



Foreign &
Commonwealth
Office

Prosperity Fund Mexico

Fondo de Prosperidad

**British Embassy in Mexico
February/March 2018**



Welcome

FY 18/21

Procurement Process



Prosperity Fund Mexico

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Procurement, David White



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Introductions

Welcome to Prosperity Fund Mexico, Market Engagement 2018

Removing barriers and stimulating economic growth in
Mexico through the Prosperity Fund

*Removiendo barreras y estimulando el crecimiento económico en
México a través del Fondo de Prosperidad*

****Disclaimer: All information contained within this presentation may be subject to change, pending final approvals of the Prosperity Fund programme for Mexico.***



Important information

- **We expect initial feedback on the Programme Requirements** to be written down in the Questionnaire cards
- We will not be answering questions during the presentation
- Questions should include appropriate references and be:
 - Written down on the provided question cards (to be collected at the end of specific strand sessions or at the end of the event)
 - Sent by mail to ProsperityFund.Mexico@fco.gov.uk
- All questions will be answered by the team and circulated in March.

Summary

Your subtitle here

Our talking points for Market Engagement

01. **Introduction**
PF in Mexico

9:00-10:00

05. **Future**
Cities



11:30-12:00

02. **Procurement**

10:00-10:30

06. **Financial**
Services



12:00-12:30

03. **Coffee Break**

10:30-11:00

07. **Business**
Environment



12:30-13:00

04. **Energy**



11:00-11:30

08. **Networking &**
Close out

13:00-14:00

About the Prosperity Fund

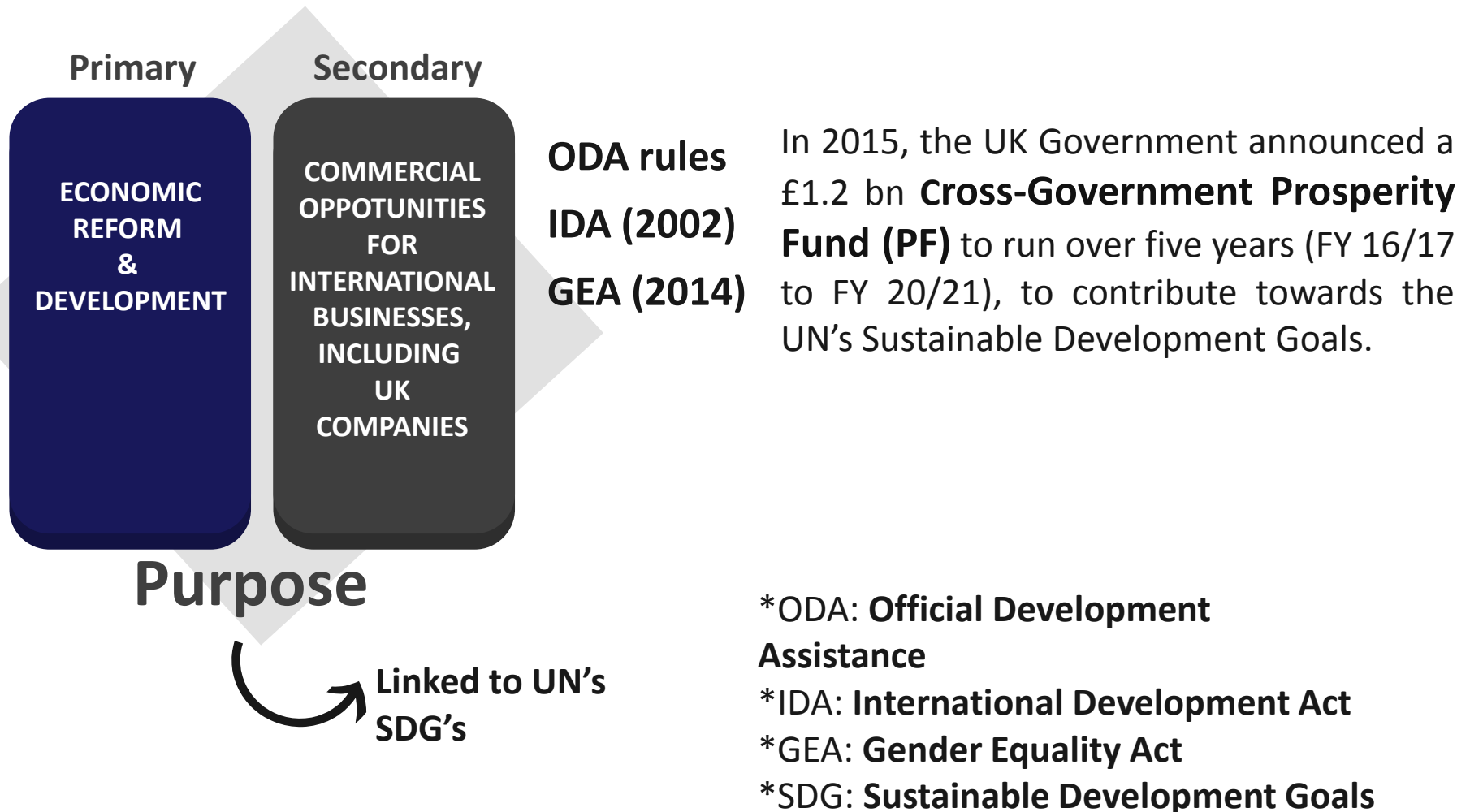
SOPHIE MARMENT

Market Engagement

Market engagement is a process which takes place prior to procurement and which aims to:

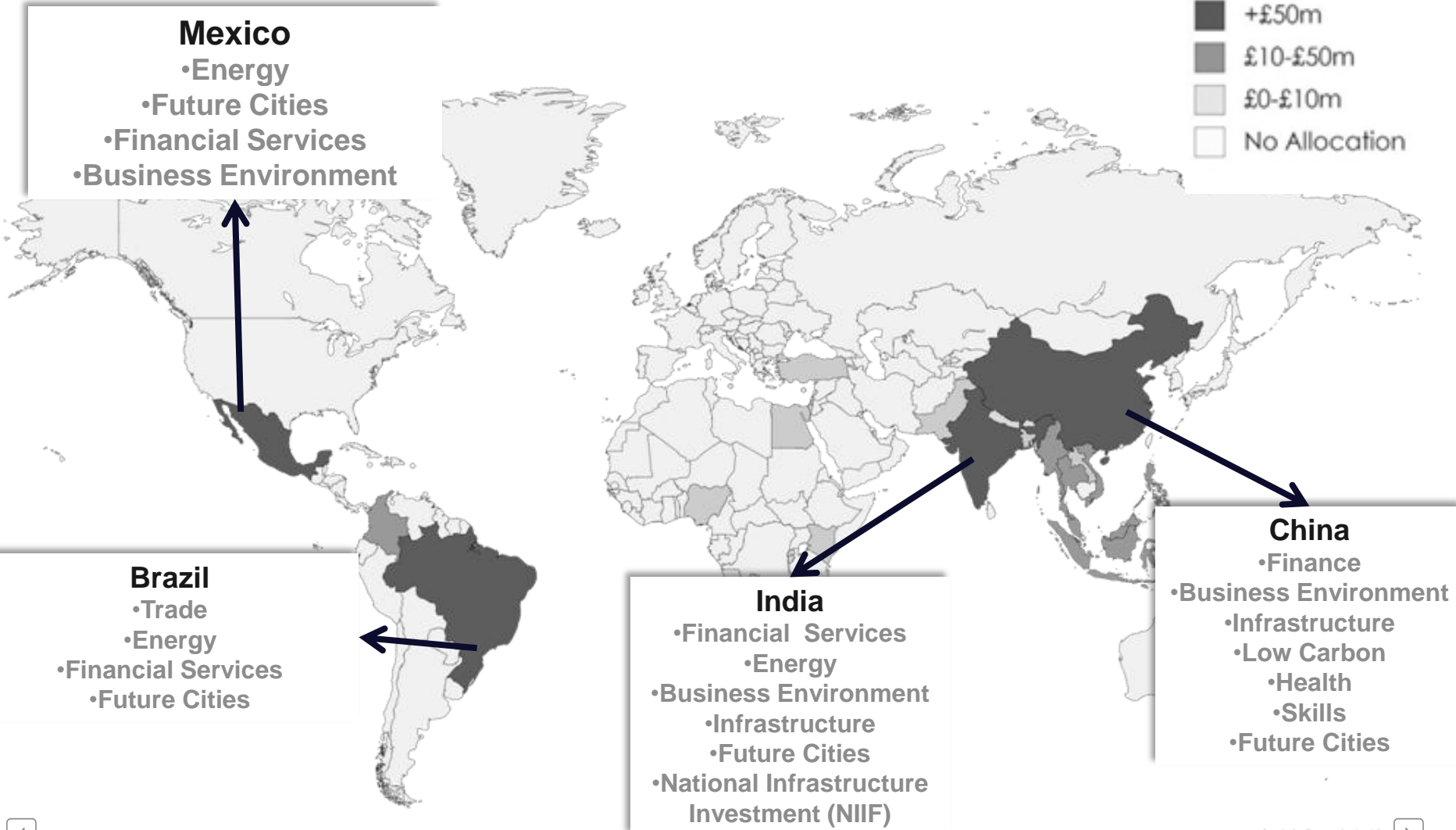
1. Identify potential bidders and/or solutions
2. Build capacity in the market to meet the requirement(s)
3. Inform the design of the procurement and contract

The Prosperity Fund



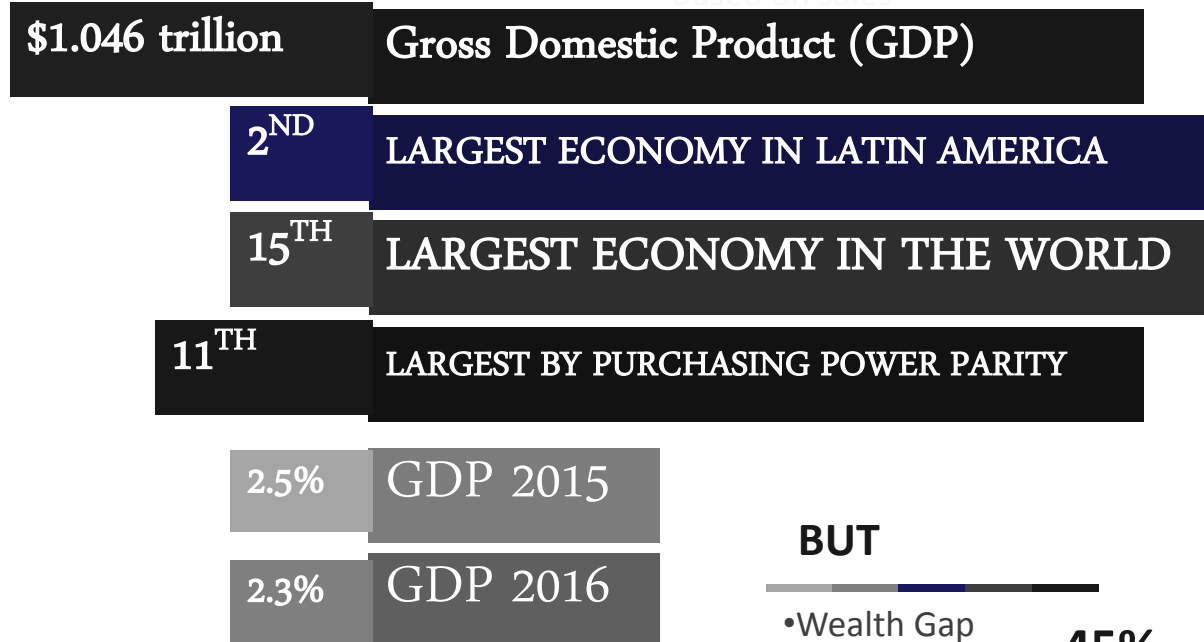
Prosperity Fund Globally

Four step option



So, why Mexico?

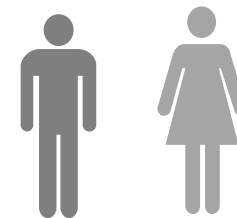
Based on sales



BUT

- Wealth Gap **45%**
- Levels of Poverty **3% (WorldBank 2014)-**
20 M Childen
- Extreme poverty **9.4% (Mexico's Data)**

- Gender Inequality



THE PROSPERITY FUND

We focus on niche interventions that aim to complement the work of the Mexican government and of other donors operating in the country



THE PF

PF supports high impact programmes across high opportunity countries, regions and sectors.

ODA eligible countries that according to economic analysis:

- **Development challenges**
- **Relevant for global and UK prosperity**



WE SUPPORT

We support overall environment for economic development and inclusive growth, including but not limited to:

- **Policy development and strategy**
- **Strengthening the environment for business**
- **Trade and regulatory reform**

THE PROSPERITY FUND



GENDER

Reduce gender inequality

Engage and harness the potential for women's economic empowerment.

As a minimum the programme must ensure it does no harm and does not worsen gender discrimination



SOCIAL DEVELOPMENT

Support the 2015 UK Aid Strategy and is in line with the Department for International Development's Economic Development Strategy:

- **Poverty Reduction**
- **Economic Development**
- **UK Security Strategy**

Our Strands

In the years 3-5 of the programme a series of activities will be implemented at the federal, state and local levels, such as technical assistance, conferences, training, pilot projects, application of new technologies, visits to and from London to share best practices and experience.

The Prosperity Fund programme in Mexico is focused on overcoming identified constraints to economic development where the UK has a comparative advantage.

Sectors include Energy, Future Cities, Financial Services and Business Environment.



ENERGY



FUTURE CITIES



**FINANCIAL
SERVICES**



**BUSINESS
ENVIRONMENT**

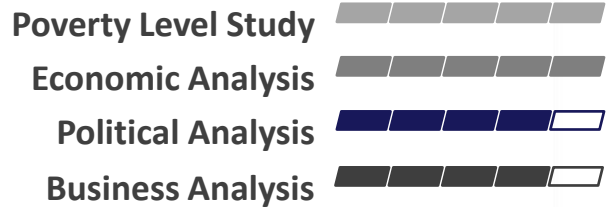
Our Regional Work

Something you should know

Our Regional Work

We conducted regional visits to identify collaboration opportunities in multi annual projects between the United Kingdom and Mexico.

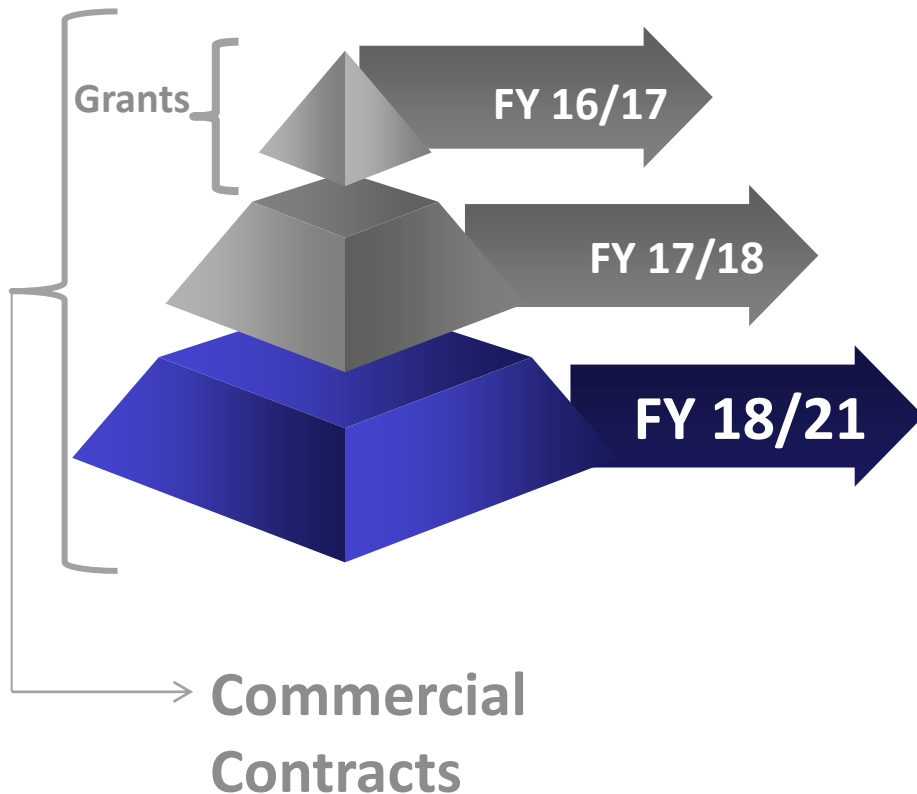
How Do We Do It?



We work with

- Academia
- Civil Society
- Private Sector
- Governments

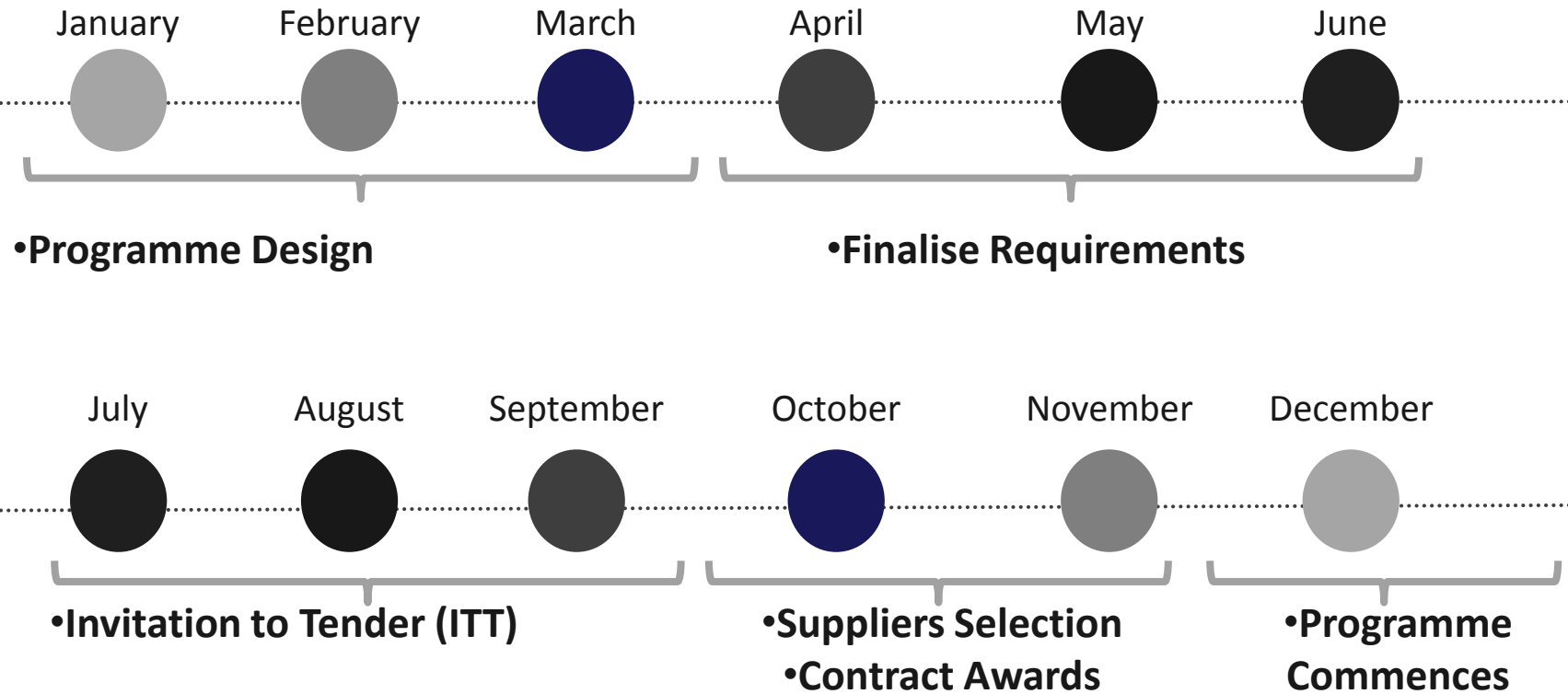
Mexico Programme Structure



ODA	NON ODA	Procurement
£6 M 33 projects	£709.5 K 18 projects	Call for bids
£1.6 M 7 projects	£400 K 6 projects	Competitive tender
£58.4 M 4 contracts	-	Central Framework Agreement / Call-offs

2018 Year Overview

history



*These are tentative timelines, subject to further approval from HMG

CAN YOU COLLABORATE?

We're looking to have Delivery Partners that...



STRATEGY

Your organisation's strategies are focused on economic development with a long term perspective



PUBLIC SECTOR POLICY

You currently have knowledge and experience with public sector policies focused on:
Energy, Future Cities, Financial Services and Business Environment



UK or INTERNATIONAL EXPERIENCE

You work/have worked with UK Embassy or other international governments/organisations and understand ODA/IDA Compliance

SAFEGUARDING

Potential delivery partners will need to demonstrate assurance on the following four points which are essential to effective safeguarding:



PEOPLE

That delivery partners provide a safe and trusted environment which safeguards anyone that the organisation has contact with, including beneficiaries, staff and volunteers.



Organisational Culture

That suppliers set an organisational culture that prioritises safeguarding, so that it is safe for those affected to come forward, and to report incidents and concerns with the assurance they will be handled sensitively and properly.



Policies

That delivery partners have adequate safeguarding policies, procedures and measures to protect people and these are shared and understood.



Escalation

That suppliers have absolute clarity as to how incidents and allegations will be handled should they arise, including reporting to the relevant authorities, such as funding partners.

MREL

Monitoring, Reporting, Evaluation and Learning

Data

- Implementers are in charge of **base-lining, collecting and reporting data about the outputs and outcomes of their work** (subject to discussions on detail with the overall programme MREL team).

Engagement

- They are expected to **engage** constructively with the Monitoring & Reporting, and Evaluation & Learning **(MREL) teams** (both, internal to the Embassy and external).

Pass on

- All **requirements and responsibilities** for Prime implementers must be **passed on through any sub-contracting** to other implementers.

GENDER

- Without empowering and engaging women in the economy, growth that impacts on poverty and inequality difficult to achieve. Correlation between gender equality and GDP per capita, economy's competitiveness and human development.
- Gender one of most pervasive forms of discrimination – limiting access to resources and opportunities. It is inefficient.
- All PF Programme must be IDA compliant, aligning with Sustainable Development Goals and national development priorities.
- Programmes must meaningfully consider impact on gender inequality & women's economic opportunities.

Gender as part of Programme Design

- At a minimum, ensure compliance, but be **ambitious**.

- There are opportunities for transformational change at institutional and societal level. Shifts in policy, planning, incentives and processes that support people centred & gender sensitive development

Mexico

World Economic Forum Gender Gap report 2017

- Mexico ranks 81 out of 144 countries overall but
- 124/144 for economic participation and opportunity
- 120/144 labour force participation
- 125 for wage equality for similar work
- 107 for income parity

Supplier Accountability

- Requisite expertise within team
- Programme Design with poverty reduction, gender, inclusion and climate resilience considerations
- Minimum compliance with the Gender Equality Act and ambitious
- G & I will be included in bid assessment

PROCUREMENT

DAVID WHITE



Procurement

1. The Framework Background
2. The Framework Approach
3. Procurement Process



OFFICIAL





The Cross Whitehall Prosperity Fund Framework Update.



Framework Background

- PF Procurement Team run a procurement over the course of the last 12 months to put in place a Cross Whitehall Prosperity Fund Framework
- It is intended to use the PF Framework to procure Prosperity Fund Programmes
- Bidders had the opportunity to bid for a number of Lots
- PF Procurement Team will be announcing who the successful Framework providers are for each lot shortly via BRAVO – Procurement Portal

PF Framework Lot Structure

Lot A Enabling Environment	Lot B Specialist Sectors
Business Environment (including Anti Corruption)	Infrastructure
Finance	Future Cities
Trade	Energy (including Low Carbon)
	Digital
	Health
	Education
Managed Service	Managed Service

The Prosperity Fund Framework

1. The Cross Whitehall Prosperity Fund Framework Agreement provides a robust and relatively quick method of procuring the Prosperity Fund Workstreams
2. The Framework is legally compliant with UK and EU procurement directives and Government Procurement Rules and policies.

The Prosperity Fund Framework: Approach

- Bidders on Framework will be able to bid for a requirement as long as it is for a lot that they have been successful in being placed on
- Non framework providers Provider's will not be able to bid under the framework
- They will however potentially be able to sub contract or form consortiums with Framework Providers
- FCO will help facilitate this via BRAVO and Market Engagement events like today

Procuring under the Framework...

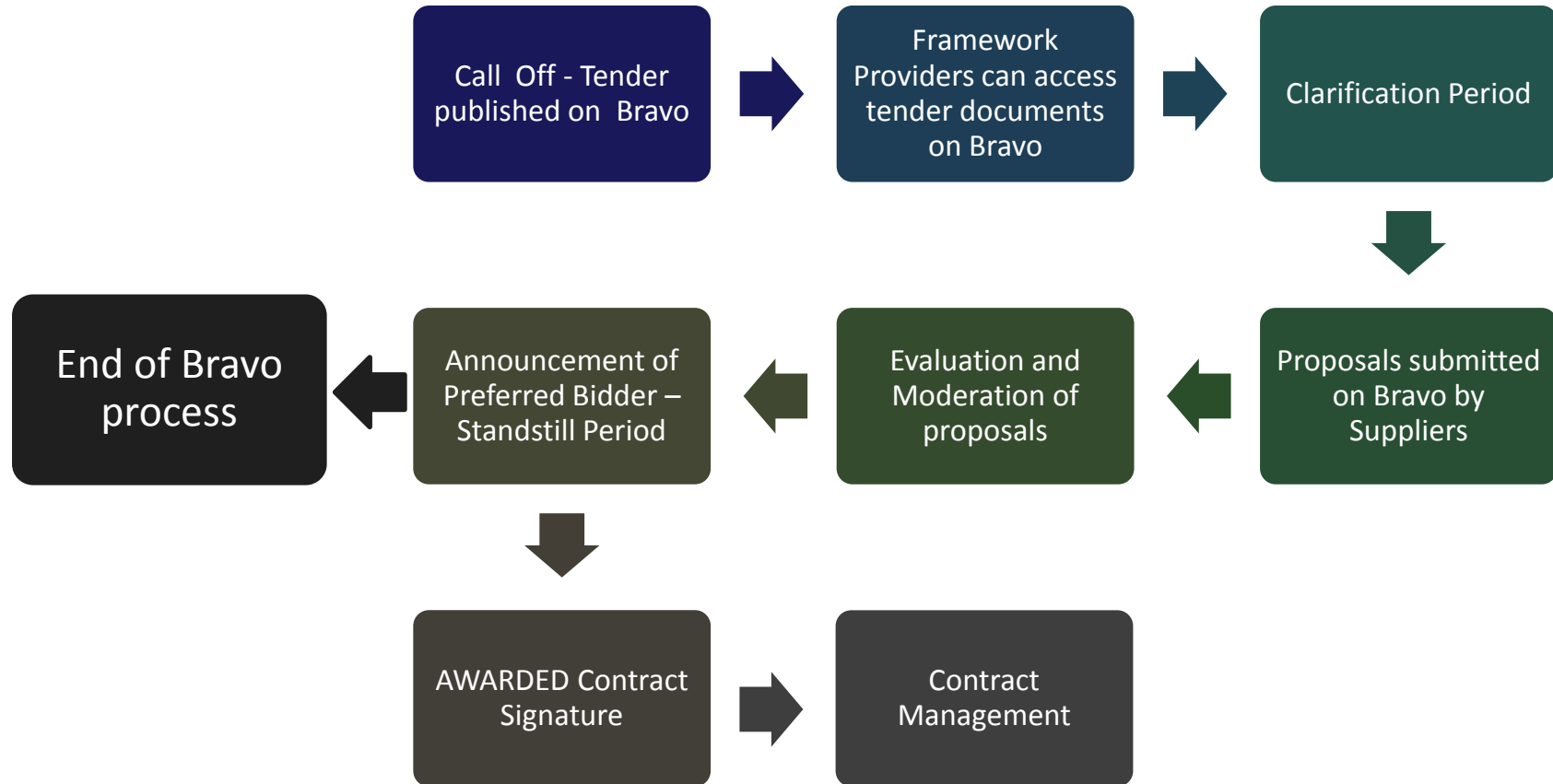
1. The Prosperity Procurement Team will own the procurement process for each call-off and ensure compliance to Public Contract Regulations.
2. Programme teams will own the Requirement and will be responsible for the Technical evaluations of each call-off
3. It is expected that call-offs will be restricted to just one Lot, as determined by the needs of the programme i.e. Energy Programme will compete via the Energy Lot.

The Prosperity Fund Framework: Timelines

- It is anticipated that an average Call Off procurement will have a tender response period of 8 weeks and evaluation period of 3 weeks.
- In total, 5 Months from Issue of ITT to Award
- Specific procurement timescales will be dependant on the complexity of each specific requirement. There is no prescribed minimum or maximum timescale for call-off procurements.

Procurement process

9 step process



FCO Bravo Portal



You are here: Negotiations

Negotiations

[Current Opportunities](#)

[Past Opportunities](#)

[Pan-government advertised opportunities](#)

[Supplier Registration](#)

[Online Assistance](#)

Useful link

[Cabinet Office](#)

[Crown Commercial Service](#)

[SIMAP](#)

[Tenders Electronic Daily \(TED\)](#)

[CIPS](#)

[SOPO](#)

[Constructionline](#)

Better World, Better Britain

Welcome to Foreign & Commonwealth Office eSourcing Portal

This website provides a suite of collaborative, web-based tools that enable procurement professionals and suppliers to conduct the strategic activities of the procurement lifecycle over the internet.

It provides a simple, secure and efficient means for managing tendering activities reducing the time and effort required for both buyers and suppliers.

Login

Username

Password

GO

[Register now](#)

[Click here for details on how to register](#)

[Forgot your password?](#)

Need assistance?

Please contact our eTendering helpdesk:

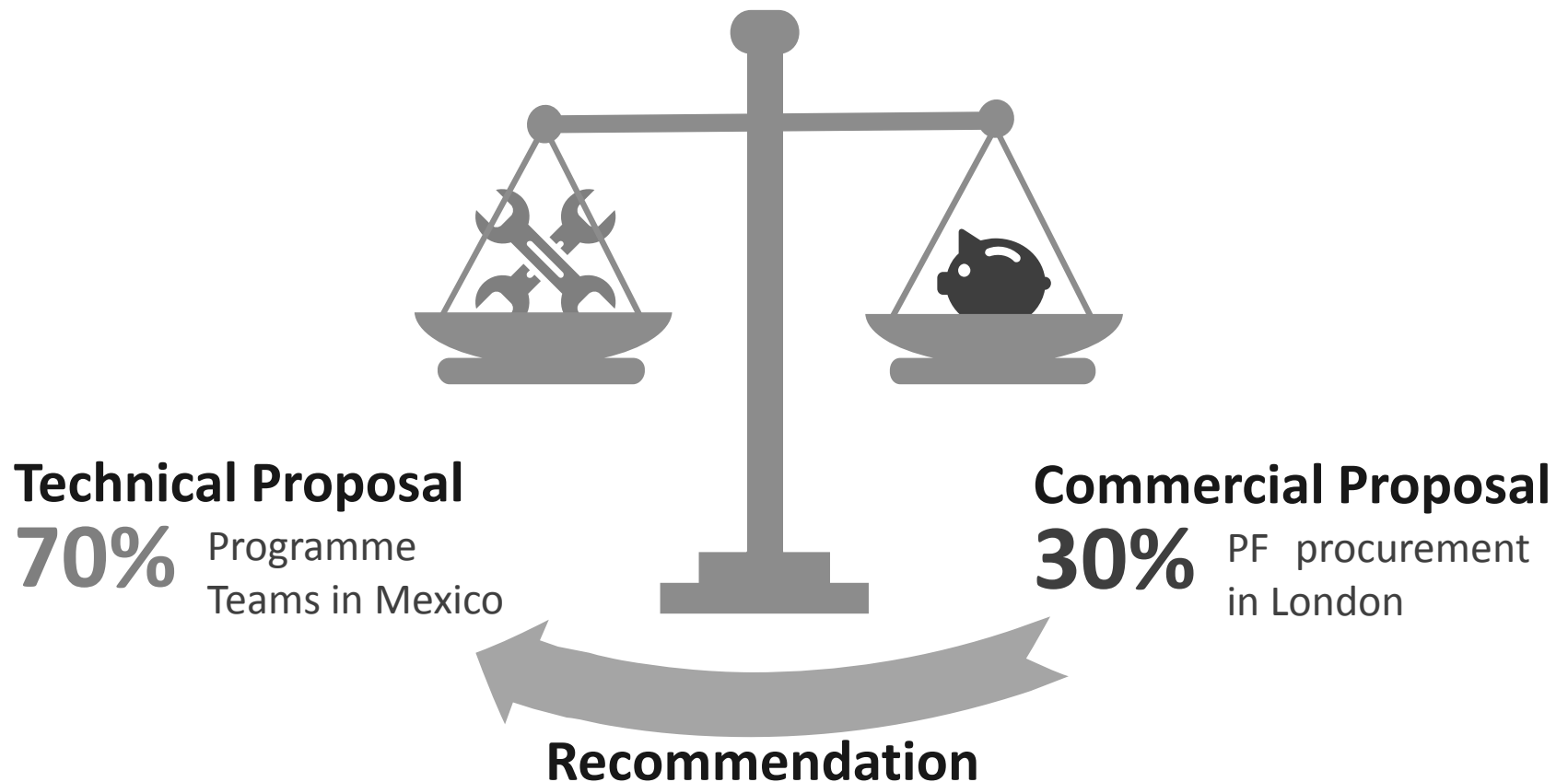
Phone : 0800 069 8630

E-mail : help@bravosolution.co.uk

[Call me back!](#)

Evaluation Criteria

Ensure appropriate balance between relevant expertise, knowledge and strategies



Score Key Assessment

It is intended that tenders will be scored in accordance with a marking system set out below. It should be noted that this is subject to change:

Score Quality / Technical	Score Key	Interpretation	Score Price / Commercial
Excellent	4	Satisfies the requirement with additional benefits . Good demonstration by the Tenderer of the understanding and evidence to deliver a solution for the required supplies/services. Response identifies tailoring, proactive response, and factors that will offer potential added value .	Most financially attractive to Authority
Good	3	Satisfies the requirement . Demonstration by the Tenderer of the understanding and evidence in their ability/proposed methodology to deliver a solution for the required supplies/services.	
Minor Reservations	2	Satisfies most requirements with minor reservations. Some minor reservations of the Tenderer's understanding and methodology, and/or staffing and experience, with limited supporting evidence or information.	Score awarded on inverse percentage difference from most financially attractive offer
Serious Reservations / Non Compliant	1	Major reservations of the Tenderer's understanding and proposed methodology, with lack of information and little or no evidence to support the response, with minimal tailoring.	
Unacceptable / Non Compliant	0	Does not meet the requirement. Does not comply and/or insufficient information provided to demonstrate that the Tenderer has the understanding or suitable methodology, with little or no evidence to support the response.	

Potential Pricing Methodology – *Feedback is welcome*

1. Inception Phase.
 1. Fixed Milestone Payments
2. Delivery Phase – Potential combination of:
 1. Schedule of Day Rates
 2. Fixed Milestone Payments to deliver each of the planned outcomes (supported by detailed costed breakdown of resources)
 3. Percentage of payment linked directly to performance
 4. % volume discount

Going Forward

- Look forward to an exciting year ahead as we start to run the call off procurements
- Great opportunity to get involved in fantastic programme
- Please use the opportunity to network
- Please provide feedback and seek clarification when given the opportunity to do so
- Good luck