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| **Toni Prince MCIPS**  **Chartered Procurement and Supply Professional** | |  |
| D Info Commercial Team Leader  Army Headquarters | |  |
| Blenheim Bldg, IDL 1, Marlborough Lines | |  |
| Monxton Road, Andover  SP11 8HJ  Tel: 0300 164 8453  E-mail: toni.prince177@mod.gov.uk | |  |
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| PA Consulting Service Limited  **Attn: Mr Greg Moore** | |  |  | Our Reference:  **701203378** |
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|  | Date:  **8 February 2021** |
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Dear Greg,

**Notification of Contract Award Decision for 701203378 - Provision of Enterprise Architecture 3 (EA3) (DInfoCom/0145)**

1. Further to your recent submission of your Tender dated 21 January 2021, supplemented by further correspondence (eSourcing message Hewish/Shaw dated 2 February 2021) relating to the clarification of PA Consulting's Man Day Rates for Core and Ad-Hoc Tasks, for the above Further Competition carried out under the Crown Commercial Services Technology Services 2 (RM3804) framework, I am writing to advise that the Further Competition evaluation is now complete.

2. I am pleased to inform you that your company was ranked first in our evaluation and we would like to award the Provision of Enterprise Architecture 3 (EA3) to PA Consulting Services Limited. Your total score was 93.17% broken down as follows:

Invitation to submit Proposal

* Written Proposal 54.67% out of 60.00%
* Cultural Fit 3.50% out of 5.00%
* Social Values 10.00% out of 10.00%
* Price 25.00% out of 25.00%

3. For your information, please find attached Debrief Report which sets out the scores achieved by your company during this evaluation.

4. The start date of the Call-Off Contract shall commence 01 April 2021 until 31 March 2023. There will be no requirement for a 1-month transition in service. However, you are requested not to make any press announcements regarding the award, nor will the Contract commence until the Contract has been signed by both parties.

5. Please find attached Order Form and relative Annexes & Schedules. Please could you scrutinise all documents, sign and return the Order Form to Pauline Hewish at the e-mail below, by no later than 19 February 2021 in order for the document to be counter-signed by myself and returned. It was noted within your tender response that your Cyber Essential Plus Certificate is expiring on 10 February 2021. Please could you also provide a copy of your renewed Cyber Essential Plus Certificate when returning the Order Form.

6. Should you have any queries regarding this, or any other matter please do not hesitate to contact Pauline.hewish662@mod.gov.uk.

Yours faithfully

TJ Prince

Toni Prince MCIPS Chartered Procurement and Supply Professional

D Info Commercial Team Leader

**OUTCOME LETTER APPENDIX – SUPPLIER FEEDBACK - PA Consulting**

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| **Ref** | **Technical Competence – Written Proposal (60.00%)** | **Raw Score** | **Technical Feedback** |
| 1 | Describe how you would operate and deliver an effective EA Service for the Army | 5 | Comprehensive description of method of operation and delivery.  Based on the evidence provided, the response demonstrates an ability to meet the requirement in full and requires no support from the Authority. |
| 2 | Provide examples of where you have delivered similar EA services including the benefits delivered and relevance to SOR and Army EA service | 5 | Very comprehensive and clear description of benefits delivered as derived from the SOR and comprehensive examples of similar EA services.  Based on the evidence provided, the response demonstrates an ability to meet the requirement in full and requires no support from the Authority. |
| 3 | Provide CV's for the key individuals who will deliver the service. (Note: they must have worked on the examples provided above) | 3 | Extensive list of CVs with relevant detail provided.  Based on the evidence provided, the response demonstrates an ability to meet the requirement in full and/or the response demonstrates that the bidder would require minimal support from the Authority |
| 4 | Provide examples of where you have delivered enterprise architecture to support capability management and integration of complex systems | 5 | Clear, comprehensive examples utilising EA to deliver capability management and integrated systems.  Based on the evidence provided, the response demonstrates an ability to meet the requirement in full and requires no support from the Authority. |
| 5 | Describe how you provide Subject Matter Expertise on Land Domain system integration | 5 | Clear, comprehensive descriptions of provision of subject matter expertise on land system integration initiatives.  Based on the evidence provided, the response demonstrates an ability to meet the requirement in full and requires no support from the Authority. |
| 6 | Describe how you will ensure continuity of service and any dependencies on the MOD | 5 | Clear, comprehensive continuity planning.  Based on the evidence provided, the response demonstrates an ability to meet the requirement in full and requires no support from the Authority. |
| 7 | Describe how your service will integrate with Army HQ governance | 5 | Comprehensive description of how they are all linked into the Strategic center and the Design Authorities.  Based on the evidence provided, the response demonstrates an ability to meet the requirement in full and requires no support from the Authority. |
| 8 | Describe how you will ensure availability of cleared SQEP resource to deliver the service | 5 | Comprehensive strategy explaining how cleared SQEP will be provided from large SC pool of resource.  Based on the evidence provided, the response demonstrates an ability to meet the requirement in full and requires no support from the Authority. |
| 9 | Describe how you will identify opportunities for and resolve issues with the EA service | 3 | Sufficient evidence identifying opportunities and rapidly resolve issues.  Based on the evidence provided, the response demonstrates an ability to meet the requirement in full and/or the response demonstrates that the bidder would require minimal support from the Authority |
| **Technical Competence – Written Proposal Weighted Score received = 41 (Score Awarded) / 45 (Max Score possible \* 60% (Ratio weighting) = 54.67% out of a possible 60%** | | | |

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| **Ref** | **Cultural Fit - Written Proposal (5.00%)** | **Raw Score** | **Technical Feedback** |
| 1 | Describe your experience of working with Army HQ, other Front-Line Commands or other Government Departments | 3 | Sufficient evidence of working with Army HQ and other relevant departments including benefits and opportunities for exploitation.  Based on the evidence provided, the response demonstrates an ability to meet the requirement in full and/or the response demonstrates that the bidder would require minimal support from the Authority |
| 2 | Describe your experience of engaging non-technical audiences in Enterprise Architecture | 5 | Good examples provided, though could be clearer on what they are trying to say (for non-technical evaluators).  Based on the evidence provided, the response demonstrates an ability to meet the requirement in full and requires no support from the Authority. |
| 3 | Describe your experience of demonstrating the benefits of EA across Defence | 3 | Needs to be clearer and to expand their experience for non-EA evaluators; they would have scored higher.  Based on the evidence provided, the response demonstrates an ability to meet the requirement in full and/or the response demonstrates that the bidder would require minimal support from the Authority |
| 4 | Describe your organisational values and how they align with the culture of Army HQ | 3 | Sufficient evidence provided against values which align with those of the Army.  Based on the evidence provided, the response demonstrates an ability to meet the requirement in full and/or the response demonstrates that the bidder would require minimal support from the Authority |
| **Cultural Fit - Written Proposal – Weighted Score received = 14 (Score Awarded) / 20 (Max Score possible) \*5.00% (Ratio weighting) = 3.50% out of a possible 5.00%** | | | |
| **Ref** | **Social Values - Written Proposal (10.00%)** | **Raw Score** | **Technical Feedback** |
| 1 | In accordance with Framework Schedule 2: Services & Key Performance Indicators, Part A – Services, paragraph 1.1 the Contracting Body (i.e. the Authority) requires the supplier to provide how the intended scope of the Services under paragraph 2.1.2(a) Social Value will be met and provide supporting evidence. | 5 | Comprehensive evidence detailed.  Based on the evidence provided, the response demonstrates an ability to meet the requirement in full and requires no support from the Authority. |
| **Social Values - Written Proposal – Weighted Score received = 5 (Score Awarded) / 5 (Max Score possible) \*10.00% (Ratio weighting) = 10.00% out of a possible10.00%** | | | |

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| **Price (25.00%)** | |
| **Supplier Price Weighted Score** | **25.00%** |