



## G-Cloud 14 Supplier Information Session Wednesday 13 December 23

Power to your procurement

# Agenda

Торіс	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



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.

### 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

### 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.

lala			
	-		
isted Comp	any Template		
	Company Company		Insertiale Parent
			Stated eachange cale accorning [e.q.1
			PHL and much flow Statement Contamy
			Balanar Sheel Easkanye Bale (1768) Intellige Parel Bar
		Laboral geriad	Summery Accurate INCOME STATEMENT (NIL)
a HAXIABIX	0 11/13/2023	o H/XI/ADX	INCOME STATEMENT (BIR-)
		H	Hadina print Ganalitati Panin Ganalitati Panin Matanifati Panin
and .	B/A Acced	B/A Annal	Annal Andreas
	19		Culufades Grans profit
			Office and a fair in and formation Administration in an environment Grant in and the a Garran entities and
		i	Presidente ande
			Enveloped and an enveloped in them
			Inferral constant Inferral axid Office income features
			Olivelanderan
			Shore of crashing annulates out init arabares. Disident insure
		i i	Gan ad hurr n ratarifiadin of firmida Peakit befare Las
			(hunerke
	0		
			Disidende Referend profit
(*************************************			Argunaictive and describeding (HIL)
			Programities at night at our want (BBCs)
		IX 19X0780	BALANCE SHEET (INI-)
			Sandaill Bad areafter and aill Other informatic Gard and a
			Grada 20 Bard area bir anda 20 Mari islamilde Gard anach Tanikle Gard anach Olive Gard anach Blacd anachineatarath, ince
	•		
			handarah is annalateur islat astara Basanreal bair coriakteu Basar bar coriakteu
			Receive and be store enderlations
			Receive over the second second second second second second by initial second se
			Olier nor surved and Deferred to, dul
and the second second second		and the second s	Witer and and
			ShackBM.LP.
			Stable related and and Stable related and Substantia Galaxies Financia
			Cash of anda Disease loan contaching
			Trade and allow evening these Recently event by second and chinese
			Annuls used in fair and ered annulates
			Task adder enrichten Annels ard her enrichten Annels ard he ind arbere ad annistes Gemeine da avertimer Instead
			Olice succession and a Deferred Law, etc.)
			Oreinellas financial indenerals Olice mereral financial anotality, MMPs, second
			Zeromente od anteret inner Investeret in Wire nerved metholfforfereri bar shal Dreineline franziski indenerske Wire nerved franziski anter bior. HHPs. semeret Cash on konferensischen blind nachskähle semeri Andre and Frind anter bior oder
A	• C		Auchalanifed a beld for ale Correct anorth
			Teals ad allegandles
			Corrella Edillier ad mid constants
			Lann ad arealy de Correct an Edit Dire ad antid search and Defensed annihr a San Gran Hakilika
			Aurada
			Deferred anner related is more and a colo
			Anarola Anarola Cabbal Editives ad biferred inner Deferred inner related in more and relation Anarola and is internet ad catalog Anarola and is internet ad catalog Anarola and is internet ad catalogs
	g Hostonix g Hostonix Ka	Isted Company Template	Isted Company Template

	Power to your p	rocurement	OFFICIAL							
k arrow (ov.) 4 kar to (2409) kar kar (2409) av av av av av av av av av av av av av	CCS Fi	RM xxxx Financial RAG Thresholds She that the All Checks DK Click for Contents	Viability Risk Assessment Template et	nent	Tem	plate				
	CCS Financial Visibility Adapted from The Sour	Metric Definition (f 1 2 3a 3b 4 5 6 7 8		Red 1.50 5.00% 5.00% 3.50 3.00 3.00 3.00 -50.00% Allocaiton	Amber	Green 2.00 10.00% 15.00% 2.50 4.00 4.50 1.00 0 25.00%	Interpretation Higher the better Higher the better Lower the better Lower the better Higher the better Higher the better Lower the better Lower the better	Threshold Refine $x < 1$ x < 50 x > 3 x > 3 x < 2 x < 2 x < 50 x > 3 x > 3 x > 3 x > 3 x > 3 x > 3 x > 5	$\begin{array}{c c c c c c c c c c c c c c c c c c c $	%

Lot Details	Allocaiton (Input in tab 2.1)	Annual Value (£000's)	
Lot 1	YES	XXX	
Lot 2	YES	XXX	
Lot 3	YES	XOOX	
Lot 4		XXX	

### **FVRA - Key Features**





Reviews multiple entities, considers group health

Financial metrics and expectations clearly

communicated



Bidders see initial outcome before submission



Bidders can provide commentary to mitigate RAG outcomes

#### **FVRA - Financial Information input**

EM anna Finnanial Tinkilia Bink Annananal Traylata An Ionfinaniallan Stat An Chank AB All Chank AB



#### **FVRA - Bidder supplementary commentary**

Instant feedback on performance against predefined metrics

Recent Financial Year	Earliest Period		Latest Period	Earliest RAG		Latest RAC	sidder to input comments
Turnover Ratio	3.72	2.96	3.56	G	G	G	The XXXXXXXX Group (which includes XXXXXXX Limited) is in the process of separating from the XXXXXXX Group, expected to complete in November 21. This pack has been prepared pending finalisation of the 2020 accounts which are attached in draft.
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 profiles 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 ##################################
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. The future cash position post separation is expected to be strong (See Powerpoint "####################################
							metric outputs

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

PPN 03/23

https://www.gov.uk/government/publications/ppn-0323-standard-selection-qu estionnaire-sq

The Sourcing and Consultancy Playbook https://www.gov.uk/government/publications/the-sourcing-and-consultancy-playb ooks

G-Cloud 14 Webpage https://www.crowncommercial.gov.uk/agreements/RM1557.14