



Crown
Commercial
Service

G-Cloud 14 Supplier Information Session

Wednesday 13 December 23

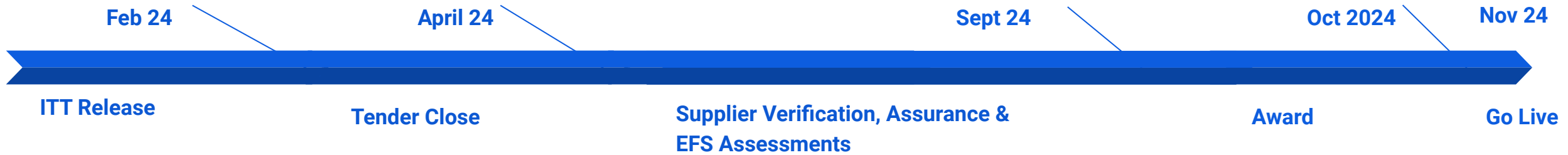
**Power to your
procurement**

Agenda

| Topic | Presented by | Timing |
|------------------------------|----------------------------|---------------|
| Welcome Housekeeping | techUK - Heather Cover-Kus | 14:00 - 14.05 |
| Introduction | CCS - Tony Brown | 14:05 - 14:10 |
| Recap on previous engagement | | |
| Application process | CCS- Hayley Wilson | 1410 - 14:15 |
| Selection Questionnaire | CCS - Tony Brown | 14:15 - 14:20 |
| Clarification process | CCS - Tony Brown | 14:20 - 14:25 |
| Economic Financial Standing | CCS - Mark Pepperell | 14:25 - 14:40 |
| Close | techUK - Heather Cover-Kus | 14:40 - 14:45 |

Estimated Timeline

Timeline for GC14



The above timeline is estimated as work is still in progress on:

- Required Platform changes
- Terms and conditions
- Economic Financial Standing Assessment
- Supplier Questionnaire

Timeline will be confirmed at the end of December 2023

Application Process for Lots 1-3

Before you start your application:

Invitation to Tender:

- The Invitation to Tender will be available to download on the CCS webpage and on Find a Tender service once the applications are open expected February 2024.
- Please ensure you fully read **all** documents contained within the Invitation to Tender.

Digital Marketplace:

- All Supplier applications must be made via the Digital Marketplace
- Suppliers need to be registered on the Digital Marketplace if not already registered.
- Check you company details including your legal entity name, VAT number, DUNS number and address are correct.
- To complete the application, enter company details, complete 'supplier declaration, enter details of services and upload attachments.

Application Process for Lots 1-3

Existing G-Cloud 13 Suppliers

- Existing G-Cloud 13 suppliers will NOT be able to reuse previous G-Cloud declaration questions.
- Suppliers WILL be able to copy:
 - answers to G-Cloud 13 service questions (unless the question has changed)
 - G-Cloud 13 service description, features and benefits.
- Suppliers will need to upload service documents again.
- Suppliers should thoroughly check their responses and make any changes necessary for G-Cloud 14.

Selection Questionnaire

Selection Questionnaire:

- New selection questionnaire as a result of PPN03/23
- Link to the PPN is provided to give you an understanding of the structure
- Selection questions will be unique to the G-Cloud agreement and must be responded to within the Digital Marketplace.

Lots 1-3

- Existing G-Cloud 13 suppliers will NOT be able to reuse previous G-Cloud question responses.

Lot 4

- New selection questionnaire as a result of PPN03/23
- Selection questionnaire will form part of the Invitation to Tender.

Expectations during the tender process - All Lots

- Submissions should be accurate, completed and submitted by the deadline.
- Additional and/or missing information requested from suppliers by CCS must be provided in a timely manner, as outlined in the Invitation to Tender.
- Failure to provide information in a timely manner may result in suppliers being rejected and not awarded a place on the framework
- Up to date supplier contact details will be critical to avoid single point of failure.

Please note: it is important to read the Invitation to Tender documentation in order to understand and comply with your obligations.

Clarification Process

Clarifications Questions and Responses

- For Lots 1-3, you need to send your questions to us through the Digital Marketplace.
- Lot 4 clarifications must be submitted separately through the e-Sourcing tool (Jaggaer)
- Please ensure your question is specific and does not include your identity in the question
- If you feel that a particular question should not be published, you must tell us why when you ask the question. We will decide whether or not to publish the question and response.
- Clarification responses will be published every few days
- Please check the clarification responses regularly and before submitting question to avoid duplication
- Some clarification questions may be referred to another department for response
- Questions must be raised within clarification period only, we will not answer anything outside of these dates.

Economic Financial Standing

What is Economic Financial Standing?

Suppliers will be subject to an entry criteria test at the selection questionnaire stage to assure their Economic and Financial stability (EFS) as per the Sourcing and DDaT playbooks.

- Lots 1 to 3 will be subject to a Bronze Plus EFS approach
- Lot 4 will be subject to the EFS Gold Standard



Please refer to the Playbook for further information:

<https://www.gov.uk/government/publications/the-sourcing-and-consultancy-playbooks>

Economic Financial Standing

What do I need to do?

Lots 1-3

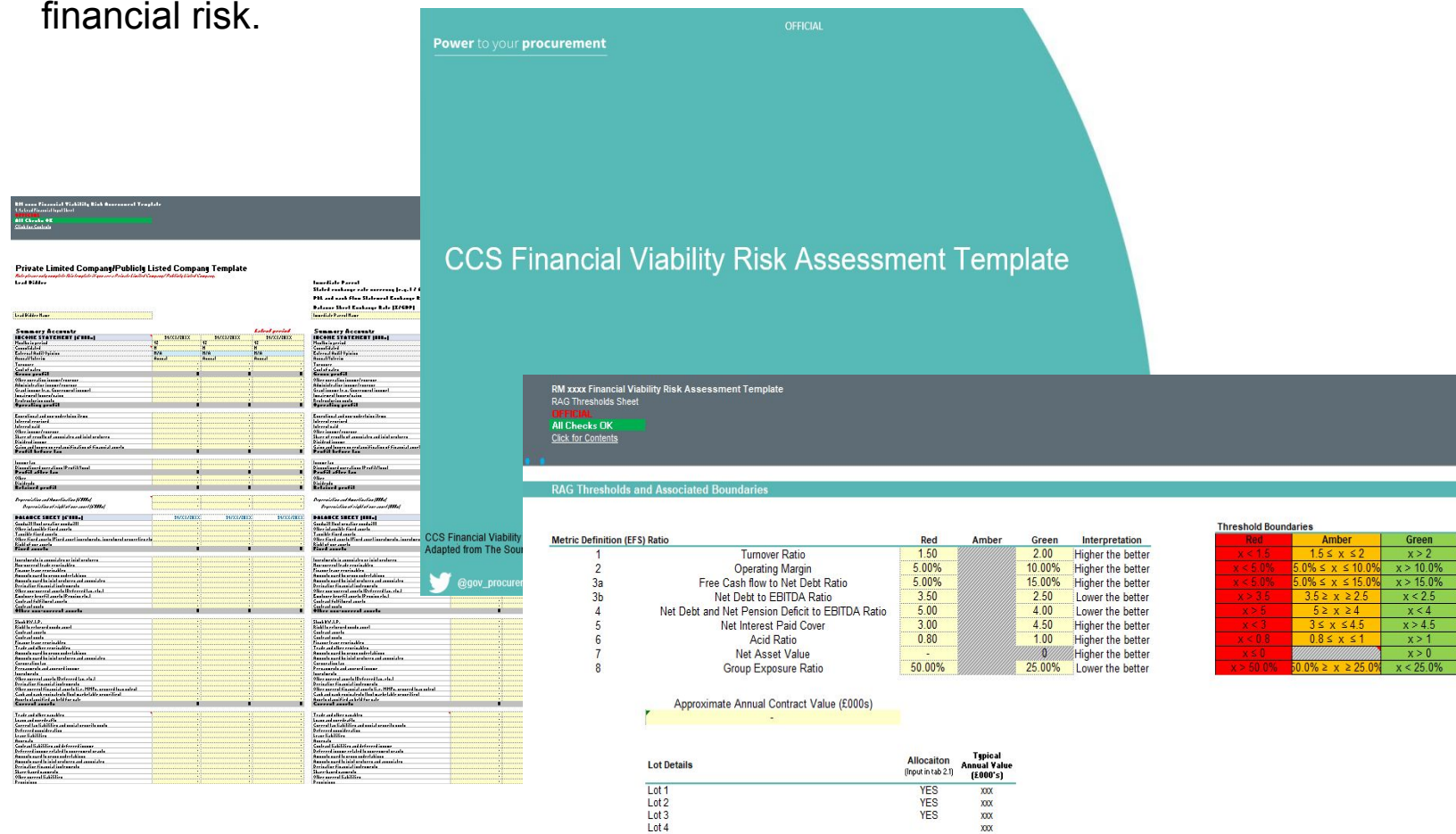
- Initially suppliers applying to Lots 1-3 will answer a selection question as part of the application.
- After the application close date, CCS will assess each supplier against 4 financial metrics (a D&B score and other metrics detailed within the Invitation to Tender)
- CCS will contact suppliers who fail to meet the minimum criteria for EFS to complete a FVRA assessment.
- FVRA's will be assessed and suppliers may be contacted for further information, which should be provided in a timely manner set out by CCS.
- Suppliers unable to demonstrate a stable financial position will not pass and will not be awarded a place on the framework.

Lot 4

- Suppliers will need to complete the Gold Standard FVRA and submit as part of their tender submission.
- Suppliers unable to meet the Gold Standard will not be awarded a place on the framework.

FVRA - Financial Viability Risk Assessment

The FVRA is the Cabinet Office issued template for collecting and evaluating financial risk.

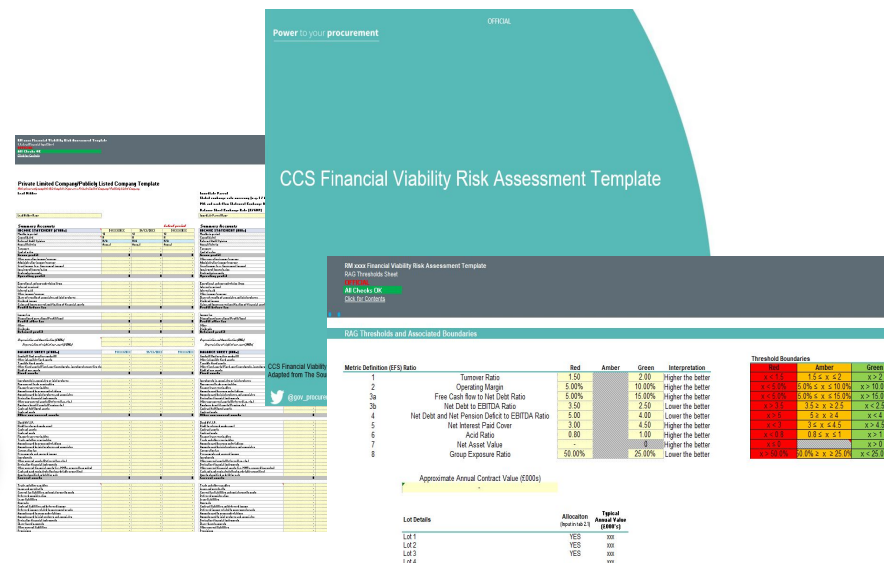


Economic Financial Standing

FVRA - Key Features



Financial metrics and expectations clearly communicated



Reviews multiple entities, considers group health



Bidders see initial outcome before submission



Bidders can provide commentary to mitigate RAG outcomes

FVRA - Financial Information input

[illegible]

Economic Financial Standing

FVRA - Bidder supplementary commentary

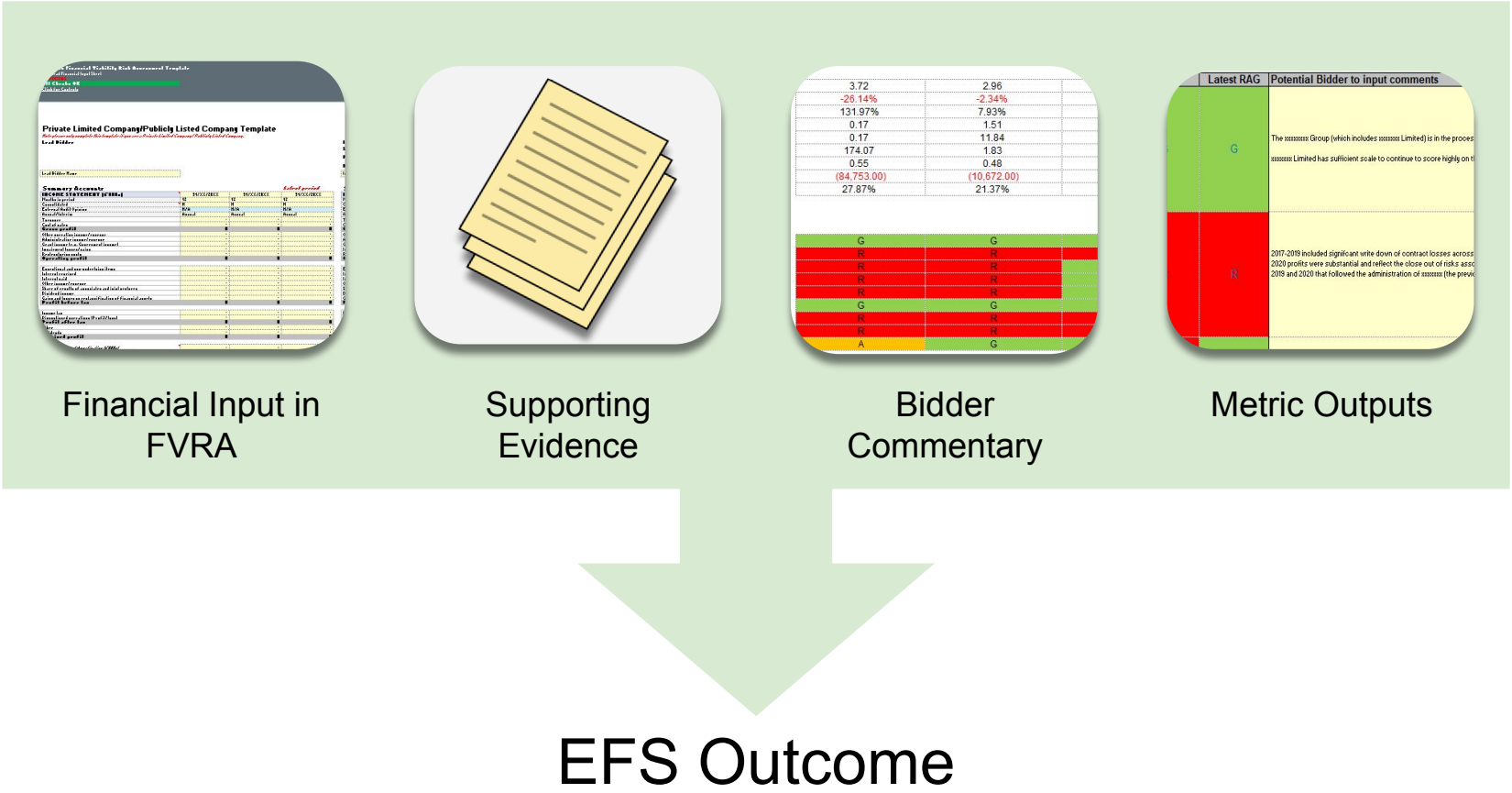
Instant feedback on
performance against
predefined metrics

| Recent Financial Year | Earliest Period | | Latest Period | Earliest RAG | | Latest RAG | Bidder to input comments |
|----------------------------------|-----------------|--------|---------------|--------------|---|------------|---|
| Turnover Ratio | 3.72 | 2.96 | 3.56 | G | G | G | The xxxxxxxx Group (which includes xxxxxxxx Limited) is in the process of separating from the xxxxxxxx Group, expected to complete in November 21. This pack has been prepared pending finalisation of the 2020 accounts which are attached in draft. xxxxxxxx Limited has sufficient scale to continue to score highly on this metric with annual revenues of £373m in 2020. The business has been right sized through 2019 and 2020 to enable focus on its core regional, framework based business. |
| Operating Margin | -26.14% | -2.34% | 0.16% | R | R | R | 2017-2019 included significant write down of contract losses across exited business units. 2020 profits were substantial and reflect the close out of risks associated with Energy from Waste projects, which include insurance recoveries and provision releases. This reflects the turnaround of the core business that has occurred through 2019 and 2020 that followed the administration of xxxxxxxx (the previous parent company) in March 2019. (See Powerpoint "xxxxxxx") |
| Free cash flow to Net Debt Ratio | 131.97% | 7.93% | -% | R | R | G | 2017-2019 included significant write down of contract losses across exited business units. 2019 and 2020 cash outflows are associated with the right sizing of the business and the corresponding unwinding of the working capital. The future cash position post separation is expected to be strong (See Powerpoint "xxxxxxx"). The liquidity position will be further strengthened by the separation of the business from the xxxxxxxx Group. p. |

Bidder can provide additional
information to support/mitigate
metric outputs

Economic Financial Standing

FVRA - Evaluation



Webinar recordings

A recording of today's session will be available w/c 18 December on our website.

If you would like to view the recording, slides and Q&A's raised during the sessions held 23 and 30 November are also available on the CCS and techUK webpage.

Links

The Digital Marketplace

<https://www.applytosupply.digitalmarketplace.service.gov.uk>

PPN 03/23

<https://www.gov.uk/government/publications/ppn-0323-standard-selection-questionnaire-sq>

The Sourcing and Consultancy Playbook

<https://www.gov.uk/government/publications/the-sourcing-and-consultancy-playbooks>

G-Cloud 14 Webpage

<https://www.crowncommercial.gov.uk/agreements/RM1557.14>