



**Crown  
Commercial  
Service**

**INVITATION TO TENDER**

**FOR**

**SO16649**

**DEBT MANAGEMENT FUNCTIONAL DESIGN PRINCIPLES, STANDARDS AND  
MEASURES, AND DEBT LANDSCAPE**

Version 1.0

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Author: Harbinder Manku

**SO16649**  
**Debt Management Functional Design Principles, Standards and Measures, and Debt Landscape**  
**Invitation to Tender**

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**1. INTRODUCTION**

- 1.1 This Invitation to Tender relates to the Procurement to award a Contract for the provision of a Debt Management Functional Design Principles, Standards and Measures, and Debt Landscape to a sole Supplier.
- 1.2 This ITT contains the information and instructions the Potential Provider needs to submit a Tender.
- 1.3 The Contract will be have to be completed by 31<sup>st</sup> March 2016 with no options to extend.
- 1.4 This Contract is being offered under Cabinet Office standard Terms and Conditions for Services outlined at Appendix C which will govern any resultant contract.
- 1.5 Crown Commercial Service is using an e-Sourcing Portal to manage this Procurement, therefore your Tender must be submitted via these means.
- 1.6 Crown Commercial Service reserves the right the run a reverse auction on this requirement.

**2. OVERVIEW OF INVITATION TO TENDER**

- 2.1 The following appendices accompany this ITT:
  - 2.1.1 **Appendix A – Terms of the Procurement**

Sets out rights and obligations which apply to the Potential Provider and the Crown Commercial Service during this Procurement.
  - 2.1.2 **Appendix B – Service Description**

A detailed description of the services that the Supplier will be required to supply to the Authority.
  - 2.1.3 **Appendix C – Terms and Conditions of Contract**

Sets out the terms and conditions of Contract that will exist between the Authority and the Supplier.
  - 2.1.4 **Appendix D – Response Guidance**

A template containing questions which the Potential Provider is required to respond to.

**3. TENDER RESPONSES**

- 3.1 Potential Providers **must** submit their proposals/answer all questions via the e-sourcing portal as outlined in Appendix D – Response Guidance.
- 3.2 Potential Providers **must not** submit any additional information with their Tender other than that specifically requested in Appendix B – Service Description or Appendix D – Response Guidance.

**4. PROCUREMENT TIMETABLE**

- 4.1 The timetable for this Procurement is set out in the table below.
- 4.2 This timetable may be changed by the Crown Commercial Service at any time. The Potential Provider will be informed through the e-Sourcing Portal if changes to this timetable are necessary.

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DATE	ACTIVITY
Monday 08/02/2016 16:00	Publication of the ITT/Contracts Finder
Monday 08/02/2016 16:00	Clarification period starts
Friday 12/02/2016 14:00	Clarification period closes (" <b>Tender Clarifications Deadline</b> ")
Monday 16/02/2016 Time 14:00	Deadline for a response to the clarification questions
Friday 19/02/2016 16:00	Deadline for submission of a Tender to the Crown Commercial Service (" <b>Tender Submission Deadline</b> ")
Friday 19/02/2016 – Wednesday 24/02/2016	Evaluation Period
Thursday 25/02/2016	Presentations
Monday 29/02/2016	Expected award date of contract
Monday 29/02/2016	Anticipated contract commencement date

- 4.3 The Authority reserves the right to hold clarification interviews/presentations up to the top three Potential Providers based on overall score. The location will be 1 HGR London.

## **5. QUESTIONS AND CLARIFICATIONS**

- 5.1 Potential Providers may raise questions or seek clarification regarding any aspect of this Procurement at any time prior to the Tender Clarification Deadline. Questions must be submitted via the e-sourcing suite.
- 5.2 Crown Commercial Service will not enter into exclusive discussions regarding the requirements of this Procurement with Potential Providers.
- 5.3 To ensure that all Potential Providers have equal access to information regarding this Procurement, the Crown Commercial Service will publish all its responses to questions raised by Potential Providers on an anonymous basis.
- 5.4 Responses will be published in a Questions and Answers document to all companies who expressed an interest and were subsequently invited to tender.
- 5.5 At times the Crown Commercial Service may issue communications to the email address for the tender contact provided in Appendix D (Response Guidance), therefore please ensure that this mailbox is reviewed on a regular basis.

## **6. PRICE**

- 6.1 Prices should be submitted in pounds sterling inclusive of any expenses but should exclude VAT.

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- 6.2 Potential Providers are required to complete the bid fields within the e-sourcing suite which provides a total fixed price for the delivery of the requirement as well as providing a transparent breakdown within the price questionnaire.

### 7. SUBMITTING A TENDER

- 7.1 Potential Providers should submit their Tender via the e-Sourcing portal that Crown Commercial Service has used during the Procurement unless otherwise stated.
- 7.2 If Potential Providers experience any technical difficulties uploading their Tender, the e-Enablement Team at Crown Commercial Service must be contacted immediately via [eEnablement@crowncommercial.gov.uk](mailto:eEnablement@crowncommercial.gov.uk) or 0345 410 2222.
- 7.3 Potential Providers are responsible for all costs incurred in submitting a tender for this requirement irrespective of a contract award.

### 8. TENDER EVALUATION

- 8.1 Tenders will be evaluated in line with the Marking Scheme set out in Appendix D (Response Guidance).
- 8.2 For reference an Evaluation Guidance document has been provided to Potential Providers to ensure full understanding of how Tenders are to be evaluated by the evaluation teams.
- 8.3 Upon completion of the evaluation, the marks obtained by the Potential Provider for each question will be converted into a “**Question Score**”, this is a percentage of the Total Score Available as indicated in the Marking Scheme for the specific question.
- 8.4 The Question Scores will be added together to determine an overall “**Total Score**” for the Potential Provider.
- 8.5 The Total Score Available for each question set out in Appendix D (Response Guidance) is as follows:

QUESTION NUMBER	QUESTION	TOTAL SCORE AVAILABLE	WEIGHTINGS %
1	Company Information	Information Only	N/A
2	Tender Contact	Information Only	N/A
3	Mandatory Requirements	Pass / Fail	N/A
4	Conflicts of Interest	Pass / Fail	N/A
5	Capability	400	30%
6	Service Delivery and approach	300	50%
7	Price	100	20%
Total		800	100%

### 9. CONTRACT AWARD

- 9.1 The Potential Provider that achieves the highest total score will be awarded the Contract.

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- 9.2 If two or more Potential Providers obtain the highest total score, the Potential Provider with the highest score for the Service Delivery and Approach element will be deemed the winner and awarded the Contract.
- 9.3 If the Authority receives only one Tender in relation to this Procurement, the Potential Provider will be awarded the Contract provided that they meet the Minimum Total Score of 60%.

### 10. PROCUREMENT CONTACT

- 10.1 The procurement lead for this requirement is:
- 10.1.1 Harbinder Manku
- 10.1.2 0207 276 8891
- 10.1.3 [Harbinder.manku@crowncommercial.gov.uk](mailto:Harbinder.manku@crowncommercial.gov.uk)

### 11. GLOSSARY

- 11.1 In this ITT the following words and phrases have the following meanings:
- “**Authority**” means Cabinet Office;
- “**Contract**” has the meaning set out in Appendix C (Terms and Conditions of Contract);
- “**e-Sourcing Portal**” means the online tender management system which is being used by the Crown Commercial Service for this Procurement which can be found at: <https://gpsesourcing.cabinetoffice.gov.uk/sso/jsp/login.jsp>;
- “**Crown Commercial Service**” means a trading fund of the Cabinet Office whose offices are located at 2<sup>nd</sup> Floor, Aviation House, 125 Kingsway, London, WC2B 6NH;
- “**Invitation to Tender**” or “**ITT**” means this invitation to tender document and all related documents published by the Crown Commercial Service in relation to this Procurement;
- “**Marking Scheme**” means the range of marks that may be given to a Potential Provider depending on the quality of its response to a question which is located in the boxes below the applicable question;
- “**Minimum Total Score**” means the minimum score that the Potential Provider must obtain in order to be awarded the Contract;
- “**Total Score Available**” means the maximum potential score that can be awarded for a response to a question;
- “**Potential Provider**” means a company that submits a Tender in response to the Invitation to Tender;
- “**Procurement**” means the process used to establish a Contract that facilitates the provision of Debt Management Functional Design Principles, Standards and Measures, and Debt Landscape;
- “**Supplier**” means the Potential Provider with whom the Authority has concluded the Contract;
- “**SME**” means an organisation or entity;

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- (a) having less than 250 employees; and
- (b) having an annual turnover of less than forty million pounds (£40,000,000); or
- (c) having a balance sheet of less than thirty five million pounds (£35,000,000); and
- (d) is totally independent of other enterprises; or
- (e) holds less than 25% of the capital or voting rights in one or more other enterprises and other enterprises do not each own more than 25% of its capital or voting rights;

**“Tender Clarifications Deadline”** means the time and date set out in paragraph 4 for the latest submission of clarification questions;

**“Tender Submission Deadline”** means the time and date set out in paragraph 4 for the latest uploading of Tenders; and

**“Tender”** means the Potential Provider’s formal offer in response to the Invitation to Tender.