

# KENT COUNTY COUNCIL – PROPOSED RECORD OF DECISION

**DECISION TAKEN BY:**

Mark Dance, Cabinet Member for Economic Development

**DECISION NO:**

15/00090

**For publication****Key decision\***

*Affects more than 2 Electoral Divisions  
Expenditure or savings of > £1m*

**Subject: Title of Decision**

Inward investment services procurement

**Decision:**

As Cabinet Member for Economic Development, I agree to award the contract for the delivery of inward investment services to the winning bidder of a tendering exercise.

**Reason(s) for decision:**

There is an existing inward investment services contract with Locate in Kent, which was awarded in March 2014 following an OJEU compliant procurement process, and commenced in April 2014. This contract supports investment activity across all economic sectors within and outside Kent. The contract is for 24 months with an optional extension of one year (which expires in March 2017).

There is now an opportunity to review, refresh and strengthen the County Council's support for inward investment in light both of KCC's developing role as a commissioning authority, and an increasing economic development focus both by central government and the County Council on targeting and investing in those priority sectors with the greatest growth potential (including life sciences, advanced manufacturing, environmental technologies, ICT and digital/creative).

The tender proposal can be viewed on the Council's procurement portal and will include the following delivery targets:

- Securing external investment into Kent and Medway that will create quality jobs;
- Building and converting a pipeline of prospective investment projects in target sectors that will create and maintain jobs in Kent and Medway;
- Promoting the County to target markets and high value sectors;
- Competing with other locations being considered by potential investor businesses and developing compelling reasons why businesses should choose to locate in Kent and Medway;
- Attracting potential investors and providing key information to assist their decision making;
- Working closely with key partners in the County and internationally, in collaboration with UKTI Investment Services teams.

**Cabinet Committee recommendations and other consultation:**

The process will be discussed at the Growth, Economic Development and Communities Cabinet Committee on 1 December 2015.

**Any alternatives considered:**

The full OJEU process will allow Kent County Council to test the market to ensure value for money in terms of service quality and price.

**Any interest declared when the decision was taken and any dispensation granted by the Proper Officer:**

None

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signed

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date