

**Ireland-Dublin: Sales, marketing and business intelligence software development services**  
**OJ S 96/2023 19/05/2023**  
**Contract award notice**  
**Services**

**Legal Basis:**

Directive 2014/24/EU

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**Section I: Contracting authority**

**I.1. Name and addresses**

Official name: Enterprise Ireland

National registration number: N/A

Postal address: The Plaza

Town: Dublin 3

NUTS code: IE Éire / Ireland

Postal code: East Point Business

Country: Ireland

Contact person: Eoin Wallace

E-mail: [eoin.wallace@enterprise-ireland.com](mailto:eoin.wallace@enterprise-ireland.com)

Telephone: +353 17272000

**Internet address(es):**

Main address: <http://www.enterprise-ireland.com>

Address of the buyer profile: <https://irl.eu-supply.com/ctm/Company/CompanyInformation/Index/434>

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

Body governed by public law

**I.5. Main activity**

Economic and financial affairs

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**Section II: Object**

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

**II.1.1. Title**

Business Development Platform

Reference number: 2022/03

**II.1.2. Main CPV code**

72212480 Sales, marketing and business intelligence software development services

**II.1.3. Type of contract**

Services

**II.1.4. Short description**

Establishment of a Single Party framework agreement for a Business Development and Prospecting Platform

**II.1.6.**

## **Information about lots**

This contract is divided into lots: no

### **II.1.7. Total value of the procurement**

Value excluding VAT: 1 500 000,00 EUR

## **II.2. Description**

### **II.2.2. Additional CPV code(s)**

72212211 Platform interconnectivity software development services, 72212482 Business intelligence software development services, 79400000 Business and management consultancy and related services, 79410000 Business and management consultancy services, 79411100 Business development consultancy services, 79990000 Miscellaneous business-related services

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

NUTS code: IE Éire / Ireland

Main site or place of performance: Enterprise Ireland, The Plaza, East Point Business Park, Dublin 3

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

Enterprise Ireland invites expressions of interest in relation to the Establishment of a Single Party framework agreement for a Business Development and Prospecting Platform

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

Quality criterion - Name: Fitness for Purpose of the Proposed Solution offered / Weighting: 45

Quality criterion - Name: Account Management, Supports and Service Level Agreement / Weighting: 10

Quality criterion - Name: Technical Merit of Team Proposed / Weighting: 10

Quality criterion - Name: Reliability & Continuity of Supply / Weighting: 10

Cost criterion - Name: Ultimate Cost / Weighting: 25

### **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**

Please consult the associated documentation, which contains full instructions regarding the submission of tenders in respect of this competition.

## **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**

The procurement involves the establishment of a framework agreement

#### **IV.1.8.**

## Information about the Government Procurement Agreement (GPA)

The procurement is covered by the Government Procurement Agreement: no

### IV.2. Administrative information

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

Notice number in the OJ S: [2022/S 033-085164](#)

#### IV.2.8. Information about termination of dynamic purchasing system

#### IV.2.9. Information about termination of call for competition in the form of a prior information notice

## Section V: Award of contract

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**Contract No:** 1

**Title:**

Business Development Platform

A contract/lot is awarded: yes

### V.2. Award of contract

#### V.2.1. Date of conclusion of the contract

01/06/2022

#### V.2.2. Information about tenders

Number of tenders received: 1

Number of tenders received from SMEs: 1

Number of tenders received by electronic means: 1

The contract has been awarded to a group of economic operators: no

#### V.2.3. Name and address of the contractor

Official name: LinkedIn Ireland Unlimited Company

National registration number: IE9740425P

Postal address: Wilton Place

Town: Dublin

NUTS code: IE Éire / Ireland

Postal code: Dublin 2

Country: Ireland

E-mail: [dormelynych@linkedin.com](mailto:dormelynych@linkedin.com)

Telephone: +353 861647298

Internet address: <http://www.linkedin.com>

The contractor is an SME: yes

#### V.2.4. Information on value of the contract/lot

Total value of the contract/lot: 1 500 000,00 EUR

#### V.2.5. Information about subcontracting

## Section VI: Complementary information

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### VI.3. Additional information

- 1) Interested parties must register their interest on the eTenders web site ([www.etenders.gov.ie](http://www.etenders.gov.ie)) in order to be included on the mailing list for clarifications. All information relating to attachments, including clarifications and changes, will be published on the Irish Government Procurement Opportunities Portal ([www.etenders.gov.ie](http://www.etenders.gov.ie)) only. Registration is free of charge. The contracting authority will not accept responsibility for information relayed (or not relayed) via third parties;
- 2) Suppliers must register their interest on the eTenders web site ([www.etenders.gov.ie](http://www.etenders.gov.ie)) in order to be included on the mailing list for clarifications and to respond electronically to the competition. There is a maximum upload limit of 2GB per document on etenders. Documents larger than this should be divided into smaller files prior to upload or zipped.
- 3) Should you experience difficulty when uploading documents please contact the eTenders Support Desk for technical assistance. Email [etenders@eu-supply.com](mailto:etenders@eu-supply.com) or Telephone: 353 (0) 21 243 92 77 (09:00am – 17:30pm GMT)
- 4) All queries regarding this tender requirement or process must be submitted through the Irish Government Procurement Opportunities Portal [www.etenders.gov.ie](http://www.etenders.gov.ie) (RFT ID:155414) as a specific question. Responses will be circulated to those tenderers that have registered an interest in this notice on [www.etenders.gov.ie](http://www.etenders.gov.ie) The details of the person making a query will not be disclosed when circulating the response
- 5) This is the sole call for competition for this contract/framework.
- 6) The contracting authority will not be responsible for any costs, charges or expenses incurred by candidates or tenderers.
- 7) Contract award will be subject to the approval of the competent authorities.
- 8) It will be a condition of award that the successful tenderer is and remains tax compliant.
- 9) At its absolute discretion, the contracting authority may elect to terminate this procurement process, the framework agreement or any contract awarded under the framework agreement at any time.
- 10) Please note in relation to all documents, that where reference is made to a particular standard, make, source, process, trademark, type or patent, that this is not to be regarded as a de facto requirement. In all such cases it should be understood that such indications are to be treated strictly and solely for reference purposes only, to which the words "or equivalent" will always be appended.
- 11) Without prejudice to the principle of equal treatment, the contracting authority is not obliged to engage in a clarification process in respect of the procurement documents with missing or incomplete information. Therefore, respondents are advised to ensure that they return completed documentation in order to avoid the risk of elimination from the competition.

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

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

Official name: High Court  
Postal address: Inns Quay  
Town: Dublin  
Postal code: D7  
Country: Ireland  
Internet address: [www.courts.ie](http://www.courts.ie)

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

16/05/2023