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Planning

Export Services Framework

Llywodraeth Cymru / Welsh Government

F01: Prior information notice

Prior information only

Notice identifier: 2022/S 000-035611

Procurement identifier (OCID): ocids-h6vhtk-0391c4

Published 16 December 2022, 10:02am

Section I: Contracting authority

I.1) Name and addresses

Llywodraeth Cymru / Welsh Government

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

Caerdydd / Cardiff

CF10 3NQ

Email

CPSProcurementAdvice@gov.wales

Telephone

+44 3000257095

Country

United Kingdom

NUTS code

UKL - Wales

Internet address(es)

Main address

<http://wales.gov>

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.3) Communication

Additional information can be obtained from the above-mentioned address

Electronic communication requires the use of tools and devices that are not generally available. Unrestricted and full direct access to these tools and devices is possible, free of charge, at

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

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

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.1.5) Estimated total value

Value excluding VAT: £7,500,000

II.1.6) Information about lots

This contract is divided into lots: Yes

II.2) Description

II.2.1) Title

Export Services Framework - 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

Export Services Framework - Europe

II.2) Description

II.2.1) Title

Export Services Framework - Middle East & 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

Export Services Framework - Middle East & Africa

II.2) Description

II.2.1) Title

Export Services Framework - 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

Export Services Framework- Americas

II.2) Description

II.2.1) Title

Export Services Framework - 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

Export Services Framework - South Asia

II.2) Description

II.2.1) Title

Export Services Framework - 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

Export Services Framework - Asia Pacific

II.2) Description

II.2.1) Title

Export Services Framework - 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

Export Services Framework - New Exporter Programme

II.2) Description

II.2.1) Title

International Trade Development - Global coverage

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

Export consultancy service - Global Coverage

II.3) Estimated date of publication of contract notice

31 January 2023

Section IV. Procedure

IV.1) Description

IV.1.8) Information about the Government Procurement Agreement (GPA)

The procurement is covered by the Government Procurement Agreement: Yes

Section VI. Complementary information

VI.3) Additional information

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.

The objectives of this tender are:

To obtain a cost effective and professional consultancy service to deliver the ITD, ITO and NEP programmes.

Provision of a high quality service to Welsh Government and its customers. High standards of customer service will be expected as normal contractual practice.

Reduction of overall expenditure on services through the implementation of a 'value for money' ethos for every project referral.

(WA Ref:127471)