

TEN488 - Export Support Services Sept 2020-Sept 2021

CLARIFICATIONS

Question	Answer
Point 1 About Cornwall Trade and Investment	
It states the CTI's output target summary being 15 inward investors and creation of 150 job roles	The successful tenderer is not expected to secure any of the 15 inward investor targets, this is not part of the tender requirements. The successful tenderer is expected to support 35 businesses through the export service, and to ensure these businesses are eligible and high growth in order to help meet the overall programme target of 150 jobs.
Is the successful tender responsible for these targets?	The successful tenderer is expected to support 35 businesses through the virtual export service. As per the eligibility requirements, the 35 businesses supported through this virtual export service should significantly contribute towards the 150 jobs target.
If so, have job functions been identified or can it be across any business discipline?	It can be across any eligible business discipline.
How would the output of these objectives affect the tender contract?	The successful tenderer must support 35 businesses through the proposed virtual export service. There is no set target for the number of jobs that must be created as a result of this contract.
Point 3 The Revised Export Programme	
It states 25 businesses have already been supported, I am accurate in reading it is an additional 35 companies to be supported in cohorts of 7 over 5 additional programmes?	Yes. The successful tenderer will need to support 35 companies, made up of 5 cohorts of circa 7 businesses.
May we ask who delivered the to the 25 businesses and what learning came from that?	The CTI team have delivered all outputs to date, however, with the huge impact of COVID-19 on how the service is delivered, support is required to help with this revised, virtual export focussed delivery programme which will allow CTI to still hit its project targets.
Point 4.3 Tender Objective	
Time allocation. Are the 6 to 8 hours purely on the virtual trade mission and if so, the timeline leads one to assume this is a one day virtual workshop – if not, how is it spread?	To clarify, the 6-8 hours should be delivered through a one day virtual workshop for the businesses being supported.

Is a virtual study workshop the same as a virtual mission?	The workshop is part of the virtual mission. The virtual mission encompasses everything from picking the cohort businesses, tailoring content for that sector, one day virtual workshops, any other bespoke activity for each cohort that's required and all follow up and aftercare support.
Point 5.1 Industry Research and cohort selection	
It states we will work to provide guidance to the campaign, market the opportunity and assist with selection of the most suitable export-ready businesses for each cohort but we note we will not receive notification of the successful tenderer until 23 rd October but the first cohort commences on 6 th November. We are fully capable at working to tight deadlines but wanted to verify if the requirement is to have all 35 businesses identified for the 6 th November?	No, only the first cohort should be built by the 6 th November. CTI has a pipeline of existing and eligible businesses that they can share with the winning tenderer. CTI will conduct a certain amount of screening for suitability prior to working with the successful tenderer on putting together the cohorts.
5.2 Market Intelligence	
Will time be allowed to undertake the detailed market opportunity analysis pre each cohort?	Yes, we will allow a reasonable length of time providing it does not affect the ability to meet the requirements of the tender.
Will the businesses in each cohort be in the same sector (to facilitate the market intelligence report)?	Yes, we envisage that businesses in each cohort will be sector aligned.
5.4 Customer Identification & Partner Profiling	
We have significant links with businesses, chambers, embassies and partnerships globally though dependent on the business sectors, it may be beneficial to those we are supporting to register with portals that may be most specific to their individual product or service. Would it therefore be acceptable if we buy in this provision – this will be outlined in our budget if deemed acceptable?	Yes, this will be considered as long as the hours of support and outputs are delivered within budget and in line with the requirements of this tender. It's up to the tenderer to outline how they will deliver on their suggested service.
Does Export Ready cover capacity and competency? (Page 16)	Yes