

# **IRELAND: FINANCIAL CONSULTANCY, FINANCIAL TRANSACTION PROCESSING AND CLEARING-HOUSE SERVICES FOR THE PROVISION OF BUSINESS PROCESS SERVICES TO SUPPORT ENTERPRISE IRELAND PROGRAMMES ACROSS TWO (2) LOTS**

Contract or concession award notice – standard regime

## **1 Buyer**

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### **1.1 Buyer**

*Official name:* Enterprise Ireland

*Legal type of the buyer:* Body governed by public law

*Activity of the contracting authority:* Economic affairs

## **2 Procedure**

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### **2.1 Procedure**

*Title:* For the provision of Business Process Services to Support Enterprise Ireland Programmes across Two (2) Lots

*Description:* The Contracting Authority engaged in a competitive process for the establishment of two framework agreements for the provision of Business Process Services to Support Enterprise Ireland Programmes. Existing programmes that fall within the scope of this competition for the provision of Business Process services included: - Enterprise Ireland's Sustaining Enterprise Fund (SEF) - The Enterprise Resilience Initiative (ERI): Stream One and Two There are two initial areas of service delivery required under this Framework which are as detailed in Section 4.1: • Lot 1 -The Provision of Portfolio Servicing Services for the SEF and the ERI: Stream One • Lot 2 - Development and Management of the Business Processes for the ERI: Stream Two

*Procedure identifier:* 5a49b49a-d0dd-4a58-bac8-5c4b37ba9919

*Type of procedure:* Negotiated with prior publication of a call for competition / competitive with negotiation

*The procedure is accelerated:* yes

*Justification for the accelerated procedure:* Due to the urgency of requirements and complexities involved

*Main features of the procedure:* The Contracting Authority reserved the right to: (a) Move straight to a framework/ contract award decision, without negotiation; (b) To apply the successive reduction rule to reduce the number of firms invited to the negotiation phase; or (c) To invite all firms to negotiation meetings.

#### **2.1.1 Purpose**

*Main nature of the contract:* Services

*Main classification (cpv):* 66170000 Financial consultancy, financial transaction processing and clearing-house services

*Additional classification (cpv):* 66171000 Financial consultancy services

*Additional classification (cpv):* 66172000 Financial transaction processing and clearing-house services

*Additional classification (cpv):* 79000000 Business services: law, marketing, consulting, recruitment, printing and security

*Additional classification (cpv):* 79412000 Financial management consultancy services

#### **2.1.2 Place of performance**

*Country subdivision (NUTS):* Dublin (IE061)

*Country:* Ireland

#### **2.1.3 Value**

*Estimated value excluding VAT:* 6 000 000 EUR

Maximum value of the framework agreement: 6 000 000 EUR

#### 2.1.4 General information

Legal basis:

Directive 2014/24/EU

#### 5 Lot

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##### 5.1 Lot technical ID: LOT-0001

*Title:* Lot 1 - The Provision of Portfolio Servicing for the Sustaining Enterprise Fund (SEF) and the Enterprise Resilience Initiative (ERI): Stream One

*Description:* Enterprise Ireland's Investment Services Division incorporates an Equity Team, who support Enterprise Ireland's Investment Committee in processing and addressing consent matters with the overarching objective of safeguarding the commercial rights and obligations of Enterprise Ireland relative to its Equity Instruments. Prior to 2020, Enterprise Ireland's Equity Team primary "live" equity instruments included: • Convertible Cumulative Redeemable Preference Share, • Cumulative Redeemable Preference Share To supplement the above Equity Instruments, Enterprise Ireland initiated a range of additional supports to help Irish businesses to rebuild after the impact of Covid-19. These supports enabled Irish businesses to stabilise cashflow, adapt their operations and innovate to meet new customer needs. These liquidity and medium-term financial supports have been delivered under the 'Sustaining Enterprise Fund', initially launched in April 2020. The 'Sustaining Enterprise' fund allowed for a support package of up to €800,000 to be made available to qualifying companies. This included companies at different stages of development and growth ranging from established companies to small enterprises and start-ups. Packaged support for Enterprise Ireland clients under the 'Sustaining Enterprise Fund' includes a non-repayable grant of up to €200,000 together with a Repayable Advance ("RA") of up to €600,000. Each RA is supported by a signed letter of offer, setting out the detailed terms and conditions, including Enterprise Ireland's standard consent rights at March 2022, Enterprise Ireland's Repayable Advances ("RA") Portfolio consisted of: Client Portfolio: Approximately 700 RA Clients RA Repayment Terms • RA Range: Typical RA's range between €20,000 and €600,000 • Initial 3 Years Post Investment: No repayments are scheduled in the first 3 years, preceding the initial investment • Years 4 and 5: The capital sum advanced together with administration charge are to be returned in years 4 and 5 • Repayment Schedule: A calculation of repayments is appended to all signed letters of offer. Typically, repayments are agreed on a monthly basis (however, there are instances of equivalent quarterly repayments) Administration Charge • A zero administration charge applies for first 6 months (from investment date) • Thereafter, an administration charge of 4% applies • Administration fee is accrued (and not payable) In addition, Enterprise Ireland expects to add more clients to this portfolio under the "Enterprise Resilience Initiative: Stream One" in Q4 2022. The Enterprise Resilience Initiative: Stream One has similar conditions to the Sustaining Enterprise Fund, with eligible companies applying for financial support from Enterprise Ireland and 50% of the total amount (up to a maximum of €500,000) of approved support, will be in grant support. The number of companies that will avail of the measure is estimated to be up to 125 companies (This may vary depending on the extent of the impact the crisis in the Ukraine is having on Irish enterprise). Enterprise Ireland's intention is for the establishment of a Portfolio Servicing Framework for use as required by Enterprise Ireland in the context of the SEF portfolio management and the ERI: Stream One portfolio of companies. The Initial Contract under the Framework Agreement for Lot 1, will cover the provision of services to include: a. Portfolio Review b. Consent Maintenance c. Portfolio Servicing and Administration d. Integration to Enterprise Ireland's Financial Systems  
*Internal identifier:* 1

##### 5.1.1 Purpose

*Main nature of the contract:* Services

*Main classification (cpv):* 66170000 Financial consultancy, financial transaction processing and clearing-house services

*Additional classification (cpv):* 66171000 Financial consultancy services

*Additional classification (cpv): 66172000 Financial transaction processing and clearing-house services*

*Additional classification (cpv): 79000000 Business services: law, marketing, consulting, recruitment, printing and security*

*Additional classification (cpv): 79412000 Financial management consultancy services*

### **5.1.2 Place of performance**

*Country subdivision (NUTS): Dublin (IE061)*

*Country: Ireland*

*Additional information:*

### **5.1.5 Value**

*Maximum value of the framework agreement: 4 000 000 EUR*

### **5.1.6 General information**

*Procurement Project not financed with EU Funds.*

*The procurement is covered by the Government Procurement Agreement (GPA)*

### **5.1.10 Award criteria**

*Criterion:*

*Type: Quality*

*Name: A - Fitness for Purpose of the Proposed Solution (25%) B - Technical Merit of the Team Proposed/Quality and Balance of Proposed Team (20%) C - Project Mobilisation & Solution Delivery Plan (10%) D - Reliability and Continuity of Supply (5%) E - Service Level Agreement (10%)*

*Description: A - Fitness for Purpose of the Proposed Solution (25%) B - Technical Merit of the Team Proposed/Quality and Balance of Proposed Team (20%) C - Project Mobilisation & Solution Delivery Plan (10%) D - Reliability and Continuity of Supply (5%) E - Service Level Agreement (10%)*

*Weight (percentage, exact): 70*

*Criterion:*

*Type: Cost*

*Name: F - Ultimate Cost (30%)*

*Description: F - Ultimate Cost (30%)*

*Weight (percentage, exact): 30*

### **5.1.12 Terms of procurement**

*Information about review deadlines: In line with SI130/2010 - Public Sector Remedies Legislation*

### **5.1.15 Techniques**

*Framework agreement:*

*Framework agreement, without reopening of competition*

*Information about the dynamic purchasing system:*

*No dynamic purchase system*

### **5.1.16 Further information, mediation and review**

*Review organisation: The High Court of Ireland*

*TED eSender: European Dynamics S.A.*

### **5.1 Lot technical ID: LOT-0002**

*Title: Lot 2 – Development and Management of the Business Processes for the Enterprise Resilience Initiative (ERI) renamed the Ukraine Enterprise Crisis Scheme (UECS): Stream Two*

*Description: The objective of the ERI: Stream Two is to support “energy-intensive” manufacturing and internationally traded services companies, who are currently viable but financially vulnerable as a result of additional costs due to exceptionally severe increases in natural gas and electricity prices. While funding under this measure is awarded by*

Enterprise Ireland, the Agency proposes to engage in a competitive tendering process to provide the management and administration of this Measure. This scheme meets all the requirements of the specific categories of aid described in Section 2.1 of the Temporary Crisis Framework for State Aid for measures to support the economy following the aggression against Ukraine by Russia. The conditions of the Measure, and the length of time the Measure is open to applications, may be modified in line with developments such as updates to EU State aid Regulation, changes in Irish government policy, and the needs of the Irish enterprise base. The provisional details of the Measure are detailed below:

- Funding will be to mitigate the consequences of the increase in natural gas and electricity costs linked to the Russian aggression against Ukraine.
- The funding is granted in the form of direct grants, no later than 31 March 2023
- The overall aid per undertaking does not exceed 30% of the eligible costs up to a maximum of €2 million at any given point in time.
- The minimum aid award under this measure is €20,000.
- Aid granted under the ERI Stream Two may be cumulated with aid granted under ERI Stream One provided that a total amount of €2 million is not exceeded.
- Compliance with the eligibility criteria related to electricity and gas expenditure, EBITDA and eligible costs will be verified and calculated by a trusted third party (accountant or auditor).
- The Measure will be open to applications until 1 March 2023 at 15:00. The Initial Contract under the Framework Agreement will facilitate the management and development of the Measure's business processes on behalf of Enterprise Ireland, while also facilitating the approval process. The number of companies that will be supported under the Measure is estimated to be up to 250 companies, but this may increase as eligibility will depend on the degree to which natural gas and electricity prices increase during the eligible period compared to 2021. As a result, services involved in the management of the business processes for this measure may need to be unexpectedly scaled up or scaled down depending on natural gas and electricity price movements. Consequently, the successful Framework Member must be capable of rapidly scaling up or down their level of Service provision and demonstrating flexibility and innovation in all activities is a mandatory requirement for this service. The Initial Contract under the Framework Agreement for Lot 2, will cover the provision of services to include: a. Implementation and Development of the Business Process for the Measure b. Management of the Application and Evaluation Process d. Management of the Appeals Process e. Ex-Post Assessment of Certain Aid Awards

*Internal identifier: 2*

#### **5.1.1 Purpose**

*Main nature of the contract: Services*

*Main classification (cpv): 66170000 Financial consultancy, financial transaction processing and clearing-house services*

*Additional classification (cpv): 66171000 Financial consultancy services*

*Additional classification (cpv): 66172000 Financial transaction processing and clearing-house services*

*Additional classification (cpv): 79000000 Business services: law, marketing, consulting, recruitment, printing and security*

*Additional classification (cpv): 79412000 Financial management consultancy services*

#### **5.1.2 Place of performance**

*Country subdivision (NUTS): Dublin (IE061)*

*Country: Ireland*

*Additional information:*

#### **5.1.5 Value**

*Maximum value of the framework agreement: 2 000 000 EUR*

#### **5.1.6 General information**

Procurement Project not financed with EU Funds.

*The procurement is covered by the Government Procurement Agreement (GPA)*

#### **5.1.10 Award criteria**

*Criterion:*

Type: Quality

Name: A - Fitness for Purpose of the Proposed Solution (25%) B - Technical Merit of the Team Proposed/Quality and Balance of Proposed Team (20%) C - Project Mobilisation & Solution Delivery Plan (10%) D - Reliability and Continuity of Supply (5%) E - Service Level Agreement (10%)

Description: A - Fitness for Purpose of the Proposed Solution (25%) B - Technical Merit of the Team Proposed/Quality and Balance of Proposed Team (20%) C - Project Mobilisation & Solution Delivery Plan (10%) D - Reliability and Continuity of Supply (5%) E - Service Level Agreement (10%)

Weight (percentage, exact): 70

Criterion:

Type: Cost

Name: F - Ultimate Cost (30%)

Description: F - Ultimate Cost (30%)

Weight (percentage, exact): 30

#### **5.1.12 Terms of procurement**

Information about review deadlines: In line with SI130/2010 - Public Sector Remedies Legislation

#### **5.1.15 Techniques**

Framework agreement:

Framework agreement, without reopening of competition

Information about the dynamic purchasing system:

No dynamic purchase system

#### **5.1.16 Further information, mediation and review**

Review organisation: The High Court of Ireland

TED eSender: European Dynamics S.A.

## **6 Results**

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Value of all contracts awarded in this notice: 6 000 000 EUR

Maximum value of the framework agreements in this procedure: 6 000 000 EUR

#### **6.1 Result lot Identifier: LOT-0001**

At least one winner was chosen.

Framework agreement:

Maximum value of the framework agreement: 4 000 000 EUR

##### **6.1.2 Information about winners**

Winner:

Official name: Fexco Limited

Tender:

Tender identifier: 1

Identifier of lot or group of lots: LOT-0001

Subcontracting value is known: no

Subcontracting percentage is known: no

Contract information:

Identifier of the contract: CON-001

Title: Framework Agreement Lot 1

Date of the conclusion of the contract: 16/11/2023

The contract is awarded within a framework agreement: yes

#### **6.1.4 Statistical information**

*Received tenders or requests to participate:*

*Type of received submissions:* Tenders

*Number of tenders or requests to participate received:* 1

#### **6.1 Result lot Identifier: LOT-0002**

At least one winner was chosen.

*Framework agreement:*

*Maximum value of the framework agreement:* 2 000 000 EUR

#### **6.1.2 Information about winners**

*Winner:*

*Official name:* Evelyn Partners Ireland Ltd (Formerly Smith & Williamson)

*Tender:*

*Tender identifier:* 2

*Identifier of lot or group of lots:* LOT-0002

*The tender was ranked*

*Subcontracting value is known:* no

*Subcontracting percentage is known:* no

*Contract information:*

*Identifier of the contract:* CON-002

*Title:* Framework Agreement for Lot 2

*Date of the conclusion of the contract:* 01/09/2023

*The contract is awarded within a framework agreement:* yes

#### **6.1.4 Statistical information**

*Received tenders or requests to participate:*

*Type of received submissions:* Tenders

*Number of tenders or requests to participate received:* 1

## **8 Organisations**

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### **8.1 ORG-0001**

*Official name:* Enterprise Ireland

*Registration number:* Unknown

*Postal address:* The Plaza, East Point Business Park

*Town:* Dublin

*Postcode:* D3 E5R6

*Country:* Ireland

*Email:* [procurement@enterprise-ireland.com](mailto:procurement@enterprise-ireland.com)

*Telephone:* +353 17272000

*Internet address:* <https://www.enterprise-ireland.com/en/>

*Buyer profile:* <https://www.enterprise-ireland.com/en/>

*Roles of this organisation:*

*Buyer*

### **8.1 ORG-0002**

*Official name:* The High Court of Ireland

*Registration number:* The High Court of Ireland

*Department:* The High Court of Ireland

*Postal address:* Four Courts, Inns Quay, Dublin 7  
*Town:* Dublin  
*Postcode:* D07 WDX8  
*Country:* Ireland  
*Email:* [HighCourtCentralOffice@courts.ie](mailto:HighCourtCentralOffice@courts.ie)  
*Telephone:* +353 1 8886000  
*Roles of this organisation:*  
*Review organisation*

#### **8.1 ORG-0003**

*Official name:* European Dynamics S.A.  
*Registration number:* 002024901000  
*Department:* European Dynamics S.A.  
*Town:* Athens  
*Country:* Greece  
*Email:* [eproc-esender@eurodyn.com](mailto:eproc-esender@eurodyn.com)  
*Telephone:* +30 2108094500  
*Roles of this organisation:*  
*TED eSender*

#### **8.1 ORG-0004**

*Official name:* Fexco Limited  
*Size of the economic operator:* sme  
*Registration number:* Unknown  
*Postal address:* Fexco Centre Iveragh Road  
*Town:* Kilorglin, Co. Kerry  
*Country subdivision (NUTS):* South-West (IE053)  
*Country:* Ireland  
*Email:* [info@fexco.com](mailto:info@fexco.com)  
*Telephone:* +353 669761258  
*Roles of this organisation:*  
*Tenderer*  
*Winner of these lots:* LOT-0001

#### **8.1 ORG-0005**

*Official name:* Evelyn Partners Ireland Ltd (Formerly Smith & Williamson)  
*Size of the economic operator:* sme  
*Registration number:* Unknown  
*Postal address:* Paramount Court Corrig Road  
*Town:* Sandyford, Dublin 18  
*Country subdivision (NUTS):* Dublin (IE061)  
*Country:* Ireland  
*Email:* [marc.lowry@evelyn.com](mailto:marc.lowry@evelyn.com)  
*Telephone:* +353 14959537  
*Roles of this organisation:*  
*Tenderer*  
*Winner of these lots:* LOT-0002

**11.1 Notice information**

*Notice identifier/version:* a1481a7a-167e-438a-b46d-a4965d924537 - 01

*Form type:* Result

*Notice type:* Contract or concession award notice – standard regime

*Notice dispatch date:* 24/04/2024 12:00 +01:00

*Languages in which this notice is officially available:* English

**11.2 Publication information**