

## Department for Transport SME Case Study:

Title of Contract/ Name of SME
Hazard Perception Test refresh contract for the Driving Standards Agency (DSA)
Background on SME and the goods/services they provide
<p>Three Blind Mice Ltd has between 1 and 50 employees and is therefore classified as a small sized enterprise.</p> <p>The service is to refresh and modernise the hazard perception test by replacing existing video clips with clips generated via computer generated image (CGI) technology.</p> <p>DSA introduced the current Hazard Perception Test (HPT) in Great Britain as part of the theory test in 2002 in order to increase the focus placed on this safety-critical skill during the learning to drive process.</p>
Details of any changes we made to procurement practices to improve opportunity for SME to win.
<p>A PIN was published and a pre-competitive event held to give SMEs the maximum opportunity to understand the requirement and prepare for the competitive phase.</p> <p>The PIN and subsequent OJEU notice specifically stated that "The contracting authority considers that this contract may be suitable for economic operators that are small or medium enterprises (SMEs)".</p> <p>We were concerned that the relatively high value would automatically rule out SMEs during the financial evaluation particularly the contract value/turnover ratio. The option of a parent or bank guarantee was therefore included to mitigate this risk.</p>
What made the SME successful (including value of any savings)
<p>Along with several other tenderers, Three Blind Mice Ltd submitted a tender. Following technical and financial evaluation this was shown to be the most economically advantageous bid. Three Blind Mice Ltd successfully demonstrated experience and capability to deliver the project and adapted quickly to the need to put in place a Bank Guarantee.</p> <p>Two of the tenders (DESQ and Three Blind Mice Ltd) successfully cleared the technical evaluation and were subject to the financial evaluation. Only one (Three Blind Mice Ltd) of these tenders was within the agreed financial envelope for the project.</p>

What (if any) added value they deliver as part of the contract
Three Blind Mice Ltd have demonstrated an innovative approach to project design (the track approach) which has a clear focus on value for money in terms of the production of 'new content' clips.

### **Additional Information**

Does the SME provide a product or service which might be of use to other Departments?
No
Does the SME have potential to grow its government footprint?
Yes
Is the product or service innovative - has it led to Departmental savings being made?
Yes – has a clear focus on value for money.