

Request for Tenders for the provision of Reseller and Implementer Services for Microsoft Dynamics 365 Business Central Finance Management System (CHI/0005/2026)		
Question	Query	Response
1	Please clarify what is considered compliant with the following requirement: <i>"I confirm that our organisation is currently a Microsoft Business Partner (Business Applications) - Small and Midsize Business Management (or equivalent)"</i> Microsoft has 6 solution partner designations including one called Business Applications. Is this sufficient to meet this requirement?	Please note, in regard to Part 3.2.3 of the RFT, requiring Tenderers to hold <i>Microsoft Business Partner (Business Applications) – Small and Midsize Business Management (or equivalent)</i>, the Contracting Authority will consider the following to be compliant: The organisation holds the current Microsoft Solutions Partner for Business Applications designation via the Small and Midsize Business Management or Enterprise pathway. Other Microsoft Solutions Partner designations (i.e. Data & AI, Digital & App Innovation, Infrastructure, Security, Modern Work) are not considered equivalent to this requirement.
2	Q1. Selection Criteria - Accreditation/Certification (RFT Section 3.2.3; Tender Response Document Part A.6) Section 3.1 of the RFT provides that a Tenderer relying on the capacity of other entities for the purposes of fulfilling any of the Selection Criteria in Part 3.2 may do so, subject to each such entity submitting a separate ESPD and to the Tenderer providing proof that the entity will place the necessary resources at its disposal. Section 3.2.3 requires Tenderers to submit evidence that they hold Microsoft Business Partner (Business Applications) - Small and Midsize Business Management (or equivalent), and Part A.6 of the Tender Response Document provides a Yes/No confirmation expressed in respect of "our organisation". Please confirm which of the following applies: a) a Tenderer may satisfy the accreditation requirement at Section 3.2.3 by relying on the Microsoft Business Partner status of another entity in	Please note for this Selection Criteria requirement the following will apply: the accreditation must be held by the Tenderer itself (or, in the case of a consortium, by the lead entity) in its own name.

	accordance with Section 3.1, that entity submitting a separate ESPD together with an undertaking that it will place the necessary resources at the Tenderer's disposal; b) the accreditation may be held by the Tenderer's delivery partner, where that partner is named as a subcontractor and will perform the reseller and implementation elements of the Services, without the Tenderer formally relying on that partner's capacity under Section 3.1; or c) the accreditation must be held by the Tenderer itself (or, in the case of a consortium, by the lead entity) in its own name. If (a) or (b) applies, please confirm how the Contracting Authority wishes this to be recorded at Part A.6 of the Tender Response Document, given that the confirmation there is expressed in respect of the Tenderer's own organisation.	
3	Q2. Selection Criteria - Technical and Professional Ability (RFT Section 3.2.2; Tender Response Document Part A.4) Section 3.2.2 requires Tenderers to demonstrate two contracts for Microsoft Dynamics 365 Business Central Finance Management Systems completed within the last three years, at least one of which was with an Approved Housing Body, local authority, government department, registered charity or equivalent social or community housing body. Part A.4 of the Tender Response Document provides templates for Reference Contract 1 and Reference Contract 2 but does not identify the entity by which each contract was delivered. Please confirm which of the following applies: a) a Tenderer may satisfy the requirement at Section 3.2.2 with contracts delivered by another entity on whose capacity it relies in accordance with Section 3.1, that entity submitting a separate ESPD together with an undertaking that it will place the necessary resources at the Tenderer's disposal; b) the reference contracts may be those of the Tenderer's delivery partner, where that partner is named as a subcontractor at Part A.3 of the Tender	Please note for this Selection Criteria requirement the following will apply: the reference contracts must have been delivered by the Tenderer itself (or, in the case of a consortium, by the lead entity) in its own name.

	Response Document and will perform the reseller and implementation elements of the Services; or c) the reference contracts must have been delivered by the Tenderer itself (or, in the case of a consortium, by the lead entity) in its own name. If (a) or (b) applies, please confirm how the delivering entity should be identified within the Reference Contract templates at Part A.4, and whether the sector requirement in respect of at least one contract may likewise be met by that entity.	
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