

**United Kingdom-Salford: Analytical, scientific, mathematical or forecasting software development services**  
**OJ S 137/2016 19/07/2016**  
**Contract notice**  
**Services**

**Legal Basis:**

Directive 2014/24/EU

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**Section I: Contracting authority**

**I.1. Name and addresses**

Official name: HM Revenue & Customs (HMRC)  
Postal address: 5th Floor West Ralli Quays, 3 Stanley Street  
Town: Salford  
NUTS code: UKI11 Inner London - West  
Postal code: M60 9LA  
Country: United Kingdom  
Contact person: Tony Fellowes  
E-mail: [tony.fellowes@hmrc.gsi.gov.uk](mailto:tony.fellowes@hmrc.gsi.gov.uk)  
Telephone: +44 3000587724  
**Internet address(es):**  
Main address: [www.hmrc.gsi.gov.uk](http://www.hmrc.gsi.gov.uk)

**I.2. Information about joint procurement**

The contract is awarded by a central purchasing body

**I.3. Communication**

The procurement documents are available for unrestricted and full direct access, free of charge, at: <https://www.contractsfinder.service.gov.uk/Search>  
Additional information can be obtained from the abovementioned address  
Tenders or requests to participate must be submitted electronically via: <http://hmrc.supplier-eu.ariba.com/ad/register/SSOActions?type=full>  
Tenders or requests to participate must be submitted to the abovementioned address

**I.4. Type of the contracting authority**

Ministry or any other national or federal authority, including their regional or local subdivisions

**I.5. Main activity**

Other activity: Direct and indirect tax collection

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**Section II: Object**

**II.1. Scope of the procurement**

**II.1.1. Title**

Insolvency Analytics Solution.  
Reference number: 1605-PSCR-1428

**II.1.2. Main CPV code**

72212460 Analytical, scientific, mathematical or forecasting software development services

### **II.1.3. Type of contract**

Services

### **II.1.4. Short description**

HM Revenue & Customs (HMRC) are tendering for a partner to work alongside internal technical specialists in the development of a predictive analytics solution for managing insolvency risk.

### **II.1.5. Estimated total value**

Value excluding VAT: 5 000 000,00 GBP

### **II.1.6. Information about lots**

This contract is divided into lots: no

## **II.2. Description**

### **II.2.3. Place of performance**

NUTS code: UKI11 Inner London - West

Main site or place of performance: Inner London — West.

### **II.2.4. Description of the procurement**

HM Revenue & Customs (HMRC) are tendering for a partner to work alongside internal technical specialists in the development of an Insolvency Analytics Solution for managing insolvency risk.

To assist HMRC to bring in the tax owed to the Exchequer, we are seeking expertise and support from an external partner for the development of a predictive analytics solution that will alert us to emerging insolvency risk. The external partner must have highly relevant experience of modelling insolvency risk, for example from working on projects of a similar scale for other tax administrations, major retail banks, telecommunication or utility companies. HMRC will provide its own technical specialists to work with the external partner to create the analytics solution, using (as a minimum) HMRC existing data and tools.

During the development the partner will be required to co-locate within HMRC premises and take a 'knowledge transfer' approach to provide our staff with the knowledge, skills, and technical documentation needed to iterate and adjust the analytical solution with little or no ongoing support. A requirement will be for HMRC to own the Intellectual Property Rights for the eventual analytics solution.

HMRC is currently undergoing a major IT transformation. The analytics solution must be developed in a manner that will allow it to be readily integrated into, and used on, HMRC's IT infrastructure platforms. It will also need to be sufficiently flexible for HMRC to adjust or rebuild it to retain its functionality after any changes to HMRC's IT infrastructure.

HMRC will project manage the overall insolvency analytics project to deliver the solution to operational teams, but the contractor will be required to provide the resource and the plan to manage their analysts and their work, feeding into the overall HMRC Project as a specific work stream.

HMRC is not seeking to procure any additional IT or data analytics tools as part of this procurement.

The estimated value of £5 million provided at II.1.5) and II.2.6) is the total maximum budget including contingency and tendered charges therefore must be within this budget.

### **II.2.5. Award criteria**

Price is not the only award criterion and all criteria are stated only in the procurement documents

#### **II.2.6. Estimated value**

Value excluding VAT: 5 000 000,00 GBP

#### **II.2.7. Duration of the contract, framework agreement or dynamic purchasing system**

Duration in months: 12

This contract is subject to renewal: no

#### **II.2.10. Information about variants**

Variants will be accepted: no

#### **II.2.11. Information about options**

Options: no

#### **II.2.13. Information about European Union funds**

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

#### **II.2.14. Additional information**

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

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#### **III.1. Conditions for participation**

##### **III.1.2. Economic and financial standing**

List and brief description of selection criteria:

Full details regarding legal, economic, financial and technical information to be provided at the tender stage will be detailed 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 2 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.1.3. Technical and professional ability**

List and brief description of selection criteria:

The Contractor must have highly relevant successful experience of modelling insolvency risk, for example from working on projects of a similar scale for other tax administrations, retail banks, telecommunication or utility companies.

### **Section IV: Procedure**

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#### **IV.1. Description**

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

Open procedure

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

##### **IV.1.6.**

## **Information about electronic auction**

An electronic auction will be used Additional information about electronic auction:

The Authority reserves the right to use e-auctions as part of the tendering or procurement process.

### **IV.1.8. Information about the Government Procurement Agreement (GPA)**

The procurement is covered by the Government Procurement Agreement: yes

## **IV.2. Administrative information**

### **IV.2.1. Previous publication concerning this procedure**

Notice number in the OJ S: [2016/S 115-204256](#)

### **IV.2.2. Time limit for receipt of tenders or requests to participate**

Date: 15/08/2016 Local time: 12:00

### **IV.2.3. Estimated date of dispatch of invitations to tender or to participate to selected candidates**

### **IV.2.4. Languages in which tenders or requests to participate may be submitted**

English

### **IV.2.6. Minimum time frame during which the tenderer must maintain the tender**

Duration in months: 12 (from the date stated for receipt of tender)

### **IV.2.7. Conditions for opening of tenders**

Date: 15/08/2016 Local time: 12:00

Information about authorised persons and opening procedure: HMRC will be using an e-sourcing(e-tendering) tool/application for this procurement. This prevents any information provided by the applicant or tenderer from being viewed by the Authority until the e-sourcing event is closed. The e-sourcing (e-tendering) application will display the closing date and time for this particular tendering exercise within the event. The close time will be the earliest point at which the HMRC nominated or a tender defined evaluation team member will be able to open and view the tender responses. Therefore, the opening time for tenders will coincide with the close date and time for the event and all tenders will become visible to the HMRC nominated or event defined tender evaluation team in any place that provides access to the e-sourcing tool/application at that time.

## **Section VI: Complementary information**

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

This is a recurrent procurement: no

### **VI.2. Information about electronic workflows**

Electronic payment will be used

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

The contracting authority considers that this contract may be suitable for economic operators that are small or medium enterprises (SMEs). However, any selection of tenderers will be based solely on the criteria set out for the procurement. Economic operators who wish to view the tender documentation electronically can do so by searching on the Contracts Finder website: <https://sid4gov.cabinetoffice.gov.uk/login> 48 hours after the dispatch of this notice. The Awarding Authority (HMRC) use an HMRC instance of SAP Ariba Sourcing Pro (thereafter

referred to as HMRC's SAP Ariba) and this must be used to express an interest and/or bid for the opportunity. (Further information about HMRC's SAP Ariba is available on the HMRC website: [www.hmrc.gov.uk/about/supplying.htm](http://www.hmrc.gov.uk/about/supplying.htm)) Economic operators who have used HMRC's SAP Ariba previously will be registered as part of the HMRC Ariba Supplier Network and you should access the system to obtain your account ID number. Contact details on the system should be checked and, where necessary, additional users added to help avoid multiple registrations for the same organisation. Previously registered users having difficulty recovering their account ID number or identifying users within their organisation should email for assistance [sapariba.hmrcsupport@hmrc.gsi.gov.uk](mailto:sapariba.hmrcsupport@hmrc.gsi.gov.uk) Economic operators using HMRC's SAP Ariba for the first time, including suppliers who are already registered on the wider SAP Ariba supplier network, will need to register at <http://hmrc.supplier-eu.ariba.com/ad/register/SSOActions?type=full>. (You must ensure that you are directed to the registration page for HMRC's SAP Ariba, identified with the HMRC logo at the top of the page, and to do this you may need to cut and paste the web address directly into your web browser). You will receive a system generated email asking you to activate your SAP Ariba supplier account by verifying your email address. Once you have completed the activation process you will receive a further email confirming the 'registration process is now complete' and providing you with 'your organisation's account ID' number. If an email response from HMRC is not received within one working day of your request, please re-contact [sapariba.hmrcsupport@hmrc.gsi.gov.uk](mailto:sapariba.hmrcsupport@hmrc.gsi.gov.uk) (after first checking your spam in-box) notifying non-receipt and confirming when your registration request was first made.

Once you have obtained 'your account ID' number, please email [e.procurement@hmrc.gsi.gov.uk](mailto:e.procurement@hmrc.gsi.gov.uk) no later than 12:00 on 8.8.2016 with the following information as confirmation that you wish to express an interest and/or bid for the opportunity.

The contract reference shown in Section IV.3.1 of this Contract Notice

Your HMRC SAP Ariba account ID: AN

Your organisation's name:

Your name:

Your email address:

Your telephone number:

Economic operators who have complied with the foregoing will receive an e-mail confirming access to the online questionnaires. If access is not provided within one working day, please contact [e.procurement@hmrc.gsi.gov.uk](mailto:e.procurement@hmrc.gsi.gov.uk) (after first checking your spam in-box) notifying non-receipt and confirming when your request for access to the online questionnaires was first made.

Online questionnaires must be fully completed (and any associated hard-copy documents received by HMRC) no later than 12:00 on 15.8.2016. The deadline for clarification questions is 4.8.2016 with responses provided by the 08/08/16 which will allow the required 6 days for the information to be considered by Tenderers. Expressions of interest not submitted in the required form (or containing the requested information) may be rejected. (When requesting access to the online questionnaires, please notify HMRC if you have any accessibility issues (disabilities) which may prevent you from providing a high quality response using the online format. This will then allow HMRC to agree with you an appropriate format for you to view and respond to the requirements).

HMRC does not bind itself to accept any tender and reserves the right to accept any part of the tender unless the tenderer expressly stipulates to the contrary.

To view this notice, please click here:

<https://www.delta-esourcing.com/delta/viewNotice.html?noticeId=209510262>

GO Reference: GO-2016715-PRO-8485645.

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

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

Official name: See VI.4.2

Town: Salford

Country: United Kingdom

##### **VI.4.3. Review procedure**

Precise information on deadline(s) for review procedures:

HMRC will incorporate a minimum 10 calendar day standstill period at the time the award of the contract is communicated to tenderers. This period allows unsuccessful tenderers to seek further debriefing from the contracting authority before the contract is entered into. Such additional information should be requested from the address at I.1. Where a contract has not been entered into, the Court may order the setting aside of the award decision or order the Authority to amend any document and may award damages. If the contract has been entered into, the Court may only award damages.

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

15/07/2016