

Ireland-Dublin: Management training services
OJ S 200/2023 17/10/2023
Contract award notice
Services

Legal Basis:

Directive 2014/24/EU

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: Greenville on behalf of Enterprise Ireland

E-mail: enterprise-ireland@greenville.ie

Telephone: +353 14020114

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

Section II: Object

II.1. Scope of the procurement

II.1.1. Title

Tender for the Establishment of six Multi-Party framework agreements for the development and delivery of Sales and Marketing Training for Enterprise Ireland in Lots 1- 5

Reference number: 2020/24

II.1.2. Main CPV code

80532000 Management training services

II.1.3. Type of contract

Services

II.1.4. Short description

Enterprise Ireland proposes to engage in a competitive process for the establishment of a number of multi-party framework agreements for the development and delivery of sales and marketing Training for Enterprise Ireland in five lots.

For clarity,

Lots 1 – 5 will be for the development and delivery of sales and marketing training

Lot 1 – Training in Continuous Intelligence Gathering and Customer Value Proposition

Lot 2 – Training in Sales Process and Route to Market

Lot 3 – Training in External and Internal Communications

Lot 4 – Training in Managing Resources in a Sales Context– both People and Financial

Lot 5 – Training in Future Planned Sales and Marketing requirements, including Managed Learning providers. The members of lots 1 to 4 will automatically be appointed to lot 5

II.1.6. Information about lots

This contract is divided into lots: yes

II.1.7. Total value of the procurement

Value excluding VAT: 2 800 000,00 EUR

II.2. Description

II.2.1. Title

Lot 1 – Training in Continuous Intelligence Gathering and Customer Value Proposition

Lot No: 1

II.2.2. Additional CPV code(s)

80000000 Education and training services, 80500000 Training services, 80510000 Specialist training services, 80511000 Staff training services, 80521000 Training programme services, 80522000 Training seminars, 80531000 Industrial and technical training services, 80531100 Industrial training services

II.2.3. Place of performance

NUTS code: IE Éire / Ireland

Main site or place of performance: D03 E5R6

II.2.4. Description of the procurement

Lot 1 - Continuous Intelligence Gathering and Customer Value Proposition (Masterclass in Customer Value Proposition)

Intelligence gathering is at the core of good business decision making. Enterprise Ireland seeks to give clients the habit of distilling knowledge from information in a systematic, ongoing, team-based manner.

Customer Value Proposition is looking at what your product or services offer and describing it in a way that client's value. It is linked to Intelligence gathering as without knowing clients you cannot know articulate how best to meet their needs. Without knowing competitors, it is impossible to describe how the offer proposed is better.

II.2.5. Award criteria

Quality criterion - Name: Proposed methodology for delivery of the required services / Weighting: 3000

Quality criterion - Name: Technical Merit and Roles of the Team Proposed / Weighting: 3000

Quality criterion - Name: Project Management and Communication Plan / Weighting: 1000

Price - Weighting: 3000

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 and is available to download from www.etenders.gov.ie using RFT ID 181524.

II.2. Description

II.2.1. Title

Lot 2 – Training in Sales Process and Route to Market
Lot No: 2

II.2.2. Additional CPV code(s)

80000000 Education and training services, 80500000 Training services, 80510000 Specialist training services, 80511000 Staff training services, 80521000 Training programme services, 80522000 Training seminars, 80531000 Industrial and technical training services, 80531100 Industrial training services

II.2.3. Place of performance

NUTS code: IE Éire / Ireland
Main site or place of performance: D03 E5R6

II.2.4. Description of the procurement

Lot 2 - Sales Process and Route to Market – (Masterclass in Digital Lead Generation and Pipeline Management)
Identifying the optimal way of reaching clients (Route to Market), and then repeatably making sales through this channel is key (Sales Process). Both build on Market Intel / Value Prop and rely on having the right resources in place.
Example workshops that could be run under this lot include Virtual selling, Inbound marketing strategies, Lead Generation and Sales Pipeline Management, Partnering, leveraging investments in CRM (software for managing Customer Relationships), leveraging Retail channels and Digital B2C (Business to Consumer) selling, working with a Multinational selling Platforms (such as Amazon or E Bay).

II.2.5. Award criteria

Quality criterion - Name: Proposed methodology for delivery of the required services /
Weighting: 3000
Quality criterion - Name: Technical Merit and Roles of the Team Proposed / Weighting: 3000
Quality criterion - Name: Project Management and Communication Plan / Weighting: 1000
Price - Weighting: 3000

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 and is available to download from www.etenders.gov.ie using RFT ID 181524

II.2. Description

II.2.1. Title

Lot 3 – Training in External and Internal Communications
Lot No: 3

II.2.2. Additional CPV code(s)

80000000 Education and training services, 80500000 Training services, 80510000 Specialist training services, 80511000 Staff training services, 80521000 Training programme services, 80522000 Training seminars, 80531000 Industrial and technical training services, 80531100 Industrial training services

II.2.3. Place of performance

NUTS code: IE Éire / Ireland
Main site or place of performance: D03 E5R6

II.2.4. Description of the procurement

Lot 3 – External and Internal Communication – (Masterclass in Virtual Selling)
It is worthless to have a great proposition, if clients don't know about it (External Communications). Without Internal Communications, the team will not understand the importance of their role, nor the part they have to play in the overall process.
Building on the information from the other areas, example workshops that could be run under this lot include, Intercultural Communication, Digital Marketing and SEO (Search Engine optimisation), Effective SME PR (Public Relations) and brand awareness, Selling and pitching skills (both virtual and face to face)

II.2.5. Award criteria

Quality criterion - Name: Proposed methodology for delivery of the required services / Weighting: 3000
Quality criterion - Name: Technical Merit and Roles of the Team Proposed / Weighting: 3000
Quality criterion - Name: Project Management and Communication Plan / Weighting: 1000
Price - Weighting: 3000

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 and is available to download from www.etenders.gov.ie using RFT ID 181524

II.2. Description

II.2.1. Title

Lot 4 – Training in Managing Resources in a Sales Context– both People and Financial
Lot No: 4

II.2.2. Additional CPV code(s)

80000000 Education and training services, 80500000 Training services, 80510000 Specialist training services, 80511000 Staff training services, 80521000 Training programme services, 80522000 Training seminars, 80531000 Industrial and technical training services, 80531100 Industrial training services

II.2.3. Place of performance

NUTS code: IE Éire / Ireland

Main site or place of performance: D03 E5R6

II.2.4. Description of the procurement

Lot 4 - Managing Resources in a Sales Context– both People and Financial (Masterclass in Digital Product Management)

Without the people to execute Sales and Marketing plans nothing will happen. Without Financial plans in place, showing a return on investment, no hires will be made. And when making hires, getting the right people and aligning the entire company towards Sales and Marketing goals is crucial.

Example workshops that could be run under this lot include Digital Product Management, Sales Forecasting, Strategic planning for Sales and Marketing, Effective Sales Team Management and Meetings, and the hiring of Sales and Marketing people and teams, how to manage an overseas presence (team) but also a Strategic view of the Sales function e.g. decisions on which markets to prioritize and why.

II.2.5. Award criteria

Quality criterion - Name: Proposed methodology for delivery of the required services / Weighting: 3000

Quality criterion - Name: Technical Merit and Roles of the Team Proposed / Weighting: 3000

Quality criterion - Name: Project Management and Communication Plan / Weighting: 1000

Price - Weighting: 3000

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 and is available to download from www.etenders.gov.ie using RFT ID 181524

II.2. Description

II.2.1. Title

Lot 5 – Training in Future Planned Sales and Marketing requirements, incl. Managed Learning provid

Lot No: 5

II.2.2. Additional CPV code(s)

80000000 Education and training services, 80500000 Training services, 80510000 Specialist

training services, 80511000 Staff training services, 80521000 Training programme services, 80522000 Training seminars, 80531000 Industrial and technical training services, 80531100 Industrial training services

II.2.3. Place of performance

NUTS code: IE Éire / Ireland

Main site or place of performance: D03 E5R6

II.2.4. Description of the procurement

ot 5 - Future Planned Sales and Marketing Training (to be defined), including Managed Learning providers.

Due to the nature of the area of Sales and Marketing training across all sectors, it is not possible at this time to identify all areas of training for the duration of the framework. As a result, lot 5 will be for all training requirements that have not yet been identified.

This section also includes services from Managed Learning providers to source subject matter experts and support their creating and delivery of Sales and Marketing training.

II.2.5. Award criteria

Price

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 and is available to download from www.etenders.gov.ie using RFT ID 181524

Section IV: Procedure

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: yes

IV.2. Administrative information

IV.2.1. Previous publication concerning this procedure

Notice number in the OJ S: [2020/S 248-617741](https://eur-lex.europa.eu/eli/s/2020/S_248-617741)

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

Contract No: 1

Lot No: 1

Title:

Lot 1 – Training in Continuous Intelligence Gathering and Customer Value Proposition

A contract/lot is awarded: yes

V.2. Award of contract

V.2.1. Date of conclusion of the contract

25/01/2021

V.2.2. Information about tenders

Number of tenders received: 9

Number of tenders received from SMEs: 9

Number of tenders received by electronic means: 9

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

V.2.3. Name and address of the contractor

Official name: Earthcrosser Ventures

National registration number: IE3534856UH

Postal address: 42 Pearse Street

Town: Dublin

NUTS code: IE Éire / Ireland

Postal code: Dublin

Country: Ireland

E-mail: ruben.hamilius@businessgames.ie

Telephone: +353 876338687

Internet address: <http://www.businessgames.ie>

The contractor is an SME: yes

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

Total value of the contract/lot: 475 000,00 EUR

V.2.5. Information about subcontracting

Section V: Award of contract

Contract No: 2

Lot No: 1

Title:

Lot 1 – Training in Continuous Intelligence Gathering and Customer Value Proposition

A contract/lot is awarded: yes

V.2. Award of contract

V.2.1. Date of conclusion of the contract

25/01/2021

V.2.2. Information about tenders

Number of tenders received: 9

Number of tenders received by electronic means: 9

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

V.2.3. Name and address of the contractor

Official name: IMS Marketing

National registration number: 9732911F

Postal address: No1 Howley Square, Main Street, Oranmore

Town: Galway

NUTS code: IE Éire / Ireland

Postal code: Galway

Country: Ireland

E-mail: kevin@imsmarketing.ie

Telephone: +353 91739450

Internet address: <http://www.imsmarketing.ie>

The contractor is an SME: yes

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

Total value of the contract/lot: 475 000,00 EUR

V.2.5. Information about subcontracting**Section V: Award of contract**

Contract No: 3

Lot No: 1

Title:

Lot 1 – Training in Continuous Intelligence Gathering and Customer Value Proposition

A contract/lot is awarded: yes

V.2. Award of contract**V.2.1. Date of conclusion of the contract**

25/01/2021

V.2.2. Information about tenders

Number of tenders received: 9

Number of tenders received by electronic means: 9

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

V.2.3. Name and address of the contractor

Official name: KnowledgeWorks

National registration number: 6670701A

Postal address: 5 The Court, Lutterell Hall

Town: Dunboyne

NUTS code: IE Éire / Ireland

Postal code: Meath

Country: Ireland

E-mail: rbell@knowledgeworks.ie

Telephone: +353 872321381
Internet address: <http://www.knowledgeworks.ie>
The contractor is an SME: yes

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

Total value of the contract/lot: 475 000,00 EUR

V.2.5. Information about subcontracting

Section V: Award of contract

Contract No: 4

Lot No: 1

Title:

Lot 1 – Training in Continuous Intelligence Gathering and Customer Value Proposition

A contract/lot is awarded: yes

V.2. Award of contract

V.2.1. Date of conclusion of the contract

25/01/2021

V.2.2. Information about tenders

Number of tenders received: 9

Number of tenders received by electronic means: 9

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

V.2.3. Name and address of the contractor

Official name: OCO

National registration number: GB 929 2592 90

Postal address: 6 Citylink Business Park

Town: Belfast

NUTS code: UK United Kingdom

Postal code: Antrim

Country: United Kingdom

E-mail: tenders@ocoglobal.com

Telephone: +44 2890241849

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

The contractor is an SME: yes

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

Total value of the contract/lot: 475 000,00 EUR

V.2.5. Information about subcontracting

Section V: Award of contract

Contract No: 5

Lot No: 1

Title:

Lot 1 – Training in Continuous Intelligence Gathering and Customer Value Proposition

A contract/lot is awarded: yes

V.2. Award of contract

V.2.1. Date of conclusion of the contract

25/01/2021

V.2.2. Information about tenders

Number of tenders received: 9

Number of tenders received by electronic means: 9

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

V.2.3. Name and address of the contractor

Official name: Shaping Business Ltd

National registration number: GB831526934

Postal address: 11 Market Place

Town: Macclesfield

NUTS code: UK United Kingdom

Postal code: Cheshire

Country: United Kingdom

E-mail: ray.clarke@shapingbusiness.com

Telephone: +44 1625610110

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

The contractor is an SME: yes

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

Total value of the contract/lot: 475 000,00 EUR

V.2.5. Information about subcontracting

Section V: Award of contract

Contract No: 6

Lot No: 2

Title:

Lot 2 – Training in Sales Process and Route to Market

A contract/lot is awarded: yes

V.2. Award of contract

V.2.1. Date of conclusion of the contract

25/01/2021

V.2.2. Information about tenders

Number of tenders received: 9

Number of tenders received by electronic means: 9

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

V.2.3. Name and address of the contractor

Official name: IMS Marketing

National registration number: 9732911F
Postal address: No1 Howley Square, Main Street, Oranmore
Town: Galway
NUTS code: IE Éire / Ireland
Postal code: Galway
Country: Ireland
E-mail: kevin@imsmarketing.ie
Telephone: +353 91739450
Internet address: <http://www.imsmarketing.ie>
The contractor is an SME: yes

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

Total value of the contract/lot: 475 000,00 EUR

V.2.5. Information about subcontracting

Section V: Award of contract

Contract No: 7

Lot No: 2

Title:

Lot 2 – Training in Sales Process and Route to Market

A contract/lot is awarded: yes

V.2. Award of contract

V.2.1. Date of conclusion of the contract

25/01/2021

V.2.2. Information about tenders

Number of tenders received: 9

Number of tenders received by electronic means: 9

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

V.2.3. Name and address of the contractor

Official name: OCO

National registration number: GB 929 2592 90

Postal address: 6 Citylink Business Park

Town: Belfast

NUTS code: UK United Kingdom

Postal code: Antrim

Country: United Kingdom

E-mail: tenders@ocoglobal.com

Telephone: +44 2890241849

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

The contractor is an SME: yes

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

Total value of the contract/lot: 475 000,00 EUR

V.2.5. Information about subcontracting

Section V: Award of contract

Contract No: 8

Lot No: 2

Title:

Lot 2 – Training in Sales Process and Route to Market

A contract/lot is awarded: yes

V.2. Award of contract

V.2.1. Date of conclusion of the contract

25/01/2021

V.2.2. Information about tenders

Number of tenders received: 9

Number of tenders received by electronic means: 9

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

V.2.3. Name and address of the contractor

Official name: Shaping Business Ltd

National registration number: GB831526934

Postal address: 11 Market Place

Town: Macclesfield

NUTS code: UK United Kingdom

Postal code: Cheshire

Country: United Kingdom

E-mail: ray.clarke@shapingbusiness.com

Telephone: +44 1625610110

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

The contractor is an SME: yes

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

Total value of the contract/lot: 475 000,00 EUR

V.2.5. Information about subcontracting

Section V: Award of contract

Contract No: 9

Lot No: 2

Title:

Lot 2 – Training in Sales Process and Route to Market

A contract/lot is awarded: yes

V.2. Award of contract

V.2.1. Date of conclusion of the contract

25/01/2021

V.2.2. Information about tenders

Number of tenders received: 9

Number of tenders received by electronic means: 9

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

V.2.3. Name and address of the contractor

Official name: Smart Talent Group

National registration number: 3476573MH

Postal address: 34 Weston Drive

Town: County Dublin

NUTS code: IE Éire / Ireland

Postal code: K78 VX28

Country: Ireland

E-mail: michael.mcgowan@smarntalentgroup.com

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

The contractor is an SME: yes

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

Total value of the contract/lot: 475 000,00 EUR

V.2.5. Information about subcontracting**Section V: Award of contract**

Contract No: 10

Lot No: 2

Title:

Lot 2 – Training in Sales Process and Route to Market

A contract/lot is awarded: yes

V.2. Award of contract**V.2.1. Date of conclusion of the contract**

25/01/2021

V.2.2. Information about tenders

Number of tenders received: 9

Number of tenders received by electronic means: 9

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

V.2.3. Name and address of the contractor

Official name: Tenego Partnering Limited

National registration number: IE6390838S

Postal address: NSC Campus, Mahon, Cork

Town: Cork

NUTS code: IE Éire / Ireland

Postal code: Cork

Country: Ireland

E-mail: donagh@tenego.com

Telephone: +353 212307117

Fax: +353 214580525

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

The contractor is an SME: yes

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

Total value of the contract/lot: 475 000,00 EUR

V.2.5. Information about subcontracting

Section V: Award of contract

Contract No: 11

Lot No: 3

Title:

Lot 3 – Training in External and Internal Communications

A contract/lot is awarded: yes

V.2. Award of contract

V.2.1. Date of conclusion of the contract

25/01/2021

V.2.2. Information about tenders

Number of tenders received: 9

Number of tenders received by electronic means: 9

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

V.2.3. Name and address of the contractor

Official name: IMS Marketing

National registration number: 9732911F

Postal address: No1 Howley Square, Main Street, Oranmore

Town: Galway

NUTS code: IE Éire / Ireland

Postal code: Galway

Country: Ireland

E-mail: kevin@imsmarketing.ie

Telephone: +353 91739450

Internet address: <http://www.imsmarketing.ie>

The contractor is an SME: yes

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

Total value of the contract/lot: 475 000,00 EUR

V.2.5. Information about subcontracting

Section V: Award of contract

Contract No: 12

Lot No: 3

Title:

Lot 3 – Training in External and Internal Communications

A contract/lot is awarded: yes

V.2. Award of contract

V.2.1. Date of conclusion of the contract

25/01/2021

V.2.2. Information about tenders

Number of tenders received: 9

Number of tenders received by electronic means: 9

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

V.2.3. Name and address of the contractor

Official name: OCO

National registration number: GB 929 2592 90

Postal address: 6 Citylink Business Park

Town: Belfast

NUTS code: UK United Kingdom

Postal code: Antrim

Country: United Kingdom

E-mail: tenders@ocoglobal.com

Telephone: +44 2890241849

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

The contractor is an SME: yes

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

Total value of the contract/lot: 475 000,00 EUR

V.2.5. Information about subcontracting

Section V: Award of contract

Contract No: 13

Lot No: 4

Title:

Lot 4 – Training in Managing Resources in a Sales Context– both People and Financial

A contract/lot is awarded: yes

V.2. Award of contract

V.2.1. Date of conclusion of the contract

25/01/2021

V.2.2. Information about tenders

Number of tenders received: 9

Number of tenders received by electronic means: 9

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

V.2.3. Name and address of the contractor

Official name: IMS Marketing

National registration number: 9732911F
Postal address: No1 Howley Square, Main Street, Oranmore
Town: Galway
NUTS code: IE Éire / Ireland
Postal code: Galway
Country: Ireland
E-mail: kevin@imsmarketing.ie
Telephone: +353 91739450
Internet address: <http://www.imsmarketing.ie>
The contractor is an SME: yes

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

Total value of the contract/lot: 475 000,00 EUR

V.2.5. Information about subcontracting

Section V: Award of contract

Contract No: 14

Lot No: 4

Title:

Lot 4 – Training in Managing Resources in a Sales Context– both People and Financial

A contract/lot is awarded: yes

V.2. Award of contract

V.2.1. Date of conclusion of the contract

25/01/2021

V.2.2. Information about tenders

Number of tenders received: 9

Number of tenders received by electronic means: 9

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

V.2.3. Name and address of the contractor

Official name: OCO

National registration number: GB 929 2592 90

Postal address: 6 Citylink Business Park

Town: Belfast

NUTS code: UK United Kingdom

Postal code: Antrim

Country: United Kingdom

E-mail: tenders@ocoglobal.com

Telephone: +44 2890241849

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

The contractor is an SME: yes

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

Total value of the contract/lot: 475 000,00 EUR

V.2.5. Information about subcontracting

Section V: Award of contract

Contract No: 15

Lot No: 5

Title:

Lot 5 – Training in Future Planned Sales and Marketing requirements, incl. Managed Learning provid

A contract/lot is awarded: yes

V.2. Award of contract

V.2.1. Date of conclusion of the contract

25/01/2021

V.2.2. Information about tenders

Number of tenders received: 9

Number of tenders received by electronic means: 9

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

V.2.3. Name and address of the contractor

Official name: Earthcrosser Ventures

National registration number: IE3534856UH

Postal address: 42 Pearse Street

Town: Dublin

NUTS code: IE Éire / Ireland

Postal code: Dublin

Country: Ireland

E-mail: ruben.hamilius@businessgames.ie

Telephone: +353 876338687

Internet address: <http://www.businessgames.ie>

The contractor is an SME: yes

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

Total value of the contract/lot: 475 000,00 EUR

V.2.5. Information about subcontracting

Section V: Award of contract

Contract No: 16

Lot No: 5

Title:

Lot 5 – Training in Future Planned Sales and Marketing requirements, incl. Managed Learning provid

A contract/lot is awarded: yes

V.2. Award of contract

V.2.1. Date of conclusion of the contract

25/01/2021

V.2.2. Information about tenders

Number of tenders received: 9

Number of tenders received by electronic means: 9

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

V.2.3. Name and address of the contractor

Official name: IMS Marketing

National registration number: 9732911F

Postal address: No1 Howley Square, Main Street, Oranmore

Town: Galway

NUTS code: IE Éire / Ireland

Postal code: Galway

Country: Ireland

E-mail: kevin@imsmarketing.ie

Telephone: +353 91739450

Internet address: <http://www.imsmarketing.ie>

The contractor is an SME: yes

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

Total value of the contract/lot: 900 000,00 EUR

V.2.5. Information about subcontracting**Section V: Award of contract**

Contract No: 17

Lot No: 5

Title:

Lot 5 – Training in Future Planned Sales and Marketing requirements, incl. Managed Learning provid

A contract/lot is awarded: yes

V.2. Award of contract**V.2.1. Date of conclusion of the contract**

25/01/2021

V.2.2. Information about tenders

Number of tenders received: 9

Number of tenders received by electronic means: 9

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

V.2.3. Name and address of the contractor

Official name: KnowledgeWorks

National registration number: 6670701A

Postal address: 5 The Court, Lutterell Hall

Town: Dunboyne

NUTS code: IE Éire / Ireland

Postal code: Meath
Country: Ireland
E-mail: rbell@knowledgeworks.ie
Telephone: +353 872321381
Internet address: <http://www.knowledgeworks.ie>
The contractor is an SME: yes

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

Total value of the contract/lot: 90 000,00 EUR

V.2.5. Information about subcontracting

Section V: Award of contract

Contract No: 18

Lot No: 5

Title:

Lot 5 – Training in Future Planned Sales and Marketing requirements, incl. Managed Learning provid

A contract/lot is awarded: yes

V.2. Award of contract

V.2.1. Date of conclusion of the contract

25/01/2021

V.2.2. Information about tenders

Number of tenders received: 9

Number of tenders received by electronic means: 9

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

V.2.3. Name and address of the contractor

Official name: OCO

National registration number: GB 929 2592 90

Postal address: 6 Citylink Business Park

Town: Belfast

NUTS code: UK United Kingdom

Postal code: Antrim

Country: United Kingdom

E-mail: tenders@ocoglobal.com

Telephone: +44 2890241849

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

The contractor is an SME: yes

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

Total value of the contract/lot: 900 000,00 EUR

V.2.5. Information about subcontracting

Section V: Award of contract

Contract No: 19

Lot No: 5

Title:

Lot 5 – Training in Future Planned Sales and Marketing requirements, incl. Managed Learning provid

A contract/lot is awarded: yes

V.2. Award of contract

V.2.1. Date of conclusion of the contract

25/01/2021

V.2.2. Information about tenders

Number of tenders received: 9

Number of tenders received by electronic means: 9

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

V.2.3. Name and address of the contractor

Official name: Smart Talent Group

National registration number: 3476573MH

Postal address: 34 Weston Drive

Town: County Dublin

NUTS code: IE Éire / Ireland

Postal code: K78 VX28

Country: Ireland

E-mail: michael.mcgowan@smarthalentgroup.com

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

The contractor is an SME: yes

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

Total value of the contract/lot: 900 000,00 EUR

V.2.5. Information about subcontracting

Section V: Award of contract

Contract No: 20

Lot No: 5

Title:

Lot 5 – Training in Future Planned Sales and Marketing requirements, incl. Managed Learning provid

A contract/lot is awarded: yes

V.2. Award of contract

V.2.1. Date of conclusion of the contract

25/10/2021

V.2.2.

Information about tenders

Number of tenders received: 9

Number of tenders received by electronic means: 9

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

V.2.3. Name and address of the contractor

Official name: Tenego Partnering Limited

National registration number: IE6390838S

Postal address: NSC Campus, Mahon, Cork

Town: Cork

NUTS code: IE Éire / Ireland

Postal code: Cork

Country: Ireland

E-mail: donagh@tenego.com

Telephone: +353 212307117

Fax: +353 214580525

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

The contractor is an SME: yes

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

Total value of the contract/lot: 900 000,00 EUR

V.2.5. Information about subcontracting

Section VI: Complementary information

VI.3. Additional information

- 1) Interested parties must register their interest on the eTenders web site (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) 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) 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 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 (RFT ID:145645) as a specific question. Responses will be circulated to those tenderers that have registered an interest in this notice on 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: The High Court

Postal address: Inns Quay

Town: Dublin 7

Country: Ireland

E-mail: highcourtcentraloffice@courts.ie

Telephone: +353 18886000

Fax: +353 18886000

Internet address: www.courts.ie

VI.4.3. Review procedure

Precise information on deadline(s) for review procedures:

The contract / framework is covered by the application of the Remedies Directive and the relevant standstill period applied at time of notification.

VI.5. Date of dispatch of this notice

12/10/2023