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E-mail:	epbi@dfid.gov.uk
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NOTIFICATION PUBLICATION:	YES

## Contract notice

### Services

#### Legal Basis:

Directive 2014/24/EU

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

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

Department for International Development  
Abercrombie House, Eaglesham Road  
East Kilbride

G758EA

United Kingdom

Contact person: Nathalie Lemer

Telephone: +44 1355843737

E-mail: [n-lemer@dfid.gov.uk](mailto:n-lemer@dfid.gov.uk)

NUTS code: UKM95

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

Main address: <https://www.gov.uk/government/organisations/department-for-international-development>

Address of the buyer profile: <https://www.gov.uk/government/organisations/department-for-international-development/about/procurement>

##### I.2) **Information about joint procurement**

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

The procurement documents are available for unrestricted and full direct access, free of charge, at: <https://supplierportal.dfid.gov.uk/selfservice/>

Additional information can be obtained from the abovementioned address

Tenders or requests to participate must be submitted electronically via: <https://supplierportal.dfid.gov.uk/selfservice/>

Tenders or requests to participate must be submitted to the abovementioned address

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

Ministry or any other national or federal authority, including their regional or local subdivisions

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

Other activity: International Development Aid

#### **Section II: Object**

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

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

LINKS – Powering Economic Growth in Northern Nigeria

Reference number: PO 8338

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

75211200

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

Services

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

LINKS will support development of a vibrant and diversified economy in the three key northern Nigerian states of Kano, Kaduna and Jigawa, with these collectively acting as a powerful engine of northern economic growth. Benefits will be both for the states themselves, while also creating real market opportunities for the wider north, counterbalancing the wealth and investment that is currently primarily found in Lagos and the South. LINKS will raise the incomes of at least 3,000,000 people in northern Nigeria, also supporting the creation of 100,000 full time equivalent jobs, and contributing to a 15% rise in potentially taxable private sector revenues. DFID intends to award a contractor in circa March 2019 for an initial term of 7 years with a budget of £67.55m. DFID may extend the duration up to an additional 3 years with a maximum total contract value of £97.55m.

**II.1.5) Estimated total value**

Value excluding VAT: 97 550 000.00 GBP

**II.1.6) Information about lots**

This contract is divided into lots: no

**II.2) Description**

**II.2.1) Title:**

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

**II.2.3) Place of performance**

NUTS code: UKM95

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

DFID will contract a single-legal entity who will be responsible for delivering the full LINKS programme. This programme will focus on the development of high potential pro-poor value chains, selected during a detailed project preparation study, supporting them to become productive, competitive and attractive for investment at every level. Although retaining an element of high level technical assistance (TA) to strengthen the long-term capability of the different tiers of Nigerian Government to reform, this TA will be highly targeted, with a strong emphasis on practical action with tangible impacts for beneficiaries. The front-line components of LINKS activity will, for a range of high potential value chains, be (1) investment promotion and facilitation and (2) private sector innovations that increase their competitiveness, productivity and transformational economic inclusivity. Two further supporting components will address (3) business environment challenges impacting the investments and innovations, and (4) Monitoring and Evaluation (M&E).

By March 2026, this will result in:

(i) Raising the incomes of 3 million people, of which 70% will be the poor, and 40% will be women.

(ii) Supporting the creation of 100,000 full time equivalent jobs, of which 40% will be for women, and 6% will be for those living with disability.

(iii) Increasing the number of formalized workers and firms, thus contributing to the raising of potentially taxable private sector revenue by 15%

These targets will be distributed as follows: 40% Kaduna, 40% Kano, 20% Jigawa.

These targets constitute the technical minimum requirements which will be tendered upon

The LINKS programme builds on previously successful GEMS initiatives supported by DfID. GEMS consisted of 4 sub-programmes that utilized an Market 4 the Poor approach to raising incomes and creating jobs across several sectors and in the wider business environment. GEMS1 worked with the meat and leather sectors, GEMS4 with Wholesale Retail, and GEMS3 the business environment (with a specific focus on land, tax and investment). By its close GEMS had raised the incomes of over 2 million people, and supported the creation of over 30,000 jobs. Comprehensive GEMS closing reports and supporting documentation are available via the DfID portal.

**II.2.5) Award criteria**

Price is not the only award criterion and all criteria are stated only in the procurement documents

**II.2.6) Estimated value**

Value excluding VAT: 97 550 000.00 GBP

**II.2.7) Duration of the contract, framework agreement or dynamic purchasing system**

Duration in months: 84

This contract is subject to renewal: no

**II.2.9) Information about the limits on the number of candidates to be invited**

Envisaged minimum number: 3

Maximum number: 5

Objective criteria for choosing the limited number of candidates:

Competitive Procedure with Negotiation

Bidders should note that, under this negotiation procedure, the minimum requirements set out in the Terms of Reference (ICPN Volume 3) must be met in stage 1 (as defined below) of your submission and must continue to be met in the final tender submission.

The Competitive Procedure with Negotiation will be conducted through the following process:

DfID intends to conduct this exercise in 3 stages:

**STAGE 1 – INITIAL TENDERS**

Suppliers should complete the Stage 1 tender documents and submit their initial tender by the closing date stipulated. DfID will assess the initial tender submission in accordance with the award criteria set out in the contract notice as more fully described in ICPN Volume 2.

If DfID, upon receipt of initial tenders, is able to identify the Potential Supplier which is the most economically advantageous and meets the Requirement and there is no requirement to negotiate on any terms, then it may proceed to identification and selection of a preferred supplier at that stage without further negotiation.

If on completion of the assessment DFID identifies a need to negotiate then it may proceed to do so move to Stage 2 - Negotiation.

The Potential Suppliers moving to Stage 2 will have met the Requirement

**STAGE 2 - NEGOTIATION**

DFID will invite those Potential Suppliers who have met the requirement to take part in negotiations. In advance of the negotiation, DFID will provide an agenda which will set out points for discussion, including the areas of the Initial Tender which have not fully satisfied the award criteria.

DFID reserves the right to hold multiple rounds of negotiation and reduce the number of tenders to be negotiated at the following round by applying the award criteria published.

**STAGE3 - FINAL TENDERS**

DFID will notify the remaining tenderers its intent to close the negotiation phase and will asked for Final Tenders to be submitted. On receipt of the final tender bidders will be evaluated in accordance with the criteria set out in ICPN Volume 2 and a preferred supplier will be identified. Once a preferred supplier is selected there will be no further opportunity to negotiate.

Potential Suppliers should note that DFID reserve the right to accept the initial tender and conclude the process at stage 1. Potential Suppliers must therefore submit their best Tenders at the outset.

**II.2.10) Information about variants**

Variants will be accepted: no

**II.2.11) Information about options**

Options: no

**II.2.12) Information about electronic catalogues**

**II.2.13) Information about European Union funds**

The procurement is related to a project and/or programme financed by European Union funds: no

**II.2.14) Additional information**

The contract will be governed by English Law. Prices must be quoted in GBP Sterling. All payments for the contract will be made in GBP Sterling. DFID reserves the right to annul the process at any point and not award the contract.

Please note, ICPN stage documentation is included for information, these documents are classified as "Draft".

**Section III: Legal, economic, financial and technical information****III.1) Conditions for participation****III.1.1) Suitability to pursue the professional activity, including requirements relating to enrolment on professional or trade registers****III.1.2) Economic and financial standing**

Selection criteria as stated in the procurement documents

**III.1.3) Technical and professional ability**

Selection criteria as stated in the procurement documents

**III.1.5) Information about reserved contracts****III.2) Conditions related to the contract****III.2.1) Information about a particular profession****III.2.2) Contract performance conditions:**

DfID will monitor programme performance through quarterly results reporting in addition to formal annual performance reviews. DfID reserves the right to terminate the contract if programme performance is not satisfactory. The contract will include formal review points at the end of the first 3 months and at the end of second programme year (March 2021). Reviews will be based on overall performance. The first review will include DfID approval of logframe and successful completion of the programme handover/transition process. Review points will involve a substantive discussion on performance against targets, KPIs and challenges. LINKS will be partly demand-led (investor/investee needs and TA needs will be determined as the project proceeds) and adaptive. Given this, the supplier will need approval from DfID (including pricing) before commencing each task, following a strict tasking order approval process.

**III.2.3) Information about staff responsible for the performance of the contract**

Obligation to indicate the names and professional qualifications of the staff assigned to performing the contract

**Section IV: Procedure****IV.1) Description****IV.1.1) Type of procedure**

Competitive procedure with negotiation

**IV.1.3) Information about a framework agreement or a dynamic purchasing system****IV.1.4) Information about reduction of the number of solutions or tenders during negotiation or dialogue**

Recourse to staged procedure to gradually reduce the number of solutions to be discussed or tenders to be negotiated

**IV.1.5) Information about negotiation**

The contracting authority reserves the right to award the contract on the basis of the initial tenders without conducting negotiations

**IV.1.6) Information about electronic auction**

**IV.1.8) Information about the Government Procurement Agreement (GPA)**

The procurement is covered by the Government Procurement Agreement: yes

**IV.2) Administrative information****IV.2.1) Previous publication concerning this procedure****IV.2.2) Time limit for receipt of tenders or requests to participate**

Date: 28/08/2018

Local time: 13:00

**IV.2.3) Estimated date of dispatch of invitations to tender or to participate to selected candidates**

Date: 24/09/2018

**IV.2.4) Languages in which tenders or requests to participate may be submitted:**

English

**IV.2.6) Minimum time frame during which the tenderer must maintain the tender**

Duration in months: 8 (from the date stated for receipt of tender)

**IV.2.7) Conditions for opening of tenders****Section VI: Complementary information****VI.1) Information about recurrence**

This is a recurrent procurement: no

**VI.2) Information about electronic workflows**

Electronic ordering will be used

Electronic invoicing will be accepted

Electronic payment will be used

**VI.3) Additional information:****VI.4) Procedures for review****VI.4.1) Review body**

Gerry O'Connor, Department for International Development

Eaglesham Road

East Kilbride

G75 8EA

United Kingdom

**VI.4.2) Body responsible for mediation procedures**

Gerry O'Connor, Department for International Development

Eaglesham Road

East Kilbride

G75 8EA

United Kingdom

**VI.4.3) Review procedure****VI.4.4) Service from which information about the review procedure may be obtained****VI.5) Date of dispatch of this notice:**

24/07/2018