

Request for Proposal



Request for Proposal (RFP) on behalf of UK Trade & Investment (UKTI)

Subject UK SBS PS16187 UK-China Infrastructure Alliance UK Academy Course

Sourcing reference number PS16187

UK Shared Business Services Ltd (UK SBS)
www.ukpbs.co.uk

Registered in England and Wales as a limited company. Company Number 6330639.
Registered Office North Star House, North Star Avenue, Swindon, Wiltshire SN2 1FF
VAT registration GB618 3673 25
Copyright (c) UK Shared Business Services Ltd. 2013

UKSBS
Shared Business Services

Table of Contents

Section	Content
1	<u>About UK Shared Business Services Ltd.</u>
2	<u>About our Customer</u>
3	<u>Working with UK Shared Business Services Ltd.</u>
4	<u>Specification / about this procurement</u>
5	<u>Evaluation model</u>
6	<u>Selection and award questionnaires</u>
7	<u>General Information</u>
Appendix 'A'	Glossary of Terms

Section 1 – About UK Shared Business Services

Putting the business into shared services

UK Shared Business Services Ltd (UK SBS) brings a commercial attitude to the public sector; helping our customers improve efficiency, generate savings and modernise.

It is our vision to become the leading provider for our customers of shared business services in the UK public sector, continuously reducing cost and improving quality of business services for Government and the public sector.

Our broad range of expert services is shared by our customers. This allows our customers the freedom to focus resources on core activities; innovating and transforming their own organisations.

Core services include Procurement, Finance, Grants Admissions, Human Resources, Payroll, ISS, and Property Asset Management all underpinned by our Service Delivery and Contact Centre teams.

UK SBS is a people rather than task focused business. It's what makes us different to the traditional transactional shared services centre. What is more, being a not-for-profit organisation owned by its customers, UK SBS' goals are aligned with the public sector and delivering best value for the UK taxpayer.

UK Shared Business Services Ltd changed its name from RCUK Shared Services Centre Ltd in March 2013.

Our Customers

Growing from a foundation of supporting the Research Councils, 2012/13 saw Business Innovation and Skills (BIS) transition their procurement to UK SBS and Crown Commercial Services (CCS – previously Government Procurement Service) agree a Memorandum of Understanding with UK SBS to deliver two major procurement categories (construction and research) across Government.

UK SBS currently manages £700m expenditure for its Customers.

Our Customers who have access to our services and Contracts are detailed [here](#).

Section 2 – About Our Customer

UK Trade & Investment

UK Trade & Investment helps UK-based companies succeed in the global economy. UKTI also help overseas companies bring their high quality investment to the UK's dynamic economy which is acknowledged as Europe's best place from which to succeed in global business.

The UK Trade & Investment offers expertise and contacts through its extensive network of specialists in the UK and other diplomatic offices around the world.

The organisation provides companies with the tools they require to be competitive on the world stage.

UK Trade and Investment achievements include:

- UKTI launched its five-year strategy Britain Open for Business in May 2011 which set out a clear vision for realising the Government's ambitions for growth through trade and investment. During the year it realigned its headquarters function to more effectively deliver this strategy.
- In 2011-12 we assisted 25,000 UK businesses generate around £30 billion of additional sales which created or safeguarded well over 100,000 jobs. We exceeded our target of 750 inward investment successes and helped the UK maintain its position as the second most successful defence exporter, exporting £8 billion of defence and security goods and services.

UK Trade & Investment (UKTI) is now part of the Department for International Trade; the Department brings together UKTI with an expanded trade policy directorate and UK Export Finance (UKEF).

www.ukti.gov.uk

Section 3 – Working with UK Shared Business Services Ltd.

Section 3 – Contact details		
3.1	Customer Name and address	UK Trade & Investment, 1 Victoria Street, London, SW1H 0ET
3.2	Buyer	Al Staunton-Lambert
3.3	Buyer contact details	01793 867000
3.4	Estimated value of the Opportunity	£300,000.00 excluding VAT for year 1 (date of contract placement to 31 st March 2017). Potential extensions of years 2 and 3 should be self sustainable by the winning bidder.
3.5	Process for the submission of clarifications and Bids	All correspondence shall be submitted within the Emptoris e-sourcing tool. Guidance Notes to support the use of Emptoris is available here. Please note submission of a Bid to any email address including the Buyer <u>will</u> result in the Bid <u>not</u> being considered.

Section 3 - Timescales		
3.6	Date of posting of Contract advert to OJEU.	31/08/2016
3.7	Date RFP available to Bidders	03/09/2016
3.8	Bidder conference (if relevant)	n/a
3.9	Latest date / time RFP clarifications should be sent be received through Emptoris	29/09/2016 14:00 hrs
3.10	Latest date / time RFP clarification answers should be sent to all potential Bidders through Emptoris	30/09/2016 14:00 hrs
3.11	Closing date and time for Bidder to request RFP documents	10/10/2016

		14:00 hrs
3.12	Closing date and time for Bidder to submit their response ('the deadline').	11/10/2016 14:00 hrs
3.13	Clarifications (if required)	14/10/2016
3.14	Notification of proposed Contract award to unsuccessful bidders	17/10/2016
3.15	Anticipated Contract Award Date	28/10/2016
3.16	Commencement of Contract	31/10/2016
3.17	Bid Validity Period	90 Days

Section 4 – Specification and about this procurement

UK-CHINA INFRASTRUCTURE ALLIANCE UK ACADEMY

1 INTRODUCTION

1.1 The UK-China Infrastructure Alliance UK Academy (“The Academy”) is a training programme offering courses, seminars and workshops to delegates from the Chinese government and Chinese businesses to cover all aspects of the market context related to UK infrastructure projects.

1.2 This training programme will include:-

1.2.1 roles of national and local government, including responsibilities and delegated authorities and the potential impact of relevant changes such as devolution and BREXIT to these;

1.2.2 processes for infrastructure projects including planning, compliance, governance, policy, legal regimes, regulation, procurement, finance, standards, health and safety, operations, financing mechanisms including public-private partnerships (“PPP”); and engagement with stakeholders including the public and the role of public relations in the UK to mitigate stakeholder risks;

1.2.3 business norms in the UK such as how the UK government consults with industry; how, when and in what circumstances industry forms consortia; and what constitutes a credible advisory team and the likely roles and contributions of such an advisory team;

1.2.4 key related professional institutions in the UK and their roles including as expert advisors.

Equal weight will be give to the roles and processes in 1.2.1 and 1.2.2; and the softer elements of business norms and networks in 1.2.3 and 1.2.4.

1.3 In addition to the formal training activities, the Academy will include opportunities for professional firms to provide networking and matching making opportunities as set out in Clause 10 below.

1.4 The programme will be modular in approach with delegates spending five nights/five

days on a residential programme in the UK.

2 BACKGROUND TO THE UK-CHINA INFRASTRUCTURE ALLIANCE & THE UK ACADEMY

2.1 On 21 September 2015, Chinese Vice Premier Ma Kai and the UK's Chancellor of the Exchequer George Osborne concluded the meeting of the Seventh China-UK Economic and Financial Dialogue in Beijing.

2.2 Recognizing the complementarity between China's Belt and Road Initiative and the UK's Northern Powerhouse Initiative, both sides agreed to strengthen the commercial cooperation between those two initiatives. Both sides agreed to develop an Infrastructure Alliance between the UK and China. One of the programmes is a UK-China Infrastructure Alliance Academy in the UK to facilitate the entry of Chinese firms wishing to invest or do business in UK infrastructure.

2.3 The Academy is intended to help boost the two-way investment in infrastructure between the UK and China.

2.4 The UK Trade & Investment (UKTI) is responsible for procuring the Academy, including carrying out administration for delegates during the process; UKTI will be referred to as The Customer

3 OVERVIEW OF REQUIREMENTS

3.1 We are procuring a supplier to provide the following services, referred to hereafter as ("The Supplier"):

- Develop a 5-day residential training course for Chinese delegates to be delivered in Chinese, or in English with simultaneous translation. Further details of the course requirements are detailed in Clause 4.
- Deliver the course twice in the financial year 2016/17 (1st April 2016 – 31st March 2017), with the first course to be in delivered in December 2016, and the second course to be delivered between 1st January 2017 and 31st March 2017.
- These first two courses will be funded by the Customer, with the intention that further courses will be run in years 2 and 3 will be self-sustaining.
- Arrange for a launch event for the Academy in November 2016.

- Prepare a course itinerary
- Provide course materials to all delegates
- Prepare materials in English and Chinese
- Provide a suitable venue for the course
- Arrange accommodation for 5 nights
- Provide meals for the delegates
- Deliver the course including site visits

3.2 The Customer may notify The Supplier, from time to time, of changes to the name by which The Academy is known.

4 COURSE MODULES OUTLINE

4.1 There are three required outcomes of the training course, all of which are related to increasing the delegates competence and capacity in investing in UK infrastructure projects: 1) giving delegates a firm understanding of strategic planning; 2) executing business deals; and 3) operating businesses.

4.2 The course should enable delegates to understand the areas covered in 1.2 above.

4.3 The following modules should be delivered to delegates, (there is a flexibility that suppliers can suggest additional modules and make changes to the modules 4.4 – 4.10; the finalised programme plan will need to be agreed by The Customer).

4.4 **Infrastructure development and planning in the UK.** This module of the programme would cover the relevant UK planning laws, such as the Nationally Significant Infrastructure Planning Regime. It would explain the role of policymakers in central and local government, the consultation and planning process and explain the timeframes involved in this in the UK, and perspectives from the private sector as to how UK companies manage related political risks. Case study examples of large infrastructure projects should be included. It would also outline the reputational damage and delay caused by failure to understand stakeholder engagement through case studies, particularly communities/residents and how to get this right e.g. when to bring on PR companies, what experience a PR team needs for a large scale project

and an indication of likely PR costs.

- 4.5 **EU procurement law and public procurement competitions.** This module would explain the stages, rules and structure of EU procurement law/public procurement competitions. It would explain the bidding and scoring processes and how they can differ so that delegates understand the complexity and are able to apply this understanding to different procurement competitions. It would also explain how UK PFI's work and why joint venture project vehicles are used to bid in these competitions. A case study example should be included,
- 4.6 **Building credible advisory teams, partnering with financial partners, UK contractors and setting up business in the UK.** The module would follow on from the procurement competition module and demonstrate to delegates potential areas of interest (and motivations) for potential UK partners. It would cover the make-up, roles, seniority and indicate likely costs of professional advisory teams expected to be a credible partners; the potential stages of and negotiating strategies during a partnering or consortia-building process, the likely priorities and concerns for UK partners and what the possible timeline for commencement of discussions on partnering might be. This module would also cover the technique of partnering with international financial institutions to raise project finance. Finally this would cover MoUs, JV agreements and how contractors might work together in order to bid on projects and set up businesses in the UK.
- 4.7 **Contract Management.** This element of the course would cover the project sponsor's contract management during all contract phases, enabling the delegates understand how it is necessary to comply with bid documents and rules including UK expectations on health and safety and similar compliance issues after a procurement competition has been run. A case study to demonstrate the lessons learnt during a large infrastructure project should be included.
- 4.8 **Organisational project module.** This will be an individual piece of applied work which will enable delegates to identify areas within their own organisations where they could apply newly acquired business skills and knowledge.
- 4.9 **Implications of Brexit.** This will cover the short-term and long-term implications of the UK's exit from the European Union. It will focus on what this means for investors and how it may affect opportunities and procurement in the future.
- 4.10 **Site Visit.** A site visit to a large infrastructure project in the UK so that the delegates are able to see first-hand the kind of investment opportunities the UK has to offer and

talk to the project team.

4.11 On successful completion of these modules delegates will be able to:

4.11.1 Explain the roles and responsibilities of public and private sector on large infrastructure projects

4.11.2 Explain the UK and EU procurement rules

4.11.3 Understand the merits of partnering with a UK partner and using a professional adviser from the beginning

4.11.4 Explore the financial challenge and options for project finance in the UK and overseas

4.11.5 Lead and implement strategic project teams to deliver an ethical, value for money service which meets local and national needs

4.11.6 Manage strategic risk

4.11.7 Understand the requirements of setting up a business in the UK

5 TARGET AUDIENCE

5.1 The Customer will nominate target delegates for the first two courses of the programme.

5.2 The majority of delegates will be director level executives from major Chinese companies and institutions in power, construction, infrastructure, real estate, finance and financial investors, for instance banks/their clients, funds, insurance companies, who are interested in investing or doing business in the UK. Delegates may also include officials from the Chinese government.

5.3 Many, but not all of the group, will have advanced academic qualifications. Some will have substantial business experience with responsibility for large domestic and/or overseas projects and budget holding experience. It is likely that the group will have a mixed background in terms of knowledge and skills in this area.

5.4 No delegates are expected to have English as a first language. The courses will be delivered in Chinese or with simultaneous translation into Chinese. All course

materials must be provided in English and in Chinese.

6 COHORT SIZE, FREQUENCY, LOCATION, JOINING INSTRUCTIONS, TRANSPORT, COURSE DURATION

6.1 We anticipate a cohort of 20 – 30 delegates will attend each course.

6.2 The first two courses will be delivered in the financial year 2016/17; the number of courses run per year could potentially increase in future years dependent upon demand. The length of contract is from the date of contract commencement until 31st March 2017; with the potential to extend the contract in future years.

6.3 The first two courses in the programme are to be funded by the Customer; it is intended that subsequent courses will be self-sustaining. We expect suppliers to come up with innovative ways to fund the programme in the future, for example a mixture of sponsorship and collaboration with industry and local authorities, and contributions from course fees paid by delegates. Bids should be entered on the assumption that no future funding will be provided.

6.4 The first course is to be delivered in December 2016; the exact date will be agreed by the Customer and Supplier. The second course is to be delivered between 1st January 2017 and 31st March 2017; the exact date will be agreed by the Customer and Supplier.

6.5 The training course will be delivered in the UK, no more than two hours' drive or rail and road journey from an international airport.

6.6 The delegates will all be assumed to be travelling from China to the UK. The Supplier will provide detailed joining instructions including details of visa requirements, details of suitable flights from China to the UK, insurance requirements and a detailed draft programme once delegates have been confirmed. The joining instructions should be approved by The Customer before being sent to delegates.

6.7 Group transportation arrangements from an agreed international airport to the agreed training venue the day prior to the course should be provided by The Supplier. Delegates arriving independently will be provided with guidance in English/Chinese of how to reach accommodation by The Supplier. Return group transportation should be offered by The Supplier from an location agreed by The Customer not to exceed 2 hours drive from the location of the training course, to an agreed airport on a date

agreed with The Customer.

- 6.8 The Supplier will also facilitate a welcome reception on Sunday evening prior to the course's commencement. Classroom delivery should be scheduled Monday to Friday, with the course ending by no later than 3pm on Friday. There should be at least 6 hours per day of training except on Friday where this could be reduced to 4.

7 VENUE AND ACCOMMODATION

- 7.1 The Supplier will provide a suitable venue to deliver the whole course in. The venue will be located in the UK and should be agreed by The Customer in accordance with the conditions specified in Clause 6.5.
- 7.2 The Supplier will arrange suitable accommodation for all delegates for five nights from Sunday - Thursday. This should ideally be located on the same site as the venue, but if not no more than a 15 minute journey from the course venue. The Supplier will also provide the option for accommodation on the Friday night for delegates and will liaise directly with delegates to confirm whether they wish to take up this option. Delegates will be responsible for meeting extra costs associated with Friday night accommodation.
- 7.3 The Supplier will be responsible for providing sufficient transport for all course delegates between the venue and accommodation each morning and afternoon.
- 7.4 The Supplier will provide the delegates with 3 meals a day – breakfast, lunch and an evening meal. This will include an evening meal on Sunday night; no evening meal will be required on Friday.
- 7.5 The Supplier will make arrangements for a launch event for the academy in November 2016. A number of course speakers and organisers should attend a formal launch event for the Academy with a drinks reception for one evening in the month of November prior to the delivery of the first course, with the exact date to be agreed by the Customer and Supplier.

8 DELIVERY

- 8.1 We are looking for a provider that is able to provide a blended learning solution that will meet the learning objectives as detailed in the specification. The course should contain some practical and interactive elements, relevant case studies and, ideally, credible speakers with personal executive experience drawn from academia, public

and private sectors.

8.2 We would expect the provider to be flexible with the contents provided, with the potential to incorporate ad-hoc requirements as we have multiple stakeholders contributing to the review of the programme. All proposed changes to the content should be cleared with The Customer by The Supplier.

8.3 The Supplier will be responsible for organising the marketing material, identifying course premises and issuing joining instructions and managing all related subcontracts and payments arising.

8.4 For the first two courses, the Customer will be responsible for selecting course participants. For years 2 and 3 Customer and the Supplier will be responsible for selecting course participants.

9 TRAINERS AND FACILITATORS

9.1 The Supplier will provide facilitators to accompany the delegates for the duration of the course, from Sunday evening to Friday afternoon. The facilitators will speak English and Chinese. There will be a minimum ratio of 1 facilitator to every 10 delegates.

9.2 The Supplier will arrange for suitable level and mix of trainers for the course, providing a mix of public and private sector knowledge and experience.

9.3 The Supplier should consult with The Customer at least one month before any training course, unless The Customer agrees a shorter timeline, on suggestions of appropriate speakers e.g. Chinese investors with experience in the UK.

10 NETWORKING WITH UK BUSINESS

10.1 The Supplier will arrange at least 1 evening between Monday and Thursday for business networking, where a number of UK companies are invited to meet the delegates.

10.2 The Supplier will be responsible for inviting the UK companies, and should agree a target list with contributions from the Customer.

10.3 The cost of this business networking event is expected to be borne by The Supplier. It is anticipated that The Supplier may seek a professional institution and private

company sponsorship in cash or kind to offset the cost.

- 10.4 The arrangements should be agreed by The Customer as appropriate and The Supplier should ensure any arrangements proposed would be likely to be in accordance with norms for public sector related events.

11 COURSE COMPLETION

- 11.1 The Supplier will provide delegates with certificates upon completion of the course.
- 11.2 The content of certificates will be agreed with The Customer before the event unless otherwise agreed by The Customer.

12 COURSE QUALITY

- 12.1 The quality of the course will meet requirements equivalent to the training a professional body would recognise as counting towards CPD.

13 REVIEW OF COURSE CONTENTS

- 13.1 The Supplier will provide evaluation forms to the delegates at the start and end of the course to assess their needs and their feedback from the course. This will be shared with The Customer within one month of completion of the course.
- 13.2 The Supplier will agree with The Customer a minimum of two meetings per financial year to discuss course evaluations and participant feedback. This will provide the opportunity to identify areas of improvement and consider any new ad-hoc requirements.
- 13.3 The Supplier will respond within two business days to any requests by The Customer to meet to discuss course content and accommodate reasonable requests to meet within a reasonable timeline in accordance with reasonable business norms.

14 MATERIALS

- 14.1 The Supplier will provide a digital platform to share course and learning materials.
- 14.2 The Supplier will be expected to provide on-line material including pre-course reading material and recommended reading lists in Chinese/English.
- 14.3 The Supplier will ensure training materials provided to participants are regularly

reviewed and remain up to date.

14.4 This material must be considered current to the standard a sector professional in the UK would deem an acceptable level in the context of policy and the wider infrastructure sector.

14.5 The Supplier will share all materials with The Customer within one month of the commencement of the course unless otherwise agreed by The Customer. All materials will need to be agreed by The Customer.

15 SERVICE LEVELS AND PERFORMANCE

15.1 The Supplier will provide an Implementation plan outlining the milestones, which the Customer will use to measure the performance and make payments, as stated in the terms and conditions

15.2 If so required by The Customer, The Supplier shall produce a further version of the Implementation Plan (based on the above plan) in such further detail as The Customer may reasonably require. The Supplier shall ensure that each version of the Implementation Plan is subject to approval. The Supplier shall ensure that the Implementation Plan is maintained and updated on a regular basis as may be necessary to reflect the then current state of the implementation of the services.

15.3 The Customer shall have the right to require The Supplier to include any reasonable changes or provisions in each version of the Implementation Plan.

15.4 The Supplier shall perform its obligations so as to achieve each Milestone by the Milestone Date.

15.5 Changes to the Milestones shall only be made in agreement with the Customer. The Supplier shall not attempt to postpone any of the Milestones.

15.6 Payment can only be made following satisfactory delivery of pre-agreed milestones.

15.7 Before payment can be considered, each invoice must include a detailed elemental breakdown of work completed and the associated costs.

The Contract duration shall be for a period of contract award to 31st March 2017 with optional extensions of a 2nd and 3rd year released individually at the Customer's discretion. Years 2

and 3 will be provided by the supplier on a self sustainable basis .

Section 5 – Evaluation model

5.1 Introduction

- 5.1.1 The evaluation process will be conducted to ensure that Bids are evaluated fairly to ascertain the bidders who can demonstrate the required skills qualities, technical ability and capacity, commercial stability and experience to ensure successful performance of the Contract.
- 5.1.2 The evaluation team may comprise staff from UK SBS, the Customer and any specific external stakeholders UK SBS deem required

5.2 Evaluation of Bids

- 5.2.1 Evaluation of Bids shall be based on a Selection questionnaire defined in the e-sourcing tool.

5.3. SELECTION questionnaire

- 5.3.1 The Selection questionnaire shall be marked against the following Selection pass / fail and scoring criteria.
- 5.3.2 The selection questionnaire shall be marked against the following Mandatory or discretionary pass / fail criteria.

Selection Pass/fail criteria

Questionnaire	Q No.	Question subject
Selection Part B	SEL2.2	Conviction for conspiracy
Selection Part B	SEL2.3	Conviction for corruption
Selection Part B	SEL2.4	Conviction for bribery
Selection Part B	SEL2.5	Conviction for fraud
Selection Part B	SEL2.6	Conviction for Terrorism/ Serious Crime
Selection Part B	SEL2.7	Conviction for Money Laundering
Selection Part B	SEL 2.8	Conviction for proceeds of crime
Selection Part B	SEL 2.9	Conviction for other offences

Selection Part B	SEL 2.10	Tax and social security breaches
Selection Part B	SEL 2.12	Cyber Essentials
Selection Part C	SEL3.2	Compliance with applicable obligations in the fields of environmental, social and labour law.
Selection Part C	SEL3.3	Bankruptcy, Insolvency or Winding up
Selection Part C	SEL3.4	Grave Professional misconduct
Selection Part C	SEL3.5	Agreements with other economic operators that create a Distortion of Competition
Selection Part C	SEL3.6	Conflict of interest within meaning of regulation 24
Selection Part C	SEL3.7	Distortion of competition within the meaning of regulation 41
Selection Part C	SEL3.8	Deficiencies in performance of prior public contract
Selection Part C	SEL3.9	Serious Misrepresentation
Selection Part C	SEL3.10	Tax Returns
Selection Part C	SEL3.11	Compliance to Modern Slavery Act 2015
Selection Part D	SEL4.1	Economic and Financial standing assessment
Selection Part D	SEL4.2	Minimum financial threshold
Selection Part D	SEL4.3	Guarantee
Selection Part D	SEL4.4	Insurance
Selection Part E	SEL5.1	References
Selection Part E	SEL5.2	Health and Safety Policy
Selection Part E	SEL5.3	Remedial Orders relating to Health and Safety Executive (or equivalent)
Selection Part E	SEL5.4	Conviction of breaching environmental Legislation
Selection Part E	SEL5.5	Sub-contractors infringement of environmental Legislation
Selection Part E	SEL5.6	Unlawful Discrimination
Selection Part E	SEL5.7	Sub-contractor checks for unlawful discrimination
Selection Part E	FOI1.1	Freedom of information
		In the event of a Bidder failing to meet the requirements of a Mandatory pass / fail criteria, UK SBS reserves the right to disqualify the Bidder and not consider evaluation of the any of the selection stage scoring methodology, nor the Award stage scoring methodology or Mandatory pass / fail criteria.

5.3.5 During the evaluation stage, the intention is that only Bidders who pass all the Mandatory and Discretionary requirements of the RFP will be considered for award stage evaluation.

5.4. AWARD questionnaire

5.4.1 The award questionnaire shall be marked against the following Mandatory or discretionary pass / fail criteria. Each Mandatory pass / fail question includes a clear definition of the requirements of a successful response to the question.

Award Pass/fail criteria		
Questionnaire	Q No.	Question subject
Commercial	AW1.1	Form of Bid
Commercial	AW1.2	Bid validity period
Commercial	AW1.3	Certificate of bona fide Bid
Commercial	AW4.1	Compliance to the Contract Terms
Commercial	AW4.2	Changes to the Contract Terms
Price	AW5.1	Firm and fixed price
Price	AW5.3	Open book policy
Quality	AW6.1	Compliance to the Specification
-	-	Request for Quotation response – received on time within the e-sourcing tool
<p>In the event of a Bidder failing to meet the requirements of a Mandatory pass / fail criteria, UK SBS reserves the right to disqualify the Bidder and not consider evaluation of the any of the selection stage scoring methodology, nor the Award stage scoring methodology or Mandatory pass / fail criteria.</p>		

5.4.2 The Award questionnaire shall be marked against the following Award scoring criteria.

5.4.3 The evaluation model below shall be used for this RFP which will be determined to two decimal places.

5.4.4 Questions marked 'for information only' do not contribute to the scoring model.

Award Scoring criteria

Evaluation Justification Statement

In consideration of this particular requirement UK SBS has decided to evaluate Potential Providers by adopting the weightings/scoring mechanism detailed within this RFP. UK SBS considers these weightings to be in line with existing best practice for a requirement of this type.

Questionnaire	Q No.	Question subject	Maximum Marks
Price	AW5.2	Price	20%
Quality	AW6.2	Please demonstrate what the content will consist of for each part of the course. In addition, please provide stages and dates for course development, and evaluation with the first course in December 2016 and the second before the end of the 2016-2017 financial year	20%
Quality	AW6.3	Please demonstrate how you will source your presenters and how will you ensure that their knowledge is commercially current and relevant.	20%
Quality	AW6.4	How will you ensure the course has wide and rich content covering the subject matter from the point of view of industry, local government and other relevant stakeholders?	20%
Quality	AW6.5	What are your plans to make this programme self-sustaining and carry on running in future years without Government seed-funding?	10%
Quality	AW6.6	How will you gather and share feedback to ensure continuous improvement in quality of the course? How will you measure content has met the needs of attendees and that they are able to apply knowledge gained in real situations?	10%
Quality	AW6.7	Please provide CV's of the team that will be responsible for delivering the requirement.	For information only

Award Evaluation of criteria

Non-Price elements

Each question will be judged on a score from 0 to 100, which shall be subjected to a multiplier to reflect the percentage of the evaluation criteria allocated to that question.

Where an evaluation criterion is worth 20% then the 0-100 score achieved will be multiplied

by 20.

Example if a Bidder scores 60 from the available 100 points this will equate to 12% by using the following calculation: Score/Total Points available multiplied by 20 ($60/100 \times 20 = 12$)

Where an evaluation criterion is worth 10% then the 0-100 score achieved will be multiplied by 10.

Example if a Bidder scores 60 from the available 100 points this will equate to 6% by using the following calculation: Score/Total Points available multiplied by 10 ($60/100 \times 10 = 6$)

The same logic will be applied to groups of questions which equate to a single evaluation criterion.

The 0-100 score shall be based on (unless otherwise stated within the question):

0	The Question is not answered or the response is completely unacceptable.
10	Extremely poor response – they have completely missed the point of the question.
20	Very poor response and not wholly acceptable. Requires major revision to the response to make it acceptable. Only partially answers the requirement, with major deficiencies and little relevant detail proposed.
40	Poor response only partially satisfying the selection question requirements with deficiencies apparent. Some useful evidence provided but response falls well short of expectations. Low probability of being a capable supplier.
60	Response is acceptable but remains basic and could have been expanded upon. Response is sufficient but does not inspire.
80	Good response which describes their capabilities in detail which provides high levels of assurance consistent with a quality provider. The response includes a full description of techniques and measurements currently employed.
100	Response is exceptional and clearly demonstrates they are capable of meeting the requirement. No significant weaknesses noted. The response is compelling in its description of techniques and measurements currently employed, providing full assurance consistent with a quality provider.

All questions will be scored based on the above mechanism. Please be aware that there may be multiple evaluators. If so, their individual scores will be averaged (mean) to determine your final score as follows:

Example

Evaluator 1 scored your bid as 60

Evaluator 2 scored your bid as 40

Evaluator 3 scored your bid as 80

Evaluator 4 scored your bid as 60

Your final score will $(60+40+80+60) \div 4 = 60$

Price elements will be judged on the following criteria.

The lowest price for a response which meets the pass criteria shall score 100.

All other bids shall be scored on a pro rata basis in relation to the lowest price. The score is then subject to a multiplier to reflect the percentage value of the price criterion.

For example - Bid 1 £100,000 scores 100.

Bid 2 £120,000 differential of £20,000 or 20% remove 20% from price scores 80

Bid 3 £150,000 differential £50,000 remove 50% from price scores 50.

Bid 4 £175,000 differential £75,000 remove 75% from price scores 25.

Bid 5 £200,000 differential £100,000 remove 100% from price scores 0.

Bid 6 £300,000 differential £200,000 remove 100% from price scores 0.

Where the scoring criterion is worth 50% then the 0-100 score achieved will be multiplied by 50

In the example if a supplier scores 80 from the available 100 points this will equate to 40% by using the following calculation: Score/Total Points multiplied by 50 (80/100 x 50 = 40)

The lowest score possible is 0 even if the price submitted is more than 100% greater than the lowest price.

5.5. Evaluation process

5.5.1 The evaluation process will feature some, if not all, the following phases

Stage	Summary of activity
Receipt and Opening	<ul style="list-style-type: none"> RFP logged upon opening in alignment with UK SBS's procurement procedures. Any RFP Bid received after the closing date will be rejected unless circumstances attributed to UK SBS or the e-sourcing tool beyond the bidder control are responsible for late submission.
Compliance check	<ul style="list-style-type: none"> Check all Mandatory requirements are acceptable to UK SBS. Unacceptable Bids maybe subject to clarification by UK SBS or rejection of the Bid.
Scoring of the Bid	<ul style="list-style-type: none"> Evaluation team will independently score the Bid and provide a commentary of their scoring justification against the Selection criteria.
Clarifications	<ul style="list-style-type: none"> The Evaluation team may require written clarification to Bids
Re - scoring of the Bid and Clarifications	<ul style="list-style-type: none"> Following Clarification responses, the Evaluation team reserve the right to independently re-score the Bid and Clarifications and provide a commentary of their re-scoring justification against the Selection criteria.
Shortlisting of Bidders	<ul style="list-style-type: none"> UK SBS will shortlist the Bidders based on the Responses received and the Evaluation Model detailed in Section 5 of the

	RFP.
Validation of unsuccessful Bidders	<ul style="list-style-type: none">• To confirm contents of the letters to provide details of scoring and relative feedback on the unsuccessful Bidders Bid in comparison with the successful Bidders Bid.

Section 6 – Selection and award questionnaires

Section 6 – Selection questionnaire

6.1 Introduction

The Selection questionnaires are located in the within the e-sourcing tool.

Guidance on completion of the questions are is available at
<http://www.ukpbs.co.uk/services/procure/Pages/supplier.aspx>

PLEASE NOTE THE QUESTIONS ARE NOT NUMBERED SEQUENTIALLY

Section 6 – Award questionnaire

6.2 The Award questionnaires are located within the e-sourcing tool.

6.3 Guidance on completion of the questions is available at
<http://www.ukpbs.co.uk/services/procure/Pages/supplier.aspx>

PLEASE NOTE THE QUESTIONS ARE NOT NUMBERED SEQUENTIALLY

Section 7 – General information

7.1. Introduction

- 7.1.1 UK SBS wishes to establish a Contract for the provision of UK-China Infrastructure Alliance Academy Course. UK SBS is managing this procurement process in accordance with the Public Contracts Regulations 2015 (as may be amended from time to time) (the “Regulations”). This is a services Contract being procured under the OJEU Open Procedure
- 7.1.2 UK SBS is procuring the Contract for UK Trade & Investment (UKTI) for its exclusive use or cross reference the list of customers provided in the [OJEU Notice](#) or [Contracts Finder](#) Notice supported if relevant by the statement on the UK SBS website currently located [here](#). (OPB)
- 7.1.3 UK SBS logo, trademarks and other identifying marks are proprietary and may not be incorporated in the Companies response without UK SBS’s written permission.
- 7.1.4 The Bidder shall indemnify and keep indemnified UK SBS against all actions, claims, demands, proceedings, damages, costs, losses, charges and expenses whatsoever in respect of any breach by the Bidder of this document.
- 7.1.5 If there is any doubt with regard to the ambiguity of any question or content contained in this questionnaire then PLEASE ASK a clarification question, but please ensure that your question is via the formal clarification process in writing to the UK SBS representative nominated. No approach of any kind in connection with this opportunity should be made to any other person within, or associated with UK SBS. All information secured outside of this named contact shall have no legal standing or worth and should not be relied upon.
- 7.1.6 It remains the responsibility of the Bidder to keep UK SBS informed of any matter that may affect continued qualification
- 7.1.7 Prior to commencing formal evaluation, Submitted Responses will be checked to ensure they are fully compliant with the Pass / Fail criteria within the Evaluation model. Non-compliant Submitted Responses may be rejected by UK SBS. Submitted Responses which are deemed by UK SBS to be fully compliant will proceed to evaluation. These will be evaluated using the criteria and scores detailed in the matrix set out in [Section 5](#).
- 7.1.8 Following evaluation of the submitted Responses and approval of the outcome UK SBS intends to select a short list of Bidders to proceed to Award stage of this Procurement.
- 7.1.9 Whilst it is UK SBS’s (and any relevant Other Public Bodies) intention to purchase the majority of its services under this Contract Arrangement from the Supplier(s) appointed this does not confer any exclusivity on the appointed Suppliers. UK SBS and any relevant Other Public Bodies reserve the right to purchase any services and services (including those similar to the services covered by this procurement) from any Supplier outside of this Contract..

- 7.1.10 UK SBS reserves the right not to conclude a Contract as a result of the current procurement process. Bidders should review the contents of Section 7 paragraph 7.8.1 when considering submitting their Response.
- 7.1.11 The services covered by this procurement exercise have NOT been sub-divided into Lots. A key deliverable of this contract is to produce the course content, evaluate it and delivery of the programme itself. This could only be completed by a contractor who has been involved in the entire process.
- 7.1.12 UK SBS shall utilise the Crown Commercial Service (CCS – previously Government Procurement Service) Emptoris e-sourcing tool url <https://gpsesourcing.cabinetoffice.gov.uk/sso/jsp/login.jsp> to conduct this procurement. There will be no electronic auction following the conclusion of the evaluation of the Request for Proposal (RFP) responses. Bidders will be specifically advised where attachments are permissible to support a question response within the e-sourcing tool. All enquiries with respect to access to the e-sourcing tool and problems with functionality within the tool may be submitted to Crown Commercial Service, Telephone 0345 010 3503.
- 7.1.13 Please utilise the messaging system within the e-sourcing tool located at <https://gpsesourcing.cabinetoffice.gov.uk/sso/jsp/login.jsp> within the timescales detailed in Section 3. if you have any doubt as to what is required or will have difficulty in providing the information requested. Bidders should note that any requests for clarifications may not be considered by UK SBS if they are not articulated by the Bidder within the discussion forum within the e-sourcing tool.
- 7.1.14 Bidders should read this document, RFx attachments, messages and the evaluation questionnaires carefully before completing the Response submission. Failure to comply with any of these instructions for completion and submission of the Submitted Response may result in the rejection of the Response. Bidders are advised therefore to acquaint themselves fully with the extent and nature of the goods/services/goods and services and contractual obligations. These instructions constitute the Conditions of Response. Participation in the RFP process automatically signals that the Bidder accepts these Conditions.
- 7.1.15 All material issued in connection with this RFP shall remain the property of UK SBS and/or as applicable relevant OPB and shall be used only for the purpose of this procurement. All Due Diligence Information shall be either returned to UK SBS or securely destroyed by the Bidder (at UK SBS's option) at the conclusion of the procurement
- 7.1.16 The Bidder shall ensure that each and every sub-contractor, consortium member and adviser abides by the terms of these instructions and the Conditions of Response.
- 7.1.17 The Bidder shall not make contact with any other employee, agent or consultant of UK SBS or any relevant OPB or Customer who are in any way connected with this procurement during the period of this procurement, unless instructed otherwise by UK SBS.
- 7.1.18 UK SBS shall not be committed to any course of action as a result of:
- 7.1.18.1 issuing this RFP or any invitation to participate in this procurement ;
 - 7.1.18.2 an invitation to submit any Response in respect of this procurement;

- 7.1.18.3 communicating with a Bidder or a Bidder's representatives or agents in respect of this procurement; or
- 7.1.18.4 any other communication between UK SBS and/or any relevant OPB (whether directly or by its agents or representatives) and any other party.
- 7.1.19 Bidders shall accept and acknowledge that by issuing this RFP UK SBS shall not be bound to accept any Response and reserves the right not to conclude a Contract for some or all of the services for which Responses are invited.
- 7.1.20 UK SBS reserves the right to amend, add to or withdraw all or any part of this RFP at any time during the procurement.
- 7.1.21 Bidders should not include in the Response any extraneous information which has not been specifically requested in the RFP including, for example, any sales literature, standard terms of trading etc. Any such information not requested but provided by the Bidder shall not be considered by UK SBS.
- 7.1.22 If the Bidder is a consortium, the following information must be provided: full details of the consortium; and the information sought in this RFP in respect of each of the consortium's constituent members as part of a single composite response. Potential Providers should provide details of the actual or proposed percentage shareholding of the constituent members within the consortium as indicated in the relevant section of the selection questionnaire SEL1.9 specifically refers. If a consortium is not proposing to form a corporate entity, full details of alternative proposed arrangements should be provided as indicated in the relevant section of the RFP. However, please note UK SBS reserves the right to require a successful consortium to form a single legal entity in accordance with regulation 19(6) of the Regulations. UK SBS recognises that arrangements in relation to consortia may (within limits) be subject to future change. Potential Providers should therefore respond in the light of the arrangements as currently envisaged. Potential Providers are reminded that any future proposed change in relation to consortia must be notified to UK SBS so that it can make a further assessment by applying the selection criteria to the new information provided and consider rejection of the Response if UK SBS reasonably consider the change to have a material impact of the delivery of the viability of the Response.

7.2. Bidder conference

- 7.2.1 A Bidders' Conference may be held in conjunction with this procurement.

7.3. Confidentiality

- 7.3.1 Subject to the exceptions referred to in paragraph 7.3.2, the contents of this RFP are being made available by UK SBS on condition that:
 - 7.3.1.1 Bidders shall at all times treat the contents of the RFP and any related documents (together called the 'Information') as confidential, save in so far as they are already in the public domain;
 - 7.3.1.2 Bidders shall not disclose, copy, reproduce, distribute or pass any of the Information to any other person at any time or allow any of these things to happen;

- 7.3.1.3 Bidders shall not use any of the Information for any purpose other than for the purposes of submitting (or deciding whether to submit) a Response; and
- 7.3.1.4 Bidders shall not undertake any publicity activity within any section of the media in relation to this procurement
- 7.3.2 Bidders may disclose, distribute or pass any of the Information to the Bidder's advisers, sub-contractors or to another person provided that either:
 - 7.3.2.1 This is done for the sole purpose of enabling a Response to be submitted and the person receiving the Information undertakes in writing to keep the Information confidential on the same terms as if that person were the Bidder; or
 - 7.3.2.2 The disclosure is made for the sole purpose of obtaining legal advice from external lawyers in relation to the procurement or to any Contract arising from it; or
 - 7.3.2.3 The Bidder is legally required to make such a disclosure
- 7.3.3 In paragraphs 7.3.1 and 7.3.2 above the term 'person' includes but is not limited to any person, firm, body or association, corporate or incorporate.
- 7.3.4 UK SBS may disclose detailed information relating to Responses to its employees, agents or advisers and UK SBS may make any of the Contract documents available for private inspection by its officers, employees, agents or advisers. UK SBS also reserves the right to disseminate information that is materially relevant to the procurement to all Bidders, even if the information has only been requested by one Bidder, subject to the duty to protect each Bidder's commercial confidentiality in relation to its Response (unless there is a requirement for disclosure as explained in paragraphs 7.4.1 to 7.4.3 below).
- 7.3.5 All Central Government Departments and their Executive Agencies and Non Departmental Public Bodies are subject to control and reporting within Government. In particular, they report to the Cabinet Office and HM Treasury for all expenditure. Further, the Cabinet Office has a cross-Government role delivering overall Government policy on public procurement - including ensuring value for money and related aspects of good procurement practice.

For these purposes, UK SBS may disclose within Government any of the Bidders documentation/information (including any that the Bidder considers to be confidential and/or commercially sensitive such as specific bid information) submitted by the Bidder to UK SBS during this Procurement. Subject to section 7.4 below, the information will not be disclosed outside Government. Bidders taking part in this RFP consent to these terms as part of the competition process.

- 7.3.6 From 2nd April 2014 the Government is introducing its new Government Security Classifications ("GSC") classification scheme to replace the current Government Protective Marking System ("GPMS"). A key aspect of this is the reduction in the number of security classifications used. All Bidders are encouraged to make themselves aware of the changes and identify any potential impacts in their Bid, as the protective marking and applicable protection of any material passed to, or generated by, you during the procurement process or pursuant to any Contract awarded to you as a result of this tender process will be subject to the new GSC from 2nd April 2014. The link below to the Gov.uk website provides information on the new

GSC: <https://www.gov.uk/government/publications/government-security-classifications>

- 7.3.7 UK SBS reserves the right to amend any security related term or condition of the draft contract accompanying this RFP to reflect any changes introduced by the GSC. In particular where this RFP is accompanied by any instructions on safeguarding classified information (e.g. a Security Aspects Letter) as a result of any changes stemming from the new GSC, whether in respect of the applicable protective marking scheme, specific protective markings given, the aspects to which any protective marking applies or otherwise. This may relate to the instructions on safeguarding classified information (e.g. a Security Aspects Letter) as they apply to the procurement as they apply to the procurement process and/or any contracts awarded to you as a result of the procurement process.

7.4 Freedom of information

- 7.4.1 In accordance with the obligations and duties placed upon public authorities by the Freedom of Information Act 2000 (the 'FoIA') and the Environmental Information Regulations 2004 (the 'EIR') (each as amended from time to time), UK SBS may be required to disclose information submitted by the Bidder to the to UK SBS.
- 7.4.2 In respect of any information submitted by a Bidder that it considers to be commercially sensitive the Bidder should complete the Freedom of Information declaration question defined in the Question FOI1.2.
- 7.4.3 Where a Bidder identifies information as commercially sensitive, UK SBS will endeavour to maintain confidentiality. Bidders should note, however, that, even where information is identified as commercially sensitive, UK SBS may be required to disclose such information in accordance with the FoIA or the Environmental Information Regulations. In particular, UK SBS is required to form an independent judgment concerning whether the information is exempt from disclosure under the FoIA or the EIR and whether the public interest favours disclosure or not. Accordingly, UK SBS cannot guarantee that any information marked 'confidential' or "commercially sensitive" will not be disclosed.
- 7.4.4 Where a Bidder receives a request for information under the FoIA or the EIR during the procurement, this should be immediately passed on to UK SBS and the Bidder should not attempt to answer the request without first consulting with UK SBS.
- 7.4.5 Bidders are reminded that the Government's transparency agenda requires that sourcing documents, including RFP templates such as this, are published on a designated, publicly searchable web site, and, that the same applies to other sourcing documents issued by UK SBS, and any contract entered into by UK SBS with its preferred supplier once the procurement is complete. By submitting a response to this RFP Bidders are agreeing that their participation and contents of their Response may be made public.

7.5. Response Validity

- 7.5.1 Your Response should remain open for consideration for a period of 90 days. A Response valid for a shorter period may be rejected.

7.6. Timescales

7.6.1 [Section 3](#) of the RFP sets out the proposed procurement timetable. UK SBS reserves the right to extend the dates and will advise potential Bidders of any change to the dates.

7.7. UK SBS's Contact Details

7.7.1 Unless stated otherwise in these Instructions or in writing from UK SBS, all communications from Bidders (including their sub-contractors, consortium members, consultants and advisers) during the period of this procurement must be directed through the e-sourcing tool to the designated UK SBS contact.

7.7.2 All enquiries with respect to access to the e-sourcing tool may be submitted to Crown Commercial Service, Telephone 0345 010 3503.

7.7.3 Bidders should be mindful that the designated Contact should not under any circumstances be sent a copy of their Response outside of the e-sourcing tool. Failure to follow this requirement will result in disqualification of the Response.

7.8. Preparation of a Response

7.8.1 Bidders must obtain for themselves at their own responsibility and expense all information necessary for the preparation of Responses. Bidders are solely responsible for all costs, expenses and other liabilities arising in connection with the preparation and submission of their Response and all other stages of the selection and evaluation process. Under no circumstances will UK SBS, or any of their advisers, be liable for any such costs, expenses or liabilities borne by Bidders or their sub-contractors, suppliers or advisers in this process.

7.8.2 Bidders are required to complete and provide all information required by UK SBS in accordance with the Conditions of Response and the Request for Proposal. Failure to comply with the Conditions and the Request for Proposal may lead UK SBS to reject a Response.

7.8.3 UK SBS relies on Bidders' own analysis and review of information provided. Consequently, Bidders are solely responsible for obtaining the information which they consider is necessary in order to make decisions regarding the content of their Responses and to undertake any investigations they consider necessary in order to verify any information provided to them during the procurement.

7.8.4 Bidders must form their own opinions, making such investigations and taking such advice (including professional advice) as is appropriate, regarding their Responses, without reliance upon any opinion or other information provided by UK SBS or their advisers and representatives. Bidders should notify UK SBS promptly of any perceived ambiguity, inconsistency or omission in this RFP, any of its associated documents and/or any other information issued to them during the procurement.

7.8.5 Bidders must ensure that each response to a question is within any specified word count. Any responses with words in excess of the word count will only be considered up to the point where they meet the word count, any additional words beyond the volume defined in the word count will not be considered by the evaluation panel.

7.8.6 Bidders must ensure that each response to a question is not cross referenced to a response to another question. In the event of a Bidder adding a cross reference it will not be considered in evaluation.

7.9. Submission of Responses

- 7.9.1 The Response must be submitted as instructed in this document through the e-sourcing tool. Failure to follow the instruction within each Section of this document, to omit responses to any of the questions or to present your response in alignment with any guidance notes provided may render the Response non-compliant and it may be rejected.
- 7.9.2 UK SBS may at its own absolute discretion extend the closing date and the time for receipt of Responses specified [Section 3](#).
- 7.9.3 Any extension to the RFP response period will apply to all Bidders.
- 7.9.4 Any financial data provided must be submitted in or converted into pounds sterling. Where official documents include financial data in a foreign currency, a sterling equivalent must be provided. Failure to adhere to this requirement will result in the Response not being considered.
- 7.9.5 UK SBS does not accept responsibility for the premature opening or mishandling of Responses that are not submitted in accordance with the instructions of this document.
- 7.9.6 The Response and any documents accompanying it must be in the English language
- 7.9.7 Bidders must submit their response through the e-sourcing tool:
- 7.9.8 Responses will be submitted any time up to the date indicated in [Section 3](#). Responses received before this deadline will be retained in a secure environment, unopened until this deadline has passed.
- 7.9.9 Responses received after the date indicated in [Section 3](#) shall not be considered by UK SBS unless the Bidder can justify the reason for the delay.
- 7.9.9.1 The Bidder must demonstrate irrefutable evidence in writing they have made best endeavours to ensure the Response was received on time and that the issue was beyond their control.
- 7.9.9.2 Any request for a late Response to be considered must be emailed to bids@uksbs.co.uk in advance of 'the deadline' if a bidder believes their Response will be received late.
- 7.9.9.3 UK SBS reserves the right to accept or reject any late Response without justification to the affected Bidder and make no guarantee it will consider any request for a late Response to be considered.

7.10. Canvassing

- 7.10.1 Any Bidder who directly or indirectly canvasses any employee, or agent of UK SBS or its members or any relevant OPB or any of its employees concerning the establishment of the Contract or who directly or indirectly obtains or attempts to obtain information from any such officer, member, employee or agent or concerning any other Bidder, Response or proposed Response will be disqualified.

7.11. Disclaimers

- 7.11.1 Whilst the information in this RFP, Due Diligence Information and supporting documents has been prepared in good faith, it does not purport to be comprehensive nor has it been independently verified.

7.11.2 Neither UK SBS, nor any relevant OPB's nor their advisors, nor their respective directors, officers, members, partners, employees, other staff or agents:

7.11.2.1 makes any representation or warranty (express or implied) as to the accuracy, reasonableness or completeness of the RFP; or

7.11.2.2 accepts any responsibility for the information contained in the RFP or for their fairness, accuracy or completeness of that information nor shall any of them be liable for any loss or damage (other than in respect of fraudulent misrepresentation) arising as a result of reliance on such information or any subsequent communication.

7.11.3 Any persons considering making a decision to enter into contractual relationships with UK SBS and/or, as applicable, relevant OPB following receipt of the RFP should make their own investigations and their own independent assessment of UK SBS and/or, as applicable, relevant OPB and its requirements for the goods/services/goods and services and should seek their own professional financial and legal advice. For the avoidance of doubt the provision of clarification or further information in relation to the RFP or any other associated documents (including the Schedules) is only authorised to be provided following a query made in accordance with Paragraph 7.15 of this RFP.

7.12. Collusive behaviour

7.12.1 Any Bidder who:

7.12.1.1 fixes or adjusts the amount of its Response by or in accordance with any agreement or arrangement with any other party; or

7.12.1.2 communicates to any party other than UK SBS or, as applicable, relevant OPB the amount or approximate amount of its proposed Response or information which would enable the amount or approximate amount to be calculated (except where such disclosure is made in confidence in order to obtain quotations necessary for the preparation of the Response or insurance or any necessary security); or

7.12.1.3 enters into any agreement or arrangement with any other party that such other party shall refrain from submitting a Response; or

7.12.1.4 enters into any agreement or arrangement with any other party as to the amount of any Response submitted; or

7.12.1.5 offers or agrees to pay or give or does pay or give any sum or sums of money, inducement or valuable consideration directly or indirectly to any party for doing or having done or causing or having caused to be done in relation to any other Response or proposed Response, any act or omission,

shall (without prejudice to any other civil remedies available to UK SBS and without prejudice to any criminal liability which such conduct by a Bidder may attract) be disqualified.

7.13. No inducement or incentive

7.13.1 The RFP is issued on the basis that nothing contained in it shall constitute an inducement or incentive nor shall have in any other way persuaded a Bidder to submit a Response or enter into the Contract or any other contractual agreement.

7.14. Acceptance of the Contract

7.14.1 The Bidder in submitting the Response undertakes that in the event of the Response being accepted by UK SBS and UK SBS confirming in writing such acceptance to the Bidder, the Bidder will within 3 days of being called upon to do so by UK SBS execute the Contract in the form set out in the Contract Terms or in such amended form as may subsequently be agreed.

7.14.2 UK SBS shall be under no obligation to accept the lowest priced or any Response.

7.15. Queries relating to the Response

7.15.1 All requests for clarification about the requirements or the process of this procurement shall be made in through the e-sourcing tool unless where the e-sourcing tool is unavailable due to Emptoris or Crown Commercial Service system maintenance or failure when a clarification by email to the contact defined in [Section 3](#).

7.15.2 UK SBS will endeavour to answer all questions as quickly as possible, but cannot guarantee a minimum response time.

7.15.3 In the event of a Bidder requiring assistance uploading a clarification to the e-sourcing portal they should use the contact details defined in [Section 3](#).

7.15.4 No further requests for clarifications will be accepted after 5 days prior to the date for submission of Responses.

7.15.5 In order to ensure equality of treatment of Bidders, UK SBS intends to publish the questions and clarifications raised by Bidders together with UK SBS's responses (but not the source of the questions) to all participants on a regular basis.

7.15.6 Bidders should indicate if a query is of a commercially sensitive nature – where disclosure of such query and the answer would or would be likely to prejudice its commercial interests. However, if UK SBS at its sole discretion does not either; consider the query to be of a commercially confidential nature or one which all Bidders would potentially benefit from seeing both the query and UK SBS's response, UK SBS will:

7.15.6.1 invite the Bidder submitting the query to either declassify the query and allow the query along with UK SBS's response to be circulated to all Bidders; or

7.15.6.2 request the Bidder, if it still considers the query to be of a commercially confidential nature, to withdraw the query prior to the end of the closing date and time for Bidder clarifications.

7.15.7 UK SBS reserves the right not to respond to a request for clarification or to circulate such a request where it considers that the answer to that request would or would be likely to prejudice its commercial interests.

7.16. Amendments to Response Documents

7.16.1 At any time prior to the deadline for the receipt of Responses, UK SBS may modify the RFP by amendment. Any such amendment will be numbered and dated and

issued by UK SBS to all prospective Bidders. In order to give prospective Bidders reasonable time in which to take the amendment into account in preparing their Responses, UK SBS may, at its discretion, extend the time and/or date for receipt of Responses.

7.17. Modification and withdrawal

7.17.1 Bidders may modify their Response where allowable within the e-sourcing tool. No Response may be modified after the deadline for submission of Responses.

7.17.2 Bidders may withdraw their Response at any time prior the deadline for submission of Responses [or any other time prior to accepting the offer of a Contract]. The notice to withdraw the Response must be in writing and sent to UK SBS by recorded delivery or equivalent service and delivered to UK SBS at UK Shared Business Services Ltd, Procurement Policy Manager, Polaris House, North Star Avenue, Swindon, Wiltshire, SN2 1ET

7.18. Right to disqualify or reject

7.18.1 UK SBS reserves the right to reject or disqualify a Bidder where

7.18.1.1 the Bidder fails to comply fully with the requirements of this Request for Proposal or presents the response in a format contrary to the requirements of this document; and/or

7.18.1.2 the Bidder is guilty of serious misrepresentation in relation to its Response; expression of interest; or the Response process; and/or

7.18.1.3 there is a change in identity, control, financial standing or other factor impacting on the selection and/or evaluation process affecting the Bidder.

7.19. Right to cancel, clarify or vary the process

7.19.1 UK SBS reserves the right to:

7.19.1.1 cancel the evaluation process at any stage; and/or

7.19.1.2 require the Bidder to clarify its Response in writing and/or provide additional information. (Failure to respond adequately may result in the Bidder not being selected),

7.20.. Notification of award

7.20.1 UK SBS will notify the successful Bidder of the Contract award in writing and will publish an Award Notice in the Official Journal of the European Union in accordance with the Regulations within 30 days of the award of the contract.

7.20.2 As required by the Regulations all unsuccessful Bidders will be provided with an email advising the outcome of the submission of their RFP response.

Appendix 'A' Glossary of Terms

TERM	MEANING
"UK SBS"	means UK Shared Business Services Ltd herein after referred to as UK SBS.
"Bid", "Response", "Submitted Bid ", or "RFP Response"	means the Bidders formal offer in response to this Request for Proposal
"Bidders"	means the organisations being invited to respond to this Request for Proposal
"Central Purchasing Body"	means a duly constituted public sector organisation which procures goods/services for and on behalf of contracting authorities
"Conditions of Bid"	means the terms and conditions set out in this RFP relating to the submission of a Bid
"Contract"	means the agreement to be entered by UK SBS/UKTI and the Supplier following any award under the procurement
"Contracting Bodies"	means UK SBS and any other contracting authorities described in the OJEU Contract Notice
"Customer"	means the legal entity (or entities) for which any Contract agreed will be made accessible to.
"Direct Award"	means the award of a Call Off Contract by application of the terms laid down in the Contract without re-opening competition
"Due Diligence Information"	means the background and supporting documents and information provided by UK SBS for the purpose of better informing the Bidders responses to this Request for Proposal
"EIR"	mean the Environmental Information Regulations 2004 together with any guidance and/or codes of practice issued by the Information Commissioner or relevant Government department in relation to such regulations
FoIA	means the Freedom of Information Act 2000 and any subordinate legislation made under such Act from time to time together with any guidance and/or codes of practice issued by the Information Commissioner or relevant Government department in relation to such legislation
"Lot"	means a discrete sub-division of the requirements
"Mandatory"	Means a pass / fail criteria which must be met in order for a Bid to be considered, unless otherwise specified.
"OJEU Contract Notice"	means the advertisement issued in the Official Journal of the European Union
"Order"	means an order for served by any Contracting Body on the Supplier
"Other Public Bodies"	means all Contracting Bodies except UK SBS
"Request for Proposal" or "RFP"	means this Request for Proposal documentation and all related documents published by UK SBS and made available to Bidders and includes the Due Diligence Information. NOTE: This document is often referred to as an Invitation to Tender within other organisations
"Supplier"	means the organisation awarded the Contract
"Standard Goods /Services"	means any goods/services set out at within Section 4 Specification