

11th October 2021

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Invitation to tender for provision of benchmarking software and specialist

Background

Quality Meat Scotland (QMS) is Scotland's red meat development body. A Non-Departmental Public Body (NDPB) since 1st April 2008, QMS has a remit to shape a sustainable and prospering Scottish red meat industry.

Building on the success of Graze + and the theory disseminated throughout Better Grazing, QMS has established 6 regional Sustainable Producer Groups across Scotland. Pasture based livestock production will be at their core along with benchmarking farm performance and carbon credentials.

Each of the 6 regional groups is likely to be comprised of an average 8-10 farm businesses per group.

Using easy to measure physical benchmarking data, the group members will also be able to highlight the strengths and weaknesses of their livestock enterprise and compare them with other group members.

Key objectives

- Help farmers understand relationship between carbon, meat production and profit
- Benchmark financial and environmental data
- Give feedback and discuss development strategies within groups

Scope of the work

The successful contractor should provide a benchmarking software to gather financial and environmental performance data from farm businesses. The contractor should be able to provide support to collate and analyse the data as well as disseminate the information through an individual or team of people to assist group members to input data and provide feedback.

QMS would like to benchmark both environmental and financial performance. This may be considered in one software package or as separate systems. However, it is crucial the individual is familiar with any software packages used, in both entering data and providing advice and support.

The benchmarking element will consist of data entry annually and one feedback session, both in the winter. The project will run for 3 years, commencing in November 2021, completing in March 2024.

BORN & REARED IN SCOTLAND

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Target audience

- Members of the established Sustainable Producer Groups
 - Beef and sheep farmers

Key requirements

- Access to Environmental and Financial Performance Benchmarking software
- Technical knowledge of sustainable and regenerative livestock production
- Ability to provide support to producers individually and as a group
- Willingness to be challenged and engage in discussion with group members
- Contractor will be available for up to two in-person meetings per group per year

Contractor's responsibilities

- A sound understanding of business management and progressive farming practices
- Knowledge and understanding of key performance indicators for cattle and sheep businesses
- Excellent communication skills
- Experience in presentation of data to a farming audience
- Familiarity with benchmarking software
- Guidance for group members to input data

QMS Responsibilities

- Facilitation of group meetings
- Arranging venue hire and catering
- Coordination between contractor and group members

Budget

The budget for this project is expected to be £30,000 per year.

Quotation

A fully costed quotation to deliver the above should be included in the tender. Written quotations in pounds Sterling and excluding VAT must be received by QMS no later than 5pm on 5th November 2021.

The quotation will be evaluated using the following criteria and weightings (see proforma for more info):

Evaluation Criteria	Weighting
Quality (technical)	80%
Price (commercial)	20%

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Quality Meat Scotland

MEAT WITH INTEGRITY

Pro Forma:

	£	No. of Days	Comments
Daily Rate for Workshop Delivery			
Daily Rate for Benchmarking Input/feedback			
Benchmarking Software			
TOTAL QUOTATION			
VAT Registered Yes/No, if yes please detail VAT registrations number			

Key Competencies (criterion)	Comments
1. A sound understanding of business management and progressive farming practices	
2. Knowledge and understanding of key performance indicators for cattle and sheep businesses	
3. Excellent communication skills	
4. Experience in presentation of data to a farming audience	
5. Familiarity with benchmarking software	
6. Guidance to group members to input data	
7. Accessibility of benchmarking software	
8. Competency of benchmarking software	

Evaluation criteria

QMS evaluate quotations against qualitative criteria as well as quantitative. The successful bid will be one which scores highest overall against both Price and Quality, as detailed below.

Criterion	Weighting
Price	20%
Daily Rate excluding VAT	
Benchmarking software	
Quality	80%
<p>Details and examples of the benchmarking software</p> <p>Experience Please submit details of your relevant knowledge, skills and experience, detailing how these will be applied to successful delivery. Please enclose a CV.</p> <p>Essential</p> <ol style="list-style-type: none"> 1. A sound understanding of business management and progressive farming practices 2. Knowledge and understanding of key performance indicators for cattle and sheep businesses 3. Excellent communication skills 4. Experience in presentation of data to a farming audience 5. Familiarity with benchmarking software 6. Guidance for group members to input data 7. Accessibility of benchmarking software 8. Competency of benchmarking software 	
TOTAL	100%