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Contract

Business Development Partners Framework

Cardiff University

F03: Contract award notice

Notice identifier: 2024/S 000-034480

Procurement identifier (OCID): ocds-h6vhtk-047862

Published 24 October 2024, 1:47pm

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.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.1.6) Information about lots

This contract is divided into lots: Yes

II.1.7) Total value of the procurement (excluding VAT)

Value excluding VAT: £180,000

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.2.11) 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.2.11) 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.2.11) 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
- 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:

- 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.2.11) 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

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

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 000-025477](#)

Section V. Award of contract

Lot No

2

Title

Health and Public Services

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

18 October 2024

V.2.2) Information about tenders

Number of tenders received: 2

Number of tenders received from SMEs: 2

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

Number of tenders received from tenderers from non-EU Member States: 2

Number of tenders received by electronic means: 2

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

V.2.3) Name and address of the contractor

Paul J Harvey Business and career consultant

2 Usk Road

Cardiff

CF140NN

Telephone

+44 7500896128

Country

United Kingdom

NUTS code

- UKL22 - Cardiff and Vale of Glamorgan

The contractor is an SME

Yes

V.2.3) Name and address of the contractor

Really Agile Consulting

4 Pollard Close, Caerleon

Newport

NP183SS

Telephone

+44 7973122295

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)

Total value of the contract/lot: £45,000

Section V. Award of contract

Lot No

3

Title

Finance and professional services

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

18 October 2024

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: 0

Number of tenders received from tenderers from non-EU Member States: 3

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

Paul J Harvey Business and career consultant

2 Usk Road

Cardiff

CF140NN

Telephone

+44 7500896128

Country

United Kingdom

NUTS code

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The contractor is an SME

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4 Pollard Close, Caerleon

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NP183SS

Telephone

+44 7973122295

Country

United Kingdom

NUTS code

- UKL21 - Monmouthshire and Newport

The contractor is an SME

Yes

V.2.3) Name and address of the contractor

TOC Systems Ltd

20-22 Wenlock Road

London

N1 7GU

Country

United Kingdom

NUTS code

- UKI - London

The contractor is an SME

Yes

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

Total value of the contract/lot: £45,000

Section V. Award of contract

Lot No

4

Title

Other technology-enabled sectors of the economy

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

18 October 2024

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: 0

Number of tenders received from tenderers from non-EU Member States: 3

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

Paul J Harvey Business and career consultant

2 Usk Road

Cardiff

CF140NN

Telephone

+44 7500896128

Country

United Kingdom

NUTS code

- UKL22 - Cardiff and Vale of Glamorgan

The contractor is an SME

Yes

V.2.3) Name and address of the contractor

Really Agile Consulting

4 Pollard Close, Caerleon

Newport

NP183SS

Telephone

+44 7973122295

Country

United Kingdom

NUTS code

- UKL21 - Monmouthshire and Newport

The contractor is an SME

Yes

V.2.3) Name and address of the contractor

TOC Systems Ltd

20-22 Wenlock Road

London

N1 7GU

Country

United Kingdom

NUTS code

- UKI - London

The contractor is an SME

Yes

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

Total value of the contract/lot: £45,000

Section V. Award of contract

Lot No

1

Title

Manufacturing, including food production

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

18 October 2024

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: 0

Number of tenders received from tenderers from non-EU Member States: 4

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

Paul J Harvey Business and career consultant

2 Usk Road

Cardiff

CF140NN

Telephone

+44 7500896128

Country

United Kingdom

NUTS code

- UKL22 - Cardiff and Vale of Glamorgan

The contractor is an SME

Yes

V.2.3) Name and address of the contractor

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4 Pollard Close, Caerleon

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Telephone

+44 7973122295

Country

United Kingdom

NUTS code

- UKL21 - Monmouthshire and Newport

The contractor is an SME

Yes

V.2.3) Name and address of the contractor

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20-22 Wenlock Road

London

N1 7GU

Country

United Kingdom

NUTS code

- UKI - London

The contractor is an SME

Yes

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

Total value of the contract/lot: £45,000

Section VI. Complementary information

VI.3) Additional information

(WA Ref:145538)

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