

IRL-Letterkenny: business development consultancy services

OJ S 51/2012 14/03/2012

Contract notice

Services

Directive 2004/18/EC

Section I: Contracting authority

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**I.1. Name and addresses**

Official name: Udaras na Gaeltachta

Postal address: Páirc Ghnó Ghaoth Dobhair, Doirí Beaga, Leitir Ceanainn, Co. Dhún an nGall

Town: Leitir Ceanainn

Country: Ireland

For the attention of: Seán O'Gallachoir

E-mail: [ss.ogall@udaras.ie](mailto:ss.ogall@udaras.ie)

Telephone: +353 749560100

**Internet address(es):**

General address of the contracting authority: <http://www.udaras.ie/index.php>

**Additional information can be obtained from:**

the abovementioned address

**Specifications and additional documents (including documents for competitive dialogue and a dynamic purchasing system) can be obtained from:**

the abovementioned address

**Tenders or requests to participate must be submitted:** the abovementioned address

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

Regional or local agency/office

**I.3. Main activity**

Other: Economic, social and cultural development

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

The contracting authority is purchasing on behalf of other contracting authorities: yes

Official name: North East Partnership

Postal address: Ecos Centre, Kernohan's Lane

Town: Ballymena

Postal code: BT43 7QA

Country: United Kingdom

Section II: Object of the contract

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**II.1. Description**

**II.1.1. Title attributed to the contract by the contracting authority**

North East partnership - consultancy services - innovation and growth initiative.

**II.1.2. Type of contract and place of performance or delivery**

Services

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

Main site or place of performance: Donegal, Ballymena, Antrim, Ballymoney, Carrickfergus, Coleraine, Larne, Moyle and Newtownabbey.

NUTS code IE011 Border,UKN Northern Ireland

**II.1.3. Information about a framework agreement or a dynamic purchasing system**

The notice involves a public contract

**II.1.4. Information about framework agreement**

**II.1.5. Short description of the contract or purchase(s)**

The Authority is looking for a competent delivery agent to deliver the innovation and growth programme ("IGP"), which aims to support the creation of a dynamic, environmentally and economically sustainable enterprise culture, in particular for Small to Medium Enterprises ("SMEs"), throughout the North-East counties of Northern Ireland and County Donegal in the Republic of Ireland.

The IGP has been specifically designed to increase innovation activity within the SME sector to make it nationally and internationally competitive. It aims to achieve this by assisting SME's to define, identify, develop and realise opportunities for business expansion at the lowest possible risk and cost.

The IGP essentially promotes overseas collaboration and involves the owners of a product or service providing the rights for a specified market area to another company. This may be through a joint venture, licensing agreement or other form of strategic alliance. Therefore the delivery agent must have experience in the negotiation of licences and distribution agreements, both within the local and overseas markets. It is a truly global project and the countries involved shall be dictated by where the best opportunities are found for participants. Údarás na Gaeltachta as project partner with responsibility for day to day operations are now keen to pursue the necessary next steps in appointing the delivery partner for what will be a significant programme of activity. It is envisaged that significant individually tailored support will be provided to each participant; including the identification of actual business opportunities and / or negotiating and brokering deals for participating companies.

**II.1.6. CPV code(s)**

79411100 Business development consultancy services, 73220000 Development consultancy services

**II.1.7. Information about the Government Procurement Agreement (GPA)**

The procurement is covered by the Government Procurement Agreement: no

**II.1.8. Lots**

This contract is divided into lots: no

**II.1.9. Information about variants**

Variants will be accepted: no

**II.2. Scope of the procurement**

**II.2.1. Total quantity or scope**

Estimated value excluding VAT: 697 765,00 GBP

**II.2.2. Information about options**

**II.2.3. Information about renewals**

**II.3. Duration of the contract or time limit for completion**

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

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### **III.1. Conditions related to the contract**

#### **III.1.1. Deposits and guarantees required**

A parent company guarantee may be required.

#### **III.1.2. Main financing conditions and payment arrangements and/or reference to the relevant provisions governing them**

The form of the contract is provided in the invitation to tender. Bidder should be prepared to enter into the contract without material change.

#### **III.1.3. Legal form to be taken by the group of economic operators to whom the contract is to be awarded**

In the event of a group of companies submitting an acceptable offer, it will be necessary for each member of the group to sign an undertaking that each company will be jointly and severally liable for the satisfactory performance of the services. A group of companies may be required to form a legal entity with appropriate parent company guarantees as a condition of contract.

#### **III.1.4. Contract performance conditions**

The performance of the contract is subject to particular conditions: no

### **III.2. Conditions for participation**

#### **III.2.1. Suitability to pursue the professional activity, including requirements relating to enrolment on professional or trade registers**

List and brief description of conditions: Candidates should ensure that they do not meet any of the ineligibility conditions stated in Regulation 23 of the Public Contracts Regulations 2006 /Directive 2004/18 on the coordination of procedures for the award of public works contracts, public supply contracts and public services contracts.

#### **III.2.2. Economic and financial ability**

List and brief description of conditions: Further information is provided in the invitation to tender, which can be obtained from the contact point detailed in Section I.1.

Minimum level(s) of standards possibly required: Candidates require the following in order to be considered by the contracting authority for the contract:

- (a) A letter from the Candidate's funder/auditor/accountant confirming the Candidate is a going concern; and
- (b) Access to/ability to raise working capital of 25 000 GBP.

#### **III.2.3. Technical and professional ability**

List and brief description of conditions:

Further information is provided in the invitation to tender, which can be obtained from the contact point detailed in Section I.1.

#### **III.2.4. Information about reserved contracts**

### **III.3. Conditions specific to services contracts**

#### **III.3.1. Information about a particular profession**

Execution of the service is reserved to a particular profession: no

### **III.3.2. Information about staff responsible for the performance of the contract**

Obligation to indicate the names and professional qualifications of the staff assigned to performing the contract: no

## **Section IV: Procedure**

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### **IV.1. Type of procedure**

#### **IV.1.1. Type of procedure**

Open

#### **IV.1.2. Information about the limits on the number of candidates to be invited**

#### **IV.1.3. Information about reduction of the number of solutions or tenders during negotiation or dialogue**

### **IV.2. Award criteria**

#### **IV.2.1. Award criteria**

The most economically advantageous tender in terms of Criteria below

1. Quality. Weighting 75
2. Value for Money. Weighting 25

#### **IV.2.2. Information about electronic auction**

An electronic auction will be used: no

### **IV.3. Administrative information**

#### **IV.3.1. File reference number attributed by the contracting authority**

#### **IV.3.2. Previous publication concerning this procedure**

no

#### **IV.3.3. Conditions for obtaining specifications and additional documents or descriptive document**

#### **IV.3.4. Time limit for receipt of tenders or requests to participate**

24.4.2012 - 16:00

#### **IV.3.5. Estimated date of dispatch of invitations to tender or to participate to selected candidates**

#### **IV.3.6. Languages in which tenders or requests to participate may be submitted**

English. Irish.

#### **IV.3.7. Minimum time frame during which the tenderer must maintain the tender**

#### **IV.3.8. Conditions for opening of tenders**

## **Section VI: Complementary information**

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### **VI.1. Information about recurrence**

This is a recurrent procurement: no

### **VI.2. Information about European Union funds**

The procurement is related to a project and/or programme financed by European Union funds:  
yes

Identification of the project: The contract is to manage the delivery of the innovation and growth programme initiative for which the North East Partnership has been awarded funding under the Interreg IVA Programme for Northern Ireland, Border Counties of Ireland and Western Scotland 2007-2013.

### **VI.3. Additional information**

Copies of the invitation to tender and any other procurement documents may be obtained from the contact point detailed in Section I.1. Candidates should supply to the contracting authority a contact name, address and e-mail when submitting a request for the invitation to tender.

Please note that when submitting a request for the invitation to tender, candidates must confirm the e-mail address to which information regarding any possible clarifications and/or permitted amendments in respect of the documents may be sent. Failure to do so may result in the candidate not receiving important information regarding such clarifications and/or permitted amendments, and the contracting authority does not accept any liability in respect of any loss incurred as a result of a failure by candidates to provide a contact e-mail address to the contracting authority.

In relation to Section II.2.1, please note that the maximum level of funding available in respect of this contract is 697 765 GBP (the budget). Please note that the budget includes all expenses, including in particular travel expenses.

In addition, in relation to Section IV.3.6, please note that responses may be in Gaeilge, although if this is the case, a full English translation must be provided at no cost to the Authority.

To be considered for the award of the contract, candidates must complete and return the invitation to tender by no later than the date outlined at Section IV.3.4. Bidders that do not satisfy the selection test set out at section 6 of the ITT will not proceed to have their tender substantially evaluated and bidders are required to confirm their ability to deliver the services described in the ITT to this Budget and to indicate the number of consultancy days it will commit to do so. This will form part of the value for money assessment. It is anticipated that additional services over and above those included in the Budget may be required during the course of the contract and, in which case, these will be delivered by the successful bidder at the day rates to be proposed in its bid.

### **VI.4. Procedures for review**

#### **VI.4.1. Review body**

#### **VI.4.2. Review procedure**

#### **VI.4.3. Service from which information about the review procedure may be obtained**

### **VI.5. Date of dispatch of this notice**

9.3.2012