

## **Request for Quotation**

### **Website redesign & upgrade**

**plus-direct.co.uk | pluspackaging.co.uk**

#### **Background**

At Plus Packaging, we are addicted to putting our customers first, because we can't help it! This family company has been providing solutions for high volume, bespoke transit packaging for over thirty years – we are in the third generation now. Our solutions are based on recognition of customer's needs. It should be simple – you get the packaging that you need, in the amount you need – when, and only when, you need it.

#### *Current State*

The pluspkg.com website is WordPress and has no buy-on line function. Plus-direct.co.uk is the buy on-line and is directly connected with our ERP system, Microsoft Dynamics NAV. It is a Kentico site. All items are taken direct from NAV. Pluspackaging.co.uk is our Web App, in which we upload bespoke items and customers specific order books together. Again, items are entered on NAV and there is a connection. It is a Kentico site.

Pluspkg.com has been altered to become our general site, but its early design stages and there are more products to come. Plus-direct.co.uk has a facelift underway but there are still sections that need development. Pluspackaging.co.uk is pretty much designed as it was with some colour changes. It could use some design.

#### *Vision*

The pluspkg.com site should be the site we use as our about us, news, featured products, information, contact use etc. This is where our SEO and any AdWords activity will take place.

Plus-direct.co.uk will be our buy on-line site and – here is the big one – we want the bespoke functionality found on pluspackaging.co.uk to be re-located here, so that clients can get their own order book – and shop for other items – then checkout in one place, on their account if that is how its normally done.

This section of Website upgrade project will consist of the addition of recommended items on the plus-direct site, improved checkout and basket functionality and a design and layout

corrections on the Web App section. Extra detail and connections to our current Microsoft Dynamics NAV such as stock availability will be added to the site.

There are three innovations very specific to packaging that will set our site apart from larger and more broad competition. The Web App already in place will be merged with the Buy On-Line site, allowing customers to use one check out and add day to day items to the basket as well as industrial bespoke packaging. We will add a stock check function, whereby customers can perform a stock check and the system will recommend an order. The site will be set so that all pricing changes to a customer's set pricing discount structure at point of logging in.

Our ERP system, which connects directly to the Web Sites needs upgrading to cope with additional demands, in some cases on the purchasing side. We are looking to auto confirm orders from suppliers - this will mean the lead time displayed to clients on our website is kept up to date.

## **Requirement**

### *Recommended Items*

Add in recommended items at the checkout and on the Web App. Based on items often used with items purchased and selected by Plus. Information best sourced on NAV.

### *Stock Availability*

Add in visibility of Stock | Lead Time and On Order | Due In so that customers can see where bespoke items are up to. Use the supplier expected in dates and inventory on NAV to sync data. We need to set the algorithm for where stock is available.

### *Checkout Merge*

Merge plus-direct.co.uk and pluspackaging.com checkouts. Customers find the web app on plus-direct.co.uk and access it there (currently only available on pluspackaging.co.uk). The checkout is the same and customers can add items from the general site to the order. Customers can pay by account.

The app would most likely change to a 'Packing List' and be available on the menu, populated once the customer logs in. They could then order items from the list, and from the main website in the same check-out.

### Challenges

- ① The two tables are currently separate – Kentico is taking data from two different places.
- ① Unit of Measure works different (Plus-Direct site is a lot better and should be adopted)

### *Stock Check Function*

This functionality should extend the web ordering functionality with alternative Ordering Matrix. It is going to be a new page with list of items customer can potentially order along with some simple information about them (price, UOM) and small picture. This page will also contain the fields where customer can input their current stock level for each of these items

and at the bottom a button 'Order'. Pressing that button should calculate the quantity which needs to be ordered for all items populated with some stock quantity. That calculation needs to be based on separate min and max table which will be maintained by the customer through his Web Portal.

#### *Pricing Structure*

When existing customers log-in overall the prices on items they have special pricing on go through the checkout at those prices. This special pricing would be linked to Dynamics NAV.

#### *Auto Order Confirmation*

Set up add on Continia to auto update the Expected Receipt Date on Microsoft Dynamics NAV when suppliers send in PDF order confirmations.

#### **Deliverable Timescale**

Start on appointment (expected mid/late May 2021). Complete within 6-7 weeks.

#### **Indicative Budget**

£18'000

#### **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
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### **Proposal Format**

Proposals should clearly demonstrate how they meet the requirement set out above.

### **Deadline and Submission**

Proposals are required by the 14<sup>th</sup> May either electronically or by post/in person to Bruno Beech: [Bruno.beech@pluspkg.com](mailto:Bruno.beech@pluspkg.com)

#### *Plus Packaging*

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30<sup>th</sup> April 2021

This work is part funded through the European Regional Development Fund.

### **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 this exercises. This applies whether or not your organisation is successful.