**Reference:** Project\_2812

**Title:**DBT FDI Tool – Early Engagement and RFI

**Background:**

DBT uses several inward investment analytical tools to track global FDI and benchmark locations. These tools help DBT deliver value for money by saving time and resource by delivering timely, independently sourced, high quality, and compelling information to stakeholders.

The Department for Business and Trade has a potential requirement for the provision of a Foreign Direct Investment (FDI) Tool.

DBT builds relationships with new and existing investors to retain and expand their operations in the UK. The FDI Tool should provide data and analysis of global FDI, rapidly, reliably and robustly. The tool can also help to identify potential investors to ensure a healthy pipeline of new FDI projects.

The tool(s) must be Cloud-based hosted by the supplier which provide a subscription service to access online for staff across the DBT network, it needs to work in real time and produce outputs that are automatically collated through the system (not by the user). All data input and systems management will be the responsibility of the supplier.

**High Level Requirements:**

* Provide analysis and intelligence on market and company FDI activity from the individual company through to the global scale, and to determine trends to help make informed, strategic decisions. Identify businesses potentially interested in locating in the UK, advising companies that have and intend to expand internationally, generating new target companies, tracking the global activity of key companies.
* Identify where the UK is competitive, and make comparisons in industry sectors using information about key cost and quality drivers.
* Communicate with stakeholders across the DBT network.
* To analyse new investments (greenfield) for all industry sectors in the UK and other countries worldwide in real-time, monitor investment projects, track and profile companies investing overseas, to assess DBT’s performance, produce analysis to identify trends, and to comply with, and report using, international FDI reporting standards.
* To benchmark the relative competitiveness of FDI between the UK and other countries worldwide.
* As an early warning system to receive news about investment and expansion information and opportunities, including when a company may be considering investment before it makes a decision about where to invest.

**Security requirements**

* All data should be encrypted in transit, at rest and backups – not just sensitive personal data like payment information.
* All data must be stored in cloud servers based in the United Kingdom (UK) unless by agreement with DBT.
* The site must be able to both meet and evidence compliance requirements with UK GDPR / Data Protection Act 2018 including the provision of both a privacy policy and cookie policy, data breach management and compliance with data subject rights.
* There should be evidence of appropriate training for staff responsible for handling personal information (including confidentiality thereof) as well as other technical and organisational security measures.
* The supplier should be able to support DBT assurance processes through provision of relevant impact assessments and other information to support compliance.
* The site should also adhere to UK Government regulations regarding digital accessibility for public sector websites and apps.
* There must be evidence of registration with the Information Commissioners Office (ICO).
* Recent Penetration Test Reports, Remediation Plan and Forward Schedules must be available with relevant testing proceeding annually following contract award.
* A process should be in place for scheduling a call with the Security Officer for the platform if a security question is raised.
* The supplier must not use data captured through the DBT service for any of its own purposes, including marketing of other services.

The Secretary of State for the Department for Business and Trade (“DBT”) is the contracting authority responsible for meeting this anticipated requirement on behalf of the Customer. DBT intends to publish the Contract Notice September 2023.

It is anticipated the contract shall be for a period of 36 months, including any available contract option(s). The requirement has an estimated total value of £525,000 ex-VAT and this value includes any available contract option(s).

**Early Engagement Process & Market Questionnaire:**

As detailed in the notice, DBT is looking to engage with relevant suppliers in the market. Suppliers that are interested in engaging are asked to complete the RFI at Annex A of this document and submit by the deadline stated below.

Once the deadline has passed, DBT will review the submissions, and this will aid internal decision making ahead of the Contract Notice.

**Submission of Response**

Please submit your completed questionnaires by no later than **15:00 GMT on 15/08/2023.**

Please submit your completed questionnaire to: [commercialddat@businessandtrade.gov.uk](mailto:commercialddat@businessandtrade.gov.uk).

**ANNEX A – RFI**

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| **#** | **Question** | **Level** | **Supplier response** |
| 1 | Can you confirm that your organisation has the capability to meet the requirements as detailed in this document? | Mandatory | Yes  No |
| 2 | Can you confirm that this is requirement is something you would tender for? | Mandatory | Yes  No |
| 3 | **Deliverables:**   1. What, (if anything), has the Authority missed or overlooked in setting out the High Level Requirement? 2. What additional information, parameters or steers could the Authority provide to enable bidders to develop well-targeted proposals, and why? | Mandatory |  |
| 4 | **Pricing:**   1. Please can you describe your pricing approach to this type of platform? For example, per user cost/fixed price access? 2. Is our budget realistic and proportionate to the high-level requirements given in the Background section? | Mandatory |  |
| 5 | **Wider Marketplace Innovation:**   1. Based on the information you have been presented, are there any innovative ideas or suggestions on how to deliver this requirement you would like to share with DBT? 2. Are there any market considerations which you would like to highlight to DBT which should be factored into the procurement? | Mandatory |  |