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Planning

## **International Markets China 2025**

Department for Business and Trade

F01: Prior information notice

Prior information only

Notice identifier: 2024/S 000-040994

Procurement identifier (OCID): ocds-h6vhtk-04c9a5

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### **Section I: Contracting authority**

#### **I.1) Name and addresses**

Department for Business and Trade

London

##### **Email**

[commercialbpo@businessandtrade.gov.uk](mailto:commercialbpo@businessandtrade.gov.uk)

##### **Country**

United Kingdom

##### **Region code**

UK - United Kingdom

##### **Internet address(es)**

Main address

<https://www.gov.uk/government/organisations/department-for-business-and-trade>

### **I.3) Communication**

Additional information can be obtained from the above-mentioned address

### **I.4) Type of the contracting authority**

Ministry or any other national or federal authority

### **I.5) Main activity**

General public services

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## **Section II: Object**

### **II.1) Scope of the procurement**

#### **II.1.1) Title**

International Markets China 2025

#### **II.1.2) Main CPV code**

- 79900000 - Miscellaneous business and business-related services

#### **II.1.3) Type of contract**

Services

#### **II.1.4) Short description**

This Notice is for Market Engagement purposes only in relation to the International Markets (IM) for China & Hong Kong. The IM is led by the Department for Business and Trade (DBT) and provides in market services to UK businesses that are seeking to internationalise. IM deliver this expertise from over 45 countries across the 9 HM Trade Commissioner (HMTc) regions, including China and Hong Kong.

Delivery of the International Markets service for China and Hong Kong is currently outsourced and the Contract expires in July 2025. Therefore, DBT is in the initial stages of exploring potential options for the future delivery of the service from July 2025 onwards and the purpose of this Notice is to gain an understanding of market capability.

#### **II.1.5) Estimated total value**

Value excluding VAT: £2,000,000

### **II.1.6) Information about lots**

This contract is divided into lots: No

## **II.2) Description**

### **II.2.2) Additional CPV code(s)**

- 79900000 - Miscellaneous business and business-related services

### **II.2.3) Place of performance**

NUTS codes

- CN - China
- HK - Hong Kong
- UK - United Kingdom

### **II.2.4) Description of the procurement**

Subject to DBT opting to continue with outsourcing the service delivery, we shall carry out a procurement to fulfil the requirement for a single supplier to provide the International Markets service located within the China and Hong Kong region. The service will be expected to deliver in-market export support services to UK based businesses that are seeking to export to the region. Therefore, the purpose of this PIN is to engage with suppliers who can deliver the required services across the China and Hong Kong region.

It is anticipated that tender will take place in Spring 2025 with the contract being awarded by the beginning of the 25/26 financial year. The intention is for a three-month implementation period from April with service delivery commencing in August 2025. The contract will be for a minimum of three years in duration with the potential for a further two extension periods of up to 12-months each. The estimated value of the contract including the extension periods is £2million. Although the route to market for this requirement is not yet confirmed, the tender will be carried out under Department for Business and Trade (DBT) terms and conditions.

At this initial stage of our purpose is to engage with potential suppliers to inform the market of our intentions, and also to assist us in developing our strategy and service specification to ensure that we effectively combine our requirements with market capability and innovation.

DBT has prepared a summary of the draft specification contained within the survey link

below, that illustrates its current development. To aid DBT in its refinement of the requirements, we are interested in furthering our understanding of the China and Hong Kong market offering landscape. Specifically, we are interested in understanding the range and scope of services that your organisation offers across China and Hong Kong regions.

Therefore, we would be grateful if you could take 10 minutes to complete this online survey: [https://ditresearch.eu.qualtrics.com/jfe/form/SV\\_3ZTFHGhKezjxhsy](https://ditresearch.eu.qualtrics.com/jfe/form/SV_3ZTFHGhKezjxhsy)

The deadline for completion of survey responses is 8th January 2025.

### **II.3) Estimated date of publication of contract notice**

31 March 2025

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## **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: No