

# **UK PACT Market Engagement One to One Meetings – Summary Note**

**27 November 2018**

## **Introduction**

Twenty 'one to one' meeting slots were made available during the afternoon of 27 November 2018 for further market engagement on the UK PACT Invitation to Tender. In the event, 14 one to one meetings were held with the following organisations:

- Adecco Group
- Capita
- Carbon Trust
- Client Earth
- CMIA
- Crown Agents
- DAI
- ICF Consulting
- Mott Macdonald
- Palladium
- PwC
- Ricardo
- Vivid
- WRI

The one to ones were run in line with procurement regulations as follows:

- All meetings were 25 minutes long;
- All suppliers were asked the same list of questions;
- All questions and responses on all sides were recorded and are provided below, though without attribution or information provided in confidence due to commercial sensitivities;
- A common briefing was provided to all BEIS participants to ensure the same information could be provided to all suppliers.

Each one to one followed the same outline agenda:

- Introductions and principles of the meeting (agenda, format, publication of notes, etc.) – 5 mins
- Questions from BEIS to potential suppliers – 15 mins
- Questions from potential suppliers to BEIS – 5 mins

Please find below a summary of the common list of questions and responses received. Responses have been anonymised and are in no particular order.

## Questions from suppliers to BEIS and responses

Question	Response
1. Why have you separated the procurement into lots?	Primarily to make the procurement accessible to a wider range of organisations and therefore maximise competition. We do also encourage companies who feel they can deliver more than one lot to bid for multiple lots – each lot will be assessed separately so there is no weighting given to whether you bid for one lot or multiple lots.
2. Do you have a vision for the type of consortium you're looking for for each lot?	No. We have considered it more in terms of the skills and capabilities we are looking for.
3. What is the split of the implementation element of the budget across the three lots?	The indicative split (subject to change) is as follows: i. Bilateral programme funds: £23m ii. Challenge fund: £12.5m iii. Skillshares: £7.2m
4. Where will secondary benefits and the international trade angle sit within the programme, and how will it link across to other Departments working on this agenda?	We are still considering where this should sit. BEIS will have a key role in ensuring no duplication with other government departments. UK visibility is an important element of the programme, but it isn't the primary objective which is climate mitigation. For example, we wouldn't want to start assessing projects on trade opportunities, but we do want to align our work with areas of UK expertise where possible.
5. Do you envisage continuing working with people out in Embassies? How big are the teams there?	Yes. There are currently 3-4 people in each priority country focused on UK PACT.
6. Are you buying or selling ideas in the market? The two processes are quite different. The impression is you are trying to buy and sell ideas at the same time.	We want both programme management and technical expertise. We have a clear vision for what we want the programme to do and have been speaking to stakeholders to try and realise that vision. We are looking for partners and looking to be able to co-create, and need to work together to develop a strategy and deliver those programmes in each country. We are learning along the way and need to reflect and grow together.
7. Do you see the in-country partner managing the money?	No, we currently see this sitting with the central Lot 1 delivery partner.
8. It seems you're not expecting an in-country presence from the Lot 2 delivery partner – would you expect a BEIS or FCO presence?	We have a small BEIS team in each of our priority bilateral countries, and an FCO presence in all the countries we would be working in.

Question	Response
9. What is the latest on the next round of priority countries?	These have not been finalised yet and we are currently speaking to Embassies in shortlisted countries to understand demand. The key drivers will be achieving a balance across different types of countries while not spreading ourselves too thinly. There's a good chance we'll work in both Asia and Africa but in some places we may want to take a regional or single sector approach, etc. We will say more in the final ITT.
10. Will you combine PbR and day rate caps?	We intend to be fully transparent in the final ITT what our expectations are on value for money and any restrictions on budget. We do need to be sufficiently aligned with other departments and we are in touch with them on this issue to develop a longer-term approach to day rates, also drawing on our experience from the early activities. We are very keen to avoid introducing new limits on cost part way through the process.
11. Do you see a separation between the revenue for the lot 3 supplier for the building the roster and then the actual delivery of the skill-shares?	They're not interlinked, and we'll have to look at how we structure the pricing. We've put them together currently.
12. Do you think it will take you a year to build up the roster and delivery will only start in year 2?	We hope to still deploy in the first year, though don't expect to reach full scale until the second year.
13. What are your plans for the strategic policy forum?	We're still developing this but the purpose is to bring in broader strategic thinking and external challenge to the programme, beyond just the community of existing implementers.
14. How are you thinking about organisations who could make a big difference implementing projects and also delivering as part of a Lot 1 consortium?	This links heavily to our thinking on conflicts of interest. Currently we think there are 4 or 5 different ways that the Lot 1 delivery partner would have technical expertise to bring to the table: demand scoping, contributing to country strategies, assessment of bids, capacity building around supporting organisations to develop viable and technically sound proposals, technical component to supporting delivery of programmes, as well as the potential for responsive funds (small, discrete quick start pieces of work).
15. How many projects are you planning to run at once, and how often will you run funding rounds?	We currently have 6 projects in China for example. We could go for a small number of big projects, we could go for a sectoral breakdown - we don't have fixed views. We wouldn't run more than one call for

Question	Response
	proposals a year, but we might well want to run other types of funding rounds more frequently alongside that.
16. What's the relationship between the central Lot 1 delivery partner and in-country delivery partners?	This is a live question and there are trade-offs. The Lot 1 delivery partner is likely to oversee all coordination, the in-country partner would manage the day to day of the programme in that country including local stakeholder engagement, the first round of scoring of bids, and frontline problem-solving.
17. Will you publish the questionnaire responses?	We're investigating this and incorporating key points into the ITT.
18. Will you use a two-stage procurement process? What process are you envisaging for the evaluation? Will there be a shortlist?	We're currently discussing this internally and haven't taken a final decision yet.
19. Do you have a private sector framework or plan in place? Do you have a plan for how you leverage private finance?	We have a dedicated team within BEIS ICF working on this with a number of different programmes being funded separately to UK PACT.
20. Who owns the relationship with beneficiaries?	BEIS will own this relationship but we would expect the Lot 1 delivery partner to also engage with governments.
21. What do you envisage being done in-house and externally? What's the delivery partner's value-add?	We want to outsource the programme management but also technical knowledge and expanding our in-country networks. For example, the assessment of proposals needs technical and country expertise.
22. Would you consider setting up an online database for the procurement to matchmake primes and subcontractors?	It's unclear how much of this we're allowed to do but we will look into it. There may be GDPR constraints.
23. Will the roster of experts be limited to UK experts only?	No, we want to promote UK expertise but also international collaboration.
24. Has anyone already been recruited to the roster of experts?	No, but we have conducted initial testing of interest internally and with some public sector organisations, more on an ad hoc basis.
25. Is the budget final?	The budget is only indicative at this time, the final budget will be clarified in the final ITT published in 2019.