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Tender

Welsh Government Export Cluster Programme

Llywodraeth Cymru / Welsh Government

UK4: Tender notice - Procurement Act 2023 - [view information about notice types](#)

Notice identifier: 2025/S 000-037814

Procurement identifier (OCID): ocds-h6vhtk-051de0 ([view related notices](#))

Published 7 July 2025, 2:12pm

Scope

Reference

C018/2025/2026

Description

The overarching objective of the Export Cluster Programme is to contribute to the wider aims of the Export Action Plan for Wales by bringing together, in clusters, like-minded businesses (predominantly SMEs) within Wales' five priority export sectors to support an increase in their individual and collective export performance.

Welsh Government is seeking Bidders to manage, operate and deliver one, or more, of these export development clusters on a pan-Wales basis.

The clusters are split into five equal Lots as follows:

Lot 1: Renewables & Clean Energy.

Lot 2: Consumer Products.

Lot 3: High-value Manufacturing.

Lot 4: Medtech & Diagnostics.

Lot 5: Technology.

Bidders can apply for as many Lots as they choose, with one successful Bidder being appointed to each Lot. All Bidders, including any consortia Bidders, must clearly state who the lead Cluster Manager will be.

Please note - the potential value of the contract is estimated to be between £75,000 - £100,000 (excluding VAT) per Cluster, per annum. The total value of the contract is up to £1,999,999 (excluding VAT), this includes the possible extension periods.

Total value (estimated)

- £2,000,000 excluding VAT
- £2,400,000 including VAT

Above the relevant threshold

Main procurement category

Services

CPV classifications

- 79400000 - Business and management consultancy and related services

Contract locations

- UKL - Wales

Lot constraints

Description of how multiple lots may be awarded:

The highest scoring bidder for each lot will be awarded as sole supplier for each lot

Not the same for all lots

Contract dates are shown in Lot sections, because they are not the same for all lots.

Lot 1. Renewables & Clean Energy

Description

Renewables & Clean Energy. Please see tender documents for details of this lot

Lot value (estimated)

- £400,000 excluding VAT
- £480,000 including VAT

Contract dates (estimated)

- 3 October 2025 to 2 October 2026
- Possible extension to 2 October 2029

- 4 years

Description of possible extension:

1 + 1+ 1 years as extensions

Same for all lots

CPV classifications and contract locations are shown in the Scope section, because they are the same for all lots.

Lot 2. Consumer Products

Description

Consumer Products. Please see tender documents

Lot value (estimated)

- £400,000 excluding VAT
- £480,000 including VAT

Contract dates (estimated)

- 3 October 2025 to 2 October 2026
- Possible extension to 2 October 2029
- 4 years

Description of possible extension:

1+1+1 years extension

Same for all lots

CPV classifications and contract locations are shown in the Scope section, because they are the same for all lots.

Lot 3. High-value Manufacturing

Description

High-value Manufacturing. Please see tender documents

Lot value (estimated)

- £400,000 excluding VAT
- £480,000 including VAT

Contract dates (estimated)

- 3 October 2025 to 2 October 2026
- Possible extension to 2 October 2029
- 4 years

Description of possible extension:

1 + 1 + 1 years extension

Same for all lots

CPV classifications and contract locations are shown in the Scope section, because they are the same for all lots.

Lot 4. Medtech & Diagnostics

Description

Medtech & Diagnostics. Please see tender documents

Lot value (estimated)

- £400,000 excluding VAT
- £480,000 including VAT

Contract dates (estimated)

- 3 October 2025 to 2 October 2026
- Possible extension to 2 October 2029
- 4 years

Description of possible extension:

1 + 1 + 1 year extensions

Same for all lots

CPV classifications and contract locations are shown in the Scope section, because they are the same for all lots.

Lot 5. Technology

Description

Technology. Please see tender documents

Lot value (estimated)

- £400,000 excluding VAT
- £480,000 including VAT

Contract dates (estimated)

- 3 October 2025 to 2 October 2026
- Possible extension to 2 October 2029
- 4 years

Description of possible extension:

1 + 1 + 1 years extension

Same for all lots

CPV classifications and contract locations are shown in the Scope section, because they are the same for all lots.

Participation

Legal and financial capacity conditions of participation

Lot 1. Renewables & Clean Energy

Lot 2. Consumer Products

Lot 3. High-value Manufacturing

Lot 4. Medtech & Diagnostics

Lot 5. Technology

Please see tender documents

Technical ability conditions of participation

Lot 1. Renewables & Clean Energy

Lot 2. Consumer Products

Lot 3. High-value Manufacturing

Lot 4. Medtech & Diagnostics

Lot 5. Technology

Please see tender documents

Particular suitability

Lot 1. Renewables & Clean Energy

Lot 2. Consumer Products

Lot 3. High-value Manufacturing

Lot 4. Medtech & Diagnostics

Lot 5. Technology

- Small and medium-sized enterprises (SME)
- Voluntary, community and social enterprises (VCSE)

Submission

Enquiry deadline

8 August 2025, 2:00pm

Tender submission deadline

15 August 2025, 2:00pm

Submission address and any special instructions

E-Tender Information:

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

- The first person from your Organisation to use the Platform will be required to register on behalf of the Organisation.

- Registration involves accepting a User Agreement, and providing basic information about your Organisation and about the User

performing the Registration.

- The User who performs the Registration becomes the Super User for the Organisation.

- On registering on the Platform the Super User will select a Username and will receive a password.

- The Password will be sent by e-mail to the email address that was specified in the User Details section of the Registration page.

- In order to log-in to the Platform please enter your Username and Password.
- Note: If you forget your Password then visit the homepage and click "Forgot your password?"
- Registration should only be performed once for each Organisation.
- If you think that someone in your Organisation may have already registered on this Platform then you must not register again.
- Please contact the person who Registered (i.e. the Super User) in order to arrange access to the Platform.
- Contact the Helpdesk immediately if you are unable to contact the Super User (for example if they have left your Organisation).
- Note: If your Organisation is already registered on the Platform then you must not make any additional registration. Please contact the

Helpdesk to gain access to the Platform.

- ITT responses must be uploaded to the BravoSolution portal by 2pm

How To Find The ITT:

- Once logged in you must click on 'PQQs/ITT's Open to all Suppliers'
- The e-tender references for this contract are: project_59839, itt_118389.
- Click on the title to access summary details of the contract. If you are still interested in submitting a tender, click the 'Express an Interest

button'. This will move the PQQ/ITT from the 'Open to all Suppliers' area to the 'My PQQ/ITT's' on the home page.

- You will then see the full details of the PQQ/ITT in the qualification and technical envelopes along with any relevant documents in the

'Attachments' area.

- Should you have any questions on the PQQ/ITT, please use the 'Messages' area to contact the buyer directly - Please do not contact the

named person at the top of this notice.

NOTE: The authority is using eTenderwales to carry out this procurement process. To obtain further information record your interest on

Sell2Wales at https://www.sell2wales.gov.wales/search/search_switch.aspx?ID=128426

Under the terms of this contract the successful supplier(s) will be required to deliver Community Benefits in support of the authority's

economic and social objectives. Accordingly, contract performance conditions may relate in particular to social and environmental

considerations. The Community Benefits included in this contract are:

Community benefits will be non-core

(WA Ref:128426)

The buyer considers that this contract is suitable for consortia.

Tenders may be submitted electronically

Yes

Languages that may be used for submission

- Welsh
- English

Award decision date (estimated)

22 September 2025

Award criteria

Lot 1. Renewables & Clean Energy

Name	Description	Type	Weighting
Technical 1	Delivery Approach	Quality	30.00%
Technical 2	Key Performance Indicators (KPIs)	Quality	30.00%
Technical 3	Programme Management	Quality	20.00%
Commercial	Cost submission	Cost	20.00%

Lot 2. Consumer Products

Name	Description	Type	Weighting
Technical 1	Delivery Approach	Quality	30.00%
Technical 2	Key Performance Indicators (KPIs)	Quality	30.00%
Technical 3	Programme Management	Quality	20.00%
Commercial	Commercial submission	Cost	20.00%

Lot 3. High-value Manufacturing

Lot 4. Medtech & Diagnostics

Lot 5. Technology

Name	Description	Type	Weighting
Technical 1	Delivery Approach	Quality	30.00%
Technical 2	Key Performance Indicators (KPIs)	Quality	30.00%
Technical 3	Programme Management	Quality	20.00%
Commercial	Commercial	Cost	20.00%

Other information

Payment terms

Please see tender documents

Description of risks to contract performance

Please see tender documents

Conflicts assessment prepared/revised

Yes

Procedure

Procedure type

Open procedure

Documents

Associated tender documents

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

The tender documents are available on <https://etenderwales.bravosolution.co.uk/>

Technical specifications to be met

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

See tender documents

Contracting authority

Llywodraeth Cymru / Welsh Government

- Public Procurement Organisation Number: PQYQ-3841-BHTP

Gwasanaethau Caffael Corfforaethol / Corporate Procurement Services

Cardiff

CF10 3NQ

United Kingdom

Contact name: Kate Smith

Telephone: +443000253979

Email: CPSProcurementAdvice@gov.wales

Website: <http://gov.wales>

Region: UKL22 - Cardiff and Vale of Glamorgan

Organisation type: Public authority - central government

Devolved regulations that apply: Wales