

## Responses to clarification questions during the tender period for TD2022-001

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### QUESTION:

I have read through the tender opportunity documents and to be honest it is exactly the type of work that we do and I have been involved in supplying for over 20 years multiple food 'Group stands' (in excess of over 120 so far) and indeed this includes stands at Seafood Expo for the Welsh Government including this just run Barcelona show. On reading the specification the only area that concerns me is that my new company has only just completed our second year of trading so therefore will have only two years of accounts. We are profitable and stable financially and re-building now after Covid.

Now my question. Will this fact preclude us for tendering for this contract? More than willing to discuss this should you so wish or provide more in depth information.

### RESPONSE:

Thanks for getting in touch and expressing an interest in submitting a tender. Being a new business with only two years of accounts will not preclude you from tendering and we would very much welcome your tender submission.

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### QUESTION:

1. The budget is set at £175,000 plus VAT, is this budget only for Seafood Expo Global?
2. Should the budget include the cost of space booked at the show?
3. Do you want the same amount of space as the 2022 show?
4. Are you looking to replicate the stand that was created this year?

### RESPONSE:

1. The budget is up to £175,000 and that, as things stand, is for Seafood Expo Global only - but we aspire to get as much from that budget as possible.
2. The cost of space at the show must be factored into the budget.
3. We would aim for the same exhibition space as 2022 - 176sqm.
4. We are looking to maintain the same key functions of the 2022 pavilion:
  - An area dedicated to exhibiting companies, with individual booths.
  - A communal lounge/reception area.
  - A private meeting room.
  - A chef demonstration and sampling area.

However, what form the pavilion takes is entirely open to your creativity.

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### QUESTION:

We have another question regarding the tender, are you able to tell us the number of individual stands you would like on the block and what size/shape they should be?

### RESPONSE:

Thanks for your email. We don't have a definitive number we're looking for at this stage, but I'm confident we can recruit up to 10 companies to use individual exhibition booths at the 2023 expo. We offered a minimum size of 9sqm in 2022, and we would look for that to be the minimum booth size again. However, I will say that it would be useful to demonstrate flexibility – some companies will want spaces larger than 9sqm, and we may not even recruit as many as 10 exhibiting companies. The individual booths should be square or rectangular in shape.

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