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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): ocds-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 Walesbased 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

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

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### 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

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### 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

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)