

FI-Espoo: Research and development services and related consultancy services

OJ S 124/2013 28/06/2013

Contract notice

Services

Directive 2004/18/EC

Section I: Contracting authority

I.1. Name and addresses

Official name: Profict Partners Oy

Postal address: Tekniikantie 14

Town: Espoo

Postal code: FI-02150

Country: Finland

Contact person: Profict Partners Oy

For the attention of: Petri Rinne

E-mail: petri.rinne@profict.fi

Telephone: +358 456777779

Internet address(es):

General address of the contracting authority: www.profict.fi

Address of the buyer profile: www.profict.fi

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

Other: Palvelut

I.3. Main activity

Other: Palvelut

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

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

Section II: Object of the contract

II.1. Description

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

Market Research Global Mobile Broadband

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: North America, Africa, Europe & Asia

NUTS code FIZ Extra-Regio NUTS 1

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

II.1.4. Information about framework agreement

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

Our customer offers a Mobile Broadband service which covers over 130 countries at a price level far below international roaming charges. Depending on traveling pattern, our customer has recognised that there is a potential for significant savings on data roaming expenses. Our customer is therefore able to offer solutions to international enterprise level customers.

The future growth of the company will be a result of good enterprise level customers and a strong partner network. These two elements together with their values are the core of their new strategy.

Our customer has invested in new product development. They have also changed the way they are developing products to better respond to customer and market requirements and end-user experience.

In this assignment, the consultant is expected to work as a customer representative having responsibility to lead the local market research and market testing activities, including but not limited to, contact local telecom operators and mobile broadband service providers and explore local pricing structure and price level in the target country. The consultant is expected to be able to quickly open doors to customers and target partners to establish a long list quickly and further explore whether there is a market to start business in the territory.

Our customer is preferably looking for one Consultant Company that can perform the assignment in all countries or area's listed. In order to be successful, the consultant needs to possess the following capabilities as a minimum requirement to be eligible to bid:

- A minimum of 10 years of experience in sales, business development or other commercial roles in the target sector,
- Very good understanding of the local telecom and mobile broadband market in the target area (s),
- Good overall understanding of solution sales and business development local and competitive landscape,
- Proven business development, partner management and sales skills also at Executive level,
- Existing references at above mentioned channels, that can be contacted,
- Capability to commit a minimum on 1/3 of resource time to the assignment.

Selection criteria among bidders, who fulfill the above criteria, are:

- Proven understanding of the local telecom and mobile broadband market and proven existing contacts. The proof of contacts can be a list of operators with contact names and roles. Weight 70%,
- Good overall understanding of solutions sales, channel management, business development locally and local competitive landscape validated by an interview. Weight 20%,
- Pricing. The offers need to specify the daily rate. All costs related to market research activities including travel within the territory need to be included in the proposal 10%.

II.1.6. CPV code(s)

73000000 Research and development services and related 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: yes

II.2. Scope of the procurement

II.2.1. Total quantity or scope

12-24 kuukautta (sopimuksen tekemisestä)

II.2.2. Information about options

Options: no

II.2.3. Information about renewals

This contract is subject to renewal: no

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

Duration in months: 24 (from the award of the contract)

Section III: Legal, economic, financial and technical information

III.1. Conditions related to the contract

III.1.1. Deposits and guarantees required

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

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

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: Must be a legally established entity.

III.2.2. Economic and financial ability

III.2.3. Technical and professional ability

List and brief description of conditions:

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quickly and to further explore whether there is a market to start business in the territory. Our customer is preferably looking for one Consultant Company that can perform the assignment in all countries or area's listed. In order to be successful, the consultant needs to possess the following capabilities as a minimum requirement to be eligible to bid:

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- Very good understanding of the local telecom and mobile broadband market in the target area (s),
- Good overall understanding of solution sales and business development local and competitive landscape,
- Proven business development, partner management and sales skills also at Executive level,
- Existing references at above mentioned channels, that can be contacted,
- Capability to commit a minimum on 1/3 of resource time to the assignment.

Selection criteria among bidders, who fulfill the above criteria, are:

- Proven understanding of the local telecom and mobile broadband market and proven existing contacts. The proof of contacts can be a list of operators with contact names and roles. Weight 70%,
- Good overall understanding of solutions sales, channel management, business development locally and local competitive landscape validated by an interview. Weight 20%,
- Pricing. The offers need to specify the daily rate. All costs related to market research activities including travel within the territory need to be included in the proposal 10%.

III.2.4. Information about reserved contracts

III.3. Conditions specific to services contracts

III.3.1. Information about a particular profession

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

Section IV: Procedure

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

Recourse to staged procedure to gradually reduce the number of solutions to be discussed or tenders to be negotiated no

IV.2. Award criteria

IV.2.1. Award criteria

The most economically advantageous tender in terms of Criteria below

1. Proven understanding of the local telecom and mobile broadband market and proven existing contacts. The proof of contacts can be a list of enterprise customers, telecom operators and mobile broadband service providers with contact names and roles.. Weighting 70

2. Good overall understanding of solutions sales, channel management, business development locally and local competitive landscape validated by an interview.. Weighting 20
3. The offers need to specify the daily rate. All costs related to market research activities including travel within the territory need to be included in the proposal. Weighting 10

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

ProfictMRMBB24062013

IV.3.2. Previous publication concerning this procedure

no

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

Payable documents: no

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

12.8.2013 - 23:00

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.

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

Duration in days: 14 (from the date stated for receipt of tender)

IV.3.8. Conditions for opening of tenders

Date: 13.8.2013 - 15:00

Persons authorised to be present at the opening of tenders: no

Section VI: Complementary information

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:
no

VI.3. Additional information

VI.4. Procedures for review

VI.4.1. Review body

Official name: Markkinaoikeus

Postal address: Radanrakentajantie 5

Town: Helsinki

Postal code: FI-00520

Country: Finland

E-mail: markkinaoikeus@oikeus.fi

Telephone: +358 295643300

Fax: +358 295643314

Internet address: <http://www.oikeus.fi/markkinaoikeus>

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

25.6.2013