



RM6259 Vertical Application Solutions

Bidder Webinar

Power to your **procurement**



Crown
Commercial
Service

Housekeeping

- This is an information sharing session covering key points about the tender and how to approach your bid. It is not an interactive session. The session will be recorded, and the recording made available after broadcast.
- Please stay on mute, with your camera off.
- Any questions *must* be submitted via the eSourcing Suite. All questions and answers will be anonymised and published.
- Slides from this event will be made available on the e-Sourcing suite and published on the CCS website: [RM6259](#)

Today we will cover:

- What this agreement is about (The Opportunity)
- Key dates
- Bidding Process
- Award Question overview



The Opportunity

Our objectives:

- This agreement will provide a route to market for customers to buy software solutions and licence support for a wide variety of vertical specific software products from a range of quality assured suppliers

Bidder opportunity:

- A place on a solution orientated (Software, Services, Hardware), quality focussed framework, underpinned by a standardised approach to call-off contract (based on Public Sector Contract)

RM6259 Scope

A range of Vertical Specific software applications:

- **Lot 1 Business Applications**
- **Lot 2 Education, Community Health and Social Care Solutions**
- **Lot 3 Housing, Environmental and Planning Solutions**
- **Lot 4 Citizen Services**
- **Lot 5 Blue light Solutions**

**Please read the Specification for more information.
Attachment 1a, Framework Schedule 1.**

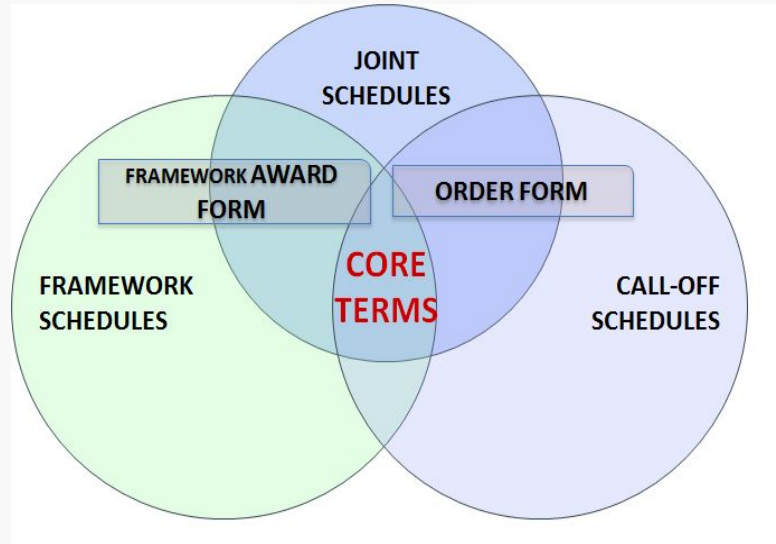
Key Dates

Event	Date
Find a Tender Published	Friday 12 August 2022
Clarification Period (Bidder)	15 - 31 August 2022
Clarification response deadline	2 September 2022 by 17:00 hrs
Bid Submission Deadline	Monday 12 September 2022 by 15:00 hrs
Go Live	End January 2023

Note: Dates may change. You will be advised of changes via the eSourcing suite.

Contract terms

- The agreement uses the Public Sector Contract (version 3.0.11). **See Attachment 10.**
- Core terms cannot be altered, but schedules give flexibility to customers.



Bidding Process

- Open Procedure with Selection and Award stages. Bidders must pass both stages to be awarded a place on the Framework.
- Our processes are fair, transparent and equitable for all bidders, in line with Public Contracts Regulations 2015 .
- Any interested supplier may submit a tender in response to the opportunity notice: single supplier, consortium, with a key subcontractor(s).
- Bids **must** be submitted through the eSourcing suite by the submission deadline.

Read Attachment 1. “About the framework”

eSourcing Suite

- Request access to the eSourcing suite via <https://crowncommercialservice.bravosolution.co.uk/web/login.html>
- Guidance and training is available from the same site.
- Responses **must** be answered in the eSourcing suite.
- All attachments required **must** be uploaded to the suite.
- All questions **must** be raised through the suite. We will use this route to communicate information.

Don't leave it to the last minute. Double-check that you have completed all mandatory parts and uploaded your attachments.

Selection Stage

- All selection questions can be found in **Attachment 2a**
- We will evaluate bidders' technical, professional and financial capabilities (Attachment 5a)
- It is important that you answer these questions accurately.
- Most of the questions will be evaluated as PASS/FAIL.
- You will be required to accept the contract terms in order to proceed further.
- You will be asked to provide one contract example for each lot you are bidding for, which demonstrates the services falling within the scope of the individual lot. Please read the guidance for contract examples in Part 11 of attachment 2a

Selection Criteria

You may be excluded from the competition at the Selection Stage if:

- You receive a 'fail' for any of the evaluated selection questions.
- You receive a 'fail' for any of the selection questions contained in part 11 technical and professional ability.
- Any of the information you have provided proves to be false or misleading.
- You have broken any of our competition rules, or not followed our instructions.

Award Stage (Quality and Price)

- You must **pass** Selection stage to proceed to Award stage.
- Your bid responses must show that you will deliver what our customers need from this agreement to a minimum quality standard.
- Read the questions and response guidance carefully. Ask clarification questions before the deadline.
- Your prices should be in line with the service level you offer, in response to the award (quality) questions.

Read carefully the full ITT pack and the contract terms, including the specification (Attachment 1a, Framework), and Attachment 2 “How to bid”

Award Criteria

- This agreement will be awarded on the basis of the 'Most Economically Advantageous Tender' (MEAT).
- Quality evaluation is 82% of the total score and the price evaluation is worth 18%.
- Prices submitted must be your day rates for each SFIA skill/resource level
- **Attachment 2** provides the Award Questions.
- Question A1 is a mandatory question and will be evaluated PASS / FAIL.
- Each of the questions in sections B and C of the Quality Questionnaire will be independently assessed by our expert evaluation panel.

Social Value

- Procurement Policy Note - **PPN 06/20**. Builds on the Government's current work and sets out new model to deliver social value through commercial activities.
- Suppliers should expect to see social value requirements in public sector contracts, including call-offs from this framework agreement.
- The social value priorities and requirements for this procurement are set out in the Specification.
(Framework Schedule 1.)
- The Social Value questions are detailed in Attachment 2, questions C1 and C2.

Response guidance

- For all Section B and C questions, Bidders must ensure they read the relevant Response Guidance and address the component parts a) to d) in their response.
- Please ensure that you pay attention to the character limit for each question
- Please refer to Attachment 2 How to Bid which includes the marking scheme and evaluation criteria

C1 Social Value - Environmental Stewardship

Requirement: A commitment to delivering Social Value in relation to environmental Stewardship

Question: Describe the commitment your organisation will make to ensuring performance of call-off contracts will result in environmental protection and improvement, including working towards net zero greenhouse gas emissions, with reference to 6.5.1 from the Framework Schedule 1 (Specification).

C2 Social Value - Tackling Workforce Inequality

Requirement: A commitment to delivering Social Value in respect of workforce Inequality

Question: Please describe the commitment your organisation will make to tackling workforce inequality, with reference to 6.6.2 from the Framework Schedule 1 (Specification).

Award Question review

B1 - Understanding of Buyer Requirements

Requirement: Full understanding of a Buyer's requirement is essential for successful Delivery.

Question: Please describe how you will ensure a comprehensive understanding of a Buyer's requirement related to the service provision prior to submitting a fully-costed proposal.

Award Question review

B2 - Product Expertise

Requirement: Successful solution delivery requires an in-depth understanding of the products and services upon which the proposed solutions are based.

Question: Please explain how you develop and maintain a deep level of up-to-date expertise and knowledge of the products you will offer under this framework in order to ensure that customers obtain the best possible outcomes in relation to their requirement?

Award Question review

B3 - Buyer Relationship Management

Requirement: Suppliers will be required to deliver effective solutions to time, and to support customers as required to ensure achievement of the intended business objectives

Question : Please explain how you will manage Buyer relationships across the full lifecycle of the Buyer's call-off contract, with reference to 2.1.16, 2.1.19, and 2.1.23 from the Framework Schedule 1 (Specification).

Award Question review

B4 - Capability in a Complex Delivery Environment

Requirement: Capability to deliver effective solutions in a complex multi-supplier Buyer ICT environment is essential to ensuring a solution achieves the goals targeted in the Buyer's business case.

Question: With reference to section 2.1.21 of the Framework Schedule 1 (Specification), please demonstrate how you would work with the Buyer and their supply chain, sub-contractor(s), and subject matter experts to build highly effective collaborative working relationships to ensure the successful provision of the Deliverables.

Award

- If you are successful, you must agree to the published contract terms and conditions otherwise our offer will be retracted. Please refer to attachment 2 Section 12.
- Please sign your framework agreement promptly and return by the deadline. This helps us stick to our framework launch timetable.
- If you are successful you will be required to provide copies of certification e.g. insurance as detailed in the Bid Pack.

Reminder: Please DO

Read all of the guidance and tender documentation thoroughly, plus any published clarification questions

Ask questions to clarify your understanding of the response required, early.

Send all tender related contacts via the messaging function on the eSourcing suite, so your messages aren't missed

Keep up to date with any of our published clarification question responses

Reminder - Please DON'T

Do things at the last minute,
allow plenty of time to complete
your tender response

Include attachments where
they have not been
specifically requested

Cross reference to other
responses within your tender

State that named customer
reference details are
“confidential”

Reminder - Please ANSWER

All mandatory questions, and questions relevant to your bid

All mandatory fields within in tables

The question within the character limit and pay attention to the response guidance for each question

The question being asked and steer clear of using marketing jargon or text copied from your marketing material

Reminder - Please CHECK

Your organisation details are accurate and match e.g. your registered organisation, company number

Where we have said you can and cannot include attachments as part of your answer

Any T&C's that you are uncertain about with your own legal teams as early as possible

The character count limit. Be aware of command phrases: describe how, please detail etc

Clarification Questions

REMINDER: send your questions to us through the eSourcing suite

KEEP checking for our answers.

REMEMBER: Ask your clarification questions before **31 August 17:00hrs**

REMEMBER: you can ask us questions about the Framework contract and Call Off contract but please do not attempt to 'negotiate' the terms. All Framework awards will be made under identical terms.

Power to your **procurement**

Thank you



@gov_procurement



Crown Commercial Service



Crown
Commercial
Service