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**United Kingdom-Salford: Business organisation services  
2015/S 234-425091**

**Prior information notice**

**Services**

Directive 2004/18/EC

**Section I: Contracting authority**

**I.1) Name, addresses and contact point(s)**

HM Revenue and Customs  
Ralli Quays, 3 Stanley Street  
M60 9LA Salford  
UNITED KINGDOM  
E-mail: [bevan.scarborough@hmrc.gsi.gov.uk](mailto:bevan.scarborough@hmrc.gsi.gov.uk)

**Further information can be obtained from:** The above mentioned contact point(s)

**I.2) Type of the contracting authority**

Ministry or any other national or federal authority, including their regional or local sub-divisions

**I.3) Main activity**

Other: direct and indirect taxes

**I.4) Contract award on behalf of other contracting authorities**

The contracting authority is purchasing on behalf of other contracting authorities: no

**Section II.B: Object of the contract (Supplies or services)**

**II.1) Title attributed to the contract by the contracting authority:**

Commercial Strategic Delivery Partner.

**II.2) Type of contract and place of delivery or of performance**

Service category No 11: Management consulting services [6] and related services  
NUTS code UK

**II.3) Information on framework agreement**

**II.4) Short description of nature and quantity or value of supplies or services:**

The purpose of this Prior Information Notice (PIN) is:

(a) to give potential tenderers advance notice that HM Revenue and Customs (HMRC) currently intend to undertake a tendering exercise for a Commercial Strategic Delivery Partner, further details of which are given below, and

(b) to advise potential tenderers of an upcoming Supplier Event which will be held on 09/12/2015 in London, at 13:00. Followed by opportunities to meet with HMRC on a one to one basis, to be arranged on the supplier day. HMRC has an external spend in excess of GBP 1 400 000 000 annually. Commercial Directorate, who sit within the Chief Finance Officer's Group (CFO) in HMRC have responsibility for and/or influence over all commercial arrangements covering this spend.

HMRC's commercial landscape and interaction with the market is changing significantly due to ongoing internal strategic programmes to transform it's IT and Estates operations and as a result of increasing Spending Review commitments.

The requirement is for a Commercial Strategic Delivery Partner (CSDP) with the experience and capacity to strengthen current senior commercial leadership and to develop and deliver our Commercial Strategy.

The fundamental approach required from the CSDP will be to:

—Mobilise — immediate injection of senior leadership capability and capacity — plus further resource injections for short-term specific tasks where required.

—Deliver — lead delivery against HMRC Commercial Strategy, Commercial Directorate Strategic Deployment Matrix (SDM) and HMRC/government corporate drivers.

—Sustain — build required future capability and capacity in-house and exit their resources in a controlled way.

To deliver this outcome, strategic direction will be set through our Commercial Strategy, which will continue to be driven by HMRC, and the CSDP will be required to support and provide guidance on it. We are looking for a supplier that can deliver a partnership approach, improving on things that aren't working well but nurturing those that do, and be an integral part of the commercial leadership team.

The CSDP will provide the additional resources required to deliver business as usual requirements and drive delivery of the strategy in conjunction with existing HMRC commercial leadership and staff. They will collaborate with key internal and external stakeholders, including other HMRC strategic partners. Capability development of, and skills transfer to, both the profession and business areas will be a key requirement of the CSDP to deliver the desired outcome.

The anticipated outputs/milestones for the CSDP will be based around our Commercial Strategy Delivery Plan, which has the following high level timeline:

—Mar 16 — develop/implement

—Mar 17 — implement/embed

—Mar 18 — deliver

HMRC are seeking to engage with organisations and consortia who might be interested in working with the Department to develop its requirements and commercial strategy.

Further details about the requirement will be available at the Supplier Event.

Estimated cost excluding VAT: 1 GBP

#### **Lots**

This contract is divided into lots: no

II.5) **Common procurement vocabulary (CPV)**

79996000, 79410000, 79411000, 79418000, 79411100, 79994000

II.6) **Scheduled date for start of award procedures**

18.1.2016

II.7) **Information about Government Procurement Agreement (GPA)**

The contract is covered by the Government Procurement Agreement (GPA): no

II.8) **Additional information:**

Due to the expected interest in the Supplier Event, places are restricted to a maximum of two persons per organisation.

To book a place at the Supplier Event on 9.12.2015, please send an email

[bevan.scarborough@hmrc.gsi.gov.uk](mailto:bevan.scarborough@hmrc.gsi.gov.uk) and [brendan.murtagh@hmrc.gsi.gov.uk](mailto:brendan.murtagh@hmrc.gsi.gov.uk) confirming:

(a) brief details of your organisation and

(b) the names of those attending on the organisation's behalf.

Please notify your interest as soon as possible and no later than 7.12.2015. Respondents will be provided with further details of the venue, timings, etc in advance of the Event.

### **Section III: Legal, economic, financial and technical information**

III.1) **Conditions relating to the contract**

III.1.1) **Main financing conditions and payment arrangements and/or reference to the relevant provisions governing them:**

Full details regarding legal, economic, financial and technical information to be provided at the tender stage will be detailed in the Contract Notice and/or in the tender documentation. Potential tenderers should be aware, however, that they may be required to forward the following information:

(a) a copy of the most recent audited accounts covering the tenderer's last 3 years of trading (or for the period that is available if trading for less than 3 years), or

(b) for the most recent full year of trading, where this information is not available in audited form, a copy of the draft or unaudited financial accounts or equivalent information showing the tenderer's turnover, profit and loss and cash flow position and an end period balance sheet or, where this cannot be provided, a statement signed by the finance director or similar responsible person detailing any major changes in the current financial position since the date of the latest audited accounts provided.

III.2) **Conditions for participation**

III.2.1) **Information about reserved contracts**

**Section VI: Complementary information**

VI.1) **Information about European Union funds**

The contract is related to a project and/or programme financed by European Union funds: no

VI.2) **Additional information:**

To view this notice, please click here:

<https://www.delta-esourcing.com/delta/viewNotice.html?noticeId=175489798>

GO Reference: GO-2015121-PRO-7390263.

VI.3) **Information on general regulatory framework**

VI.4) **Date of dispatch of this notice:**

1.12.2015