



Ministry  
of Defence

**David Docherty**

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Insight Direct (UK) Ltd  
8<sup>th</sup> Floor, Metro Building  
Trafford Road  
Salford Quays  
Manchester  
M5 3NN

Your Reference:

Our Reference:  
700773369

Date: 1 Oct 20

Attention: Guy Beaudin

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Dear Sirs,

**Contract No 700773369 - Provision of External Technical Support for detailed design and implementation phases of Project Accounting for MOD (DFinStrat) using the CCS Framework RM3821, Lot 1a - Resource Planning & Management Solutions including Financial and Commercial**

The Authority hereby accepts your tender dated 12 August 2020 as clarified and amended by the following Reference: -

- A. HO Comrcl (Ken Nicolson) emails dated 19 Aug 20 (11:09) & (13:45)
- B. Insight Direct (UK) Ltd (Charlotte Burke) email dated 20 Aug 20 (13:09)
- C. HO Comrcl (Ken Nicolson) email dated 14 Sept 20 (15:40)
- D. Insight Direct (UK) Ltd (Kate Brierley) email dated 14 Sept 20 (16:01)

1. For your convenience, the Terms and Conditions of the Contract which will result from this acceptance are attached.
2. Payment will be made in accordance with the attached Terms and Conditions. If your company has not already provided its banking details to the Defence Business Services (DBS) Finance Branch, please complete the Form BX177, which is available from the website (<https://www.gov.uk/government/organisations/ministry-of-defence/about/procurement>) (search for DBS Finance payments: nominate a bank form) and forward to DBS Finance, Walker House, Exchange Flags, Liverpool, L2 3YL.

3. The total contract value is **£4,763,400 (four million, seven hundred and sixty-three thousand, four hundred pounds)** (excl VAT).


Note – Any Travel & Subsistence costs will be agreed between MOD (DFinStrat) and the Contractor and these will be in accordance with MOD's standard T&S rates.

4. Please acknowledge receipt of this letter by completing sections B and C in the table overleaf, signing and returning to the undersigned by email using [david.docherty743@mod.gov.uk](mailto:david.docherty743@mod.gov.uk) and copied to [ken.nicolson700@mod.gov.uk](mailto:ken.nicolson700@mod.gov.uk)

Yours faithfully,

***David Docherty***  
***(signed electronically 01/10/20 10:00)***

David Docherty  
Senior Commercial Officer  
Head Office Commercial

Offer and Acceptance	
<p><b>Section A) Acceptance</b></p> <p>Acceptance of Tender 700773369 constitutes acceptance by the Authority of your company's tender dated 12 August 20 (including References A-D at paragraph 1 above) for the supply of the Deliverables.</p> <p>Signed by: <b>David Docherty (signed electronically 01/10/20 10:00)</b></p> <p>Name: DAVID DOCHERTY</p> <p>Position: Senior Commercial Officer</p> <p>For and on behalf of the Authority</p> <p>Authorised Signatory</p> <p>Date<sup>1</sup>: 1 Oct 20</p>	<p><b>Section B) Confirmation of Receipt</b></p> <p>I acknowledge receipt of the Authority's Contract letter no. 700773369</p> <p>Signed by: </p> <p>Name (Block Capitals): GUY BEAUDIN</p> <p>Position: Public Sector Business Development Director</p> <p>For and on behalf of Insight Direct (UK) Ltd</p> <p>Authorised Signatory</p> <p>Date: 05 October 2020</p>
<p><b>Section C) Tier 1 Sub-Contractor data:<sup>2</sup></b></p> <p>Name Frontera Consulting UK Ltd value of work (£ ex VAT) £4.5m Location Of work..... SME ...Yes</p> <p>Name ..... value of work (£ ex VAT) ..... Location Of work..... SME ...Yes / No</p> <p>Name ..... value of work (£ ex VAT) ..... Location Of work..... SME ...Yes / No</p> <p>Name ..... value of work (£ ex VAT) ..... Location Of work..... SME ...Yes / No</p> <p>Name ..... value of work (£ ex VAT) ..... Location Of work..... SME ...Yes / No</p>	

<sup>1</sup> The date of unqualified acceptance by signature is the effective date of the Contract

<sup>2</sup> The MOD is required to report to the Government any spend with Small and Medium-sized Enterprises (SMEs) including sub-contractors (Tier 1). SMEs are defined by the EU on [http://ec.europa.eu/enterprise/policies/sme/facts-figures-analysis/sme-definition/index\\_en.htm](http://ec.europa.eu/enterprise/policies/sme/facts-figures-analysis/sme-definition/index_en.htm)