



## ACADEMIC DIGITISATION & LICENSING CONTRACT

*Central Asia, Persia and Afghanistan: from the Silk Road to Soviet Rule, 1800-1922*

### COMPETITIVE PROCEDURE WITH NEGOTIATION

**CLOSING DATE FOR TENDER RESPONSES – 5PM, 19 JULY 2019**

### CLARIFICATION QUESTIONS AND RESPONSES

The National Archives has received a number of clarification questions in relation to the above opportunity. These questions, and their associated responses, are detailed below.

**Q1:** *Are we permitted to contact academics to discuss the Central Asia, Afghanistan and Persia proposal?*

**A1:** The information published on Contracts Finder is now in the public domain, so you are welcome to share it as you see fit.

**Q2:** *Can a publisher develop a future project, outside the tender process, using closely related content to the material in this tender?*

**A2:** The revised ITT published on Contracts Finder here <https://www.contractsfinder.service.gov.uk/Notice/511b2eee-5548-44ee-b687-0a71570088cc> should address your query as to how to tell us about your ideas. Please let us know if you have any further questions in this regard.

**Q3:** *Will the information submitted for the tender be kept confidential and seen only by TNA staff?*

**A3:** Information submitted for the tender will not be shared beyond TNA staff and will be treated in confidence.

**Q4:** *Will any information submitted for the tender be made available to competitors or the public?*

**A4:** Information submitted for the tender will not be made available to competitors or to the public.

**Q5:** *Do you have a list of the extracted items?*

**A5:** The known extracted items are:

FO 65/1131 3 extracted items: MPK 1/489

FO 65/1442 7 extracted items: MFQ 1/18

FO 539/33 1 extracted item: MFQ 1/832

FO 539/77 1 EXTRACTED ITEM: MPK 1/172

**Q6:** *Is Appendix A the basis for the contract itself?*

**A6:** Yes, the contract will be based entirely on Appendix A, which is a template for academic licences.

**Q7:** *Can TNA explain a little more about what its marketing expectations are?*

**A7:** These are non-prescriptive and it is hoped that new suggestions for collaboration with TNA will be made, alongside more traditional methods of marketing. There is no insistence on committing to a particular example of innovative collaboration into the tender submission, as there are many forms which this could take.

**Q8:** *Could TNA provide as much information as possible on the projected revenues for this project based on previous similar partnerships? For example, what is the web traffic and revenues (units sold if not price) for a similar current project provided by TNA?*

**Q9:** Revenue, pricing and related information is commercially confidential. It is for Potential Suppliers to decide for themselves on the commercial viability of any opportunity.

**Q9:** *What proportion of TNA's marketing effort could be allocated to the Silk Road project? How closely could we work with the TNA marketing department?*

**A9:** Marketing and promotion is the responsibility of the publisher as stated in Appendix A, and TNA does not commit to a particular level of marketing input.

**Q10:** *Could TNA share the programme of public engagement / list of key conferences (academic and trade) that they currently attend?*

**A10:** TNA co-hosts DCDC, and our Collections Expertise and Engagement Department attend, and even host, numerous academic conferences. However these tend to change by subject area all the time. In order to support their bids Potential Suppliers are asked to provide evidence of their own academic engagement.