This is a published notice on the Find a Tender service: <a href="https://www.find-tender.service.gov.uk/Notice/034480-2024">https://www.find-tender.service.gov.uk/Notice/034480-2024</a>

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

# **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

+44 7500896128

Country

## 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 • 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

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N<sub>1</sub> 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 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
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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