Business Park

Belfast

BT124HB

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

No

V.2.3) Name and address of the contractor

Structural Change and Innovation

51 Dorset Street, Grangetown

Cardiff

CF116PT

Country

United Kingdom

NUTS code

- UKL22 - Cardiff and Vale of Glamorgan

The contractor is an SME

Yes

V.2.4) Information on value of contract/lot (excluding VAT)

Total value of the contract/lot: £700,000

Section V. Award of contract

Lot No

5

Title

International Trade Opportunities - South Asia

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

7 June 2023

V.2.2) Information about tenders

Number of tenders received: 5

Number of tenders received from SMEs: 5

Number of tenders received from tenderers from other EU Member States: 5

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: Yes

V.2.3) Name and address of the contractor

IBDG

46 Shenley Pavilions, Chalkdell Drive

milton keynes

MK56LB

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

Yes

V.2.3) Name and address of the contractor

Structural Change and Innovation

51 Dorset Street, Grangetown

Cardiff

CF116PT

Country

United Kingdom

NUTS code

- UKL22 - Cardiff and Vale of Glamorgan

The contractor is an SME

Yes

V.2.4) Information on value of contract/lot (excluding VAT)

Total value of the contract/lot: £700,000

Section V. Award of contract

Lot No

6

Title

International Trade Opportunities - Asia Pacific

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

7 June 2023

V.2.2) Information about tenders

Number of tenders received: 3

Number of tenders received from SMEs: 3

Number of tenders received from tenderers from other EU Member States: 3

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

Number of tenders received by electronic means: 3

The contract has been awarded to a group of economic operators: Yes

V.2.3) Name and address of the contractor

IBDG

46 Shenley Pavilions, Chalkdell Drive

milton keynes

MK56LB

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

Yes

V.2.3) Name and address of the contractor

Structural Change and Innovation

51 Dorset Street, Grangetown

Cardiff

CF116PT

Country

United Kingdom

NUTS code

- UKL22 - Cardiff and Vale of Glamorgan

The contractor is an SME

Yes

V.2.4) Information on value of contract/lot (excluding VAT)

Total value of the contract/lot: £700,000

Section V. Award of contract

Lot No

7

Title

New Exporter Programme

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

7 June 2023

V.2.2) Information about tenders

Number of tenders received: 5

Number of tenders received from SMEs: 5

Number of tenders received from tenderers from other EU Member States: 5

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

IBDG

46 Shenley Pavilions, Chalkdell Drive

milton keynes

MK56LB

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

Yes

V.2.4) Information on value of contract/lot (excluding VAT)

Total value of the contract/lot: £500,000

Section VI. Complementary information

VI.3) Additional 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.
- The User who performs the Registration becomes the Super User for the Organisation.
- 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 2pm

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_52516
- 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.
- Should you have 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.

(WA Ref:135419)

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