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To all Suppliers,

Our ref: project_36555
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Provision of a Management Lead, Market Engagement

To establish a global network of research institutions, experts and people to tackle critical research gaps in how the conservation and sustainable use of biodiversity can deliver climate adaptation and mitigation, and improve livelihoods

The Department for Environment, Food & Rural Affairs ("Defra") is carrying out further market engagement in anticipation of an upcoming procurement opportunity.

Defra anticipates a requirement to appoint a Management Lead to manage £40 million of funding over a period of 3 years, Defra's ambition for the GCBC is to be a platform for longer-term research and partnerships, should further funding become available. The enclosed document, the Specification of Requirement, provides a detailed overview of our requirements.

Defra plans to approach the market via an open competition in the coming weeks. Ahead of our approach to the market we are undertaking an additional piece of market engagement activity, principally testing our proposed specification.

We have enclosed a working draft of our Specification including an overview of the role and responsibilities to this letter and invite your review. Annexed to this letter you will find a market engagement questionnaire enabling your feedback.

This market engagement piece will inform our approach to the market. In the interest of momentum, we are seeking responses no later than **Friday 9 September 2022**.

Should you wish to discuss this matter further please do not hesitate to contact me.

Yours sincerely

Tom Redfearn
Senior Category Officer
Enc. Draft Specification

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Annex : Market engagement questionnaire

Question	Response
Based on the specification, what is the indicative cost benchmark or range for this contract?	
How do you normally price for contracts of this nature? e.g. fixed prices, open book pricing, work packages etc.	
Due to the uncertainty in Defra's requirement, Defra plans to ask the market to price on a work package basis. For example, the market will be asked to price on the following basis: for every grant competition conducted Defra will pay £X, for every grant under management Defra will pay £x / month etc. Do you support such an approach?	
Are you party to any framework agreements, e.g. a Crown Commercial Service (" CCS "), which can meet the requirements of our specification?	
Given the complexity, geographical and financial scale, and scope of the GCBC , how long would the Supplier need to mobilise and how long would the lead-in time before the first deliverable (launching 3 geographic spokes (across Sub-Saharan Africa, South East Asia and Latin America) and multiple thematic spokes utilising multiple delivery partner competitions) be? We have recommended a 2-3 week mobilisation period, and then a 4 week lead in time. Is this sufficient?	
How would the Supplier develop and maintain a robust network of communication amongst all relevant parties to ensure monitoring, reporting and learning is delivered on time. What information would the Supplier need from Defra in order to effectively develop this approach?	
Defra is looking to include provision for benchmarking to take place over the life of any resultant contract. Defra envisages the appointment of a third-	

party benchmarking supplier at key dates within this contract.	
Have you worked with benchmarking suppliers before? if so what as your experience been of undertaking benchmarking processes?	
Please provide any other observations, comments or feedback here.	