



Request for Quotation

BEVERAGES DIRECT DIGITAL TRANSFORMATION AND E-COMMERCE.

Background

Established since 2002, Beverages Direct is a full service coffee company supplying commercial espresso coffee machines, service, training and a full range of consumable products to the out of home foodservice markets.

Our customer base ranges from large national account customers (such as Cineworld and Centre Parcs) to multi site medium size businesses and a large number of smaller independent customers.

Base in south Liverpool we have a large warehousing space, offices, technical workshops and a modern fully equipped showroom with up to 8 machines on display.

Our products are at the premium end of the market. We supply commercial grade espresso machine including Lavazza BLUE, Conti Espresso machines and a full range of high end bean to cup machine from Seb – Professional.

We have a strong focus on brands and distribute the full range of Lavazza whole beans, roast and ground coffee and Lavazza BLUE commercial espresso capsules.

Requirement

Our business is quite traditional with customer interaction being physical visits, telephone communication and email. Our website is active but out of date a low in functionality.

Our requirement is for a very functional website. An on – line space where our customers can log in to place orders, place service call, communicate directly with us.

The website will also need to be an on line resource for new customers to view what we do, download PDF style brochures and make enquiries.

The ideal supplier will demonstrate the knowledge and expertise to develop full e-commerce web sites and have the functional skills to develop and manage this from scratch. They must also be comfortable working with brand standards and brand guidelines of branded business which would then include the Lavazza brand and sub brands.

Deliverable Timescale

We would like the project to start in February 2021 with completion towards the end of April 2021.

Indicative Budget

The indicative budget for the project is £15K - £20K.

Evaluation Criteria

Quotations will be assessed and scored on the following criteria:

Quality/ Technical Merit (50%)

Supplier must demonstrate they have the technical and professional capability to deliver the requirement.

Delivery Timescale (20%)

Supplier must demonstrate they can deliver the requirement to timescales above.

Cost/Value for money (30%)

Does supplier offer value for money. This will not necessarily be the cheapest quote.

Scoring Methodology

4 Excellent	Proposal meets and in some places, exceeds the required standard
3 Good	Proposal meets required standard
2 Acceptable	Proposal meets the required standard in most respects, but is lacking or inconsistent in others
1 Poor	Proposal falls short of expected standard
0 Unacceptable	Completely or significantly fails to meet required standard or does not provide the relevant answer

Proposal Format

The proposal format should be in electronic PDF format which should include any reference websites and / or demonstration of knowledge, understanding and skills required to deliver the work.

Deadline and Submission

Proposals are required by 29th January 2021 either electronically or by post/in person to :

alun.owen@beverages-direct.co.uk

Beverages Direct Limited
Unit 8 Dakota Business Park
Liverpool
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Conditions of Tender

- Please be aware that due to the relatively low indicative budget for this work (i.e. less than the current OJEU limits) there is no regulatory obligation for us to provide feedback if you are unsuccessful.
- We reserve the right to discontinue this tender process at any time and not award a contract.
- You will not be entitled to claim from us any costs or expenses which you may incur in preparing and/or submitting your Tender at any stage of these exercises. This applies whether or not your organisation is successful.