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Tender

## **Future Investment Support Services**

Department for International Trade

F02: Contract notice

Notice identifier: 2022/S 000-031615

Procurement identifier (OCID): ocds-h6vhtk-038036

Published 8 November 2022, 5:05pm

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

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

Department for International Trade

Old Admiralty Building SW1A 2DY

London

#### **Email**

[commercialbpo@trade.gov.uk](mailto:commercialbpo@trade.gov.uk)

#### **Country**

United Kingdom

#### **Region code**

UK - United Kingdom

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

Main address

<https://www.gov.uk/government/organisations/department-for-international-trade>

### **I.3) Communication**

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

<https://uktrade.app.iaggaer.com/>

Additional information can be obtained from the above-mentioned address

Tenders or requests to participate must be submitted electronically via

<https://uktrade.app.iaggaer.com/>

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**

General public services

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## **Section II: Object**

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

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

Future Investment Support Services

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

- 79990000 - Miscellaneous business-related services

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

Services

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

The Department for International Trade (DIT) has the objective of creating a UK that leads the way on achieving fair global trading, drives economic growth and improves the living standards in the country and around the world. We will deliver that through attracting and retaining inward investment, promoting exports and delivering new trade deals.

Our vision for Investment is to transform DIT into one of the world's most capable and respected investment promotion agencies, best placed to deliver high-value inward investment in support of the Government's economic ambitions including innovation, net zero and levelling up. We will achieve this through optimising our support to high-value, high impact investors, whilst growing effective and efficient services across all investor categories.

DIT is seeking a service provider to help us improve our ability to target and support high-value investment, and to supplement what we know from our interactions with businesses with external intelligence, to inform policy making on enhancing the attractiveness of the UK investment environment. This will involve delivering business intelligence, training, research, analysis and support to client-facing teams to increase their impact with investors. This will require expertise, innovation, operational excellence and a commitment from the provider to deliver in the national interest.

The successful bidder will help DIT maintain its position as one of the world's preeminent investment promotion organisations. They will provide support that will increase the credibility and impact of our investor interactions—and help us secure higher levels of inward investment benefiting all regions and nations of the UK.

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

Value excluding VAT: £11,000,000

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

This contract is divided into lots: No

## **II.2) Description**

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

NUTS codes

- UK - United Kingdom

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

DIT is looking to procure the following six categories of services, many of which are currently provided by an outsourced provider. Bids from potential suppliers are expected to include the following service requirements; however, we invite bidders to offer creative solutions when seeking to meet these requirements. The estimated value is £9,000,000 - 11,000,000 for the whole duration of the contract (including two optional extension periods of up to 12 months each). Contract award is expected to be made in Q4 FY22/23.

1. Training: DIT requires a service that provides a high-quality and engaging learning and development (L&D) programme to DIT investment staff in the UK and overseas, enabling them to deliver on DIT investment priorities more effectively. This L&D programme will build staff's investment knowledge, develop their investment promotion and account management skills and share best practice from within DIT but also other investment promotion agencies.
2. Research and analysis: DIT requires material to address specific knowledge gaps which exist within the department's network. The information requested will often be highly specific and require sector and/or regional expertise, examples could include the AgriTech sector in Wales or aquafarming in the South West.
3. Client-facing support material: DIT requires support material for client-facing teams across its network to manage investment prospects both domestically and internationally. This material will contain packaged client pitches or 'propositions' and investor-facing content to allow teams to present opportunities to prospective investors on a particular region, economic cluster, or sector as well as opportunities relating to capital investments and freeports. The volumes required will vary depending on the needs of the network at any given time.
4. Market insights: DIT requires a service which allows it to keep abreast of industry trends to influence prioritisation of our promotion efforts. This will require a granular and intelligent approach to tracking data, with an emphasis on industry information that provides early signalling of trends as well as the longer-term macroeconomic analyses typical in 'pure' policy making.
5. Modelling and benchmarking tools: DIT requires a suite of information tools to allow its staff to produce reports highlighting the potential of the UK as an investment destination. These will include financial modelling and benchmarking tools which are able to compare indicative financial performances of investments projects across a range of investments locations.
6. Target generation: DIT requires a service which generates FDI leads for its network staff both domestically and overseas. Other services provided by the supplier may also generate leads for this service.

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

Price is not the only award criterion and all criteria are stated only in the procurement documents

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

Duration in months

60

This contract is subject to renewal

Yes

Description of renewals

3 year initial term with two optional extension periods of up to 12 months each

### **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

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## **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

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

Date

12 December 2022

Local time

4:00pm

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

English

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

Date

12 December 2022

Local time

4:01pm

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## **Section VI. Complementary information**

### **VI.1) Information about recurrence**

This is a recurrent procurement: No

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

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

Department for International Trade

London

SW1A 2DY

Country

United Kingdom