



British Embassy
Washington

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US Prosperity Programme Fund

Request for Expressions of Interest (EOI)

We ask potential suppliers NOT to discuss this EOI externally

Purpose

This document is to notify suppliers of upcoming potential requirements and establish levels of competence and interest among suppliers. Note that this requirement may not lead to a formal tender but will help the Authority (British Embassy Washington DC) to understand regional capability.

Objectives

The project will provide a scoping report and database on US sub-federal public procurement market in 20 priority states.

Summary of Requirements

The chosen supplier will provide a report and database on the sub-federal public procurement markets for the following 20 states (including the markets of their major cities): California, Florida, Georgia, Illinois, Indiana, Louisiana, Maryland, Massachusetts, Michigan, Minnesota, New York, North Dakota, Pennsylvania, Oregon, Texas, Tennessee, Washington DC, Washington State, Wisconsin and West Virginia.

Major cities are defined as those with an annual budget greater than \$1 billion.

For each state and major city, the supplier will:

- Provide an overview of the procurement system (i.e. key legislation and policies, key features). Review of policies includes identifying matters such as length of tenders, whether there is heterogeneity of bid templates within the state and its major cities (or entities therein), publication of data, and tender methods.
- Identify appropriate data sources for analysis of procurement spending.
- Assess the value of the public procurement market and the entities within it.
- Estimate the value of the market covered by a) the WTO Government Procurement Agreement, b) previous US Free Trade Agreement market access offers and how they have changed over time, and c) EU-US Exchange of Letters on Government Procurement.
- Analyze the structure of the procurement market, including the 20 highest value categories for goods and services procurement.
- Outline procurement trade barriers (i.e. local 'Buy America' legislation, local content requirements, SME set-asides)
- Assess current successful engagement in the procurement market by foreign companies (specifically identifying UK companies), including an assessment of the sectors these companies are successful in.

All quantitative estimates should use contract-level data where available.



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Outputs/deliverables of potential projects:

The supplier will provide:

1. A report outlining key findings and trends in the public procurement market, and summaries of procurement data analysis.
2. A database containing details of procurement data analysis and data sources.

Successful delivery of the report and database will be the base outputs from which success is measured. A successful report and database will include:

- A wide range of markets (state level and city-level)
- A high level of detail about procurement policy relevant to UK companies
- In-depth quantitative analysis of data on the size selected markets
- In-depth quantitative analysis of opportunities for UK companies.

Budget

The Embassy anticipates having a maximum of £40,000 to undertake this work. The final value of a potential contract will be the result of a public procurement process. Bids for potential work will be evaluated on proposed cost, among other criteria.

Qualification

Suppliers should understand the US sub-federal procurement market, ideally from the perspective of a company based overseas. Suppliers should also be able to source and manipulate procurement data and use it to provide accurate estimates of market coverage and structure.

Potential interested suppliers should respond via email to Matt Manousoff, Prosperity Programme Manager at matthew.manousoff@fco.gov.uk with a statement of interest of 200 words or less acknowledging that you have read and understood this request and can demonstrate that you can fulfil the requirements of this project.

The Authority by issuing this invitation is not bound in any way and reserves the right not to tender the whole or any specified part of the EOI.

A potential full project specification will be distributed via email to interested potential suppliers following completion of a non-disclosure agreement.

Deadline for response:

27 August 2018

If suppliers respond after the deadline the Authority reserves the right to not invite the suppliers to subsequent stages of a potential procurement process.