Gulp Digital  
Sussex Innovation Centre  
No. 1 Croydon  
12-16 Addiscombe Road  
Croydon, CR0 0XT

Attention:Redacted under FOI Section 40, Personal Information

Redacted under FOI Section 40, Personal Information

Date: 16/03/22

Procurement Ref.: 16233

Dear Redacted under FOI Section 40, Personal Information

**Award of contract for the Benchmarking Data Service Beta**

Further to your submission of a Tender/Proposal for the above Procurement, on behalf of the Cabinet Office (the “Authority”), I am writing to advise that the procurement is now complete.

I am pleased to inform you that your company ranked first in our evaluation and therefore we would like to award the Call-Off Contract to you.

The attached appendix provides detailed feedback on your submitted proposal.

The Call-Off Contract shall commence on the 21st day of March 2022 and expected to last up to 6 months. The total Call-Off Contract value shall be £363,975.00 excluding VAT.

This procurement activity was a further competition under Lot 1 of framework RM1043.7 Digital Outcomes and Specialists and the framework Terms and Conditions shall apply. A copy of the Call-Off Contract is provided with this Award Letter and includes those framework Terms and Conditions.

Please print and sign a copy and forward to the Procurement Lead electronically via email. They in turn will manage its ratification and return a copy for your records.

Please ensure that the signed copy of the Call-Off Contract is submitted via the e-sourcing suite by 12:00 noon on Friday 18th March 2022. You are reminded that no engagement with the Contracting Authority is permitted until a copy of the signed Call-Off Contract is received.

Should you have any queries regarding this or any other matter please do not hesitate to contact me.

Yours sincerely,

|  |  |
| --- | --- |
| Signed for and on behalf of the Cabinet Office | |
| Name: Redacted under FOI Section 40, Personal Information  Commercial Lead |  |
| Signature:  Redacted under FOI Section 40, Personal Information |  |
| Date: 16/03/22 |  |

**Appendix**

**Technical Envelope**

|  |  |  |
| --- | --- | --- |
| **Technical Criteria** | Gulp Digital | DXW |
| **Points carried from round 1 (Responses)** | 14 | 15 |
| Proposed supplier team structure, with evidence to demonstrate a strong team and how their skills and experience will deliver the required outcomes | 3 | 2 |
| Evidence that your proposed approach and methodology for delivery will successfully deliver working software to meet user needs and meet specified acceptance criteria. | 2 | 3 |
| Value for money and quality, assessed in comparison to other pitching suppliers. | 2 | 2 |
| Evidenced successful delivery of similar projects | 2 | 2 |
| Identification of risk and plan to mitigate them | 2 | 2 |
| Total Proposal | 11 | 11 |
| Case Study | 3 | 2 |
| **Total Technical** | 28 | 28 |
| **Cultural Fit Criteria** |  |  |
| **Can work with clients with low technical expertise** | 2 | 1 |
| **Work as a team with our organisation and other suppliers** | 2 | 2 |
| **Works openly and transparently** | 3 | 2 |
| **Challenge the status quo** | 2 | 1 |
| **Total Cultural Fit** | 9 | 6 |

**Commercial Envelope**

|  |  |  |
| --- | --- | --- |
| **Criteria** | **Gulp Digital** | **DXW** |
| Price Score | 1 | 0.97 |

**Combined Technical and Commercial Envelopes**

|  |  |  |
| --- | --- | --- |
| **Envelope** | **Gulp Digital** | **DXW** |
| Technical (40%) | 28.72 | 28.72 |
| Cultural (20%) | 15 | 10 |
| Commercial (40%) | 40 | 38.98 |
| **Total (%)** | **83.72%** | **77.70%** |
| **Ranking** | **1** | **2** |