

**BRITISH
FASHION
COUNCIL
FOUNDATION**

INVITATION TO TENDER

BFC Foundation Impact Report Partner

21st March 2024

ABOUT THE BFC FOUNDATION

The British Fashion Council (BFC) Foundation (Registered Charity Number: 1185152) supports the future growth and success of the British fashion industry by focusing on education, grant-giving and business mentoring, further enhancing the UK's position as the best place to study, start and develop a fashion business. The charity activates four support initiatives and allocates several scholarships each year to students, aiming to strengthen those leading the way in terms of creativity, positive business growth, environmental and community impact as well as to increase the diversity of the talent pool. The support initiatives are: BFC NEWGEN, BFC/GQ Designer Fashion Fund, BFC Fashion Trust and BFC/Vogue Designer Fashion Fund. Established in 2020, the BFC Foundation brought all of the BFC's charitable initiatives under one umbrella.

SUMMARY

The BFC is looking to appoint a Partner to develop a report on the impact that the BFC Foundation had during the scoping period 2020-2023. The BFC will provide data from a number of sources, and the Partner will analyse key trends.

The purpose is to demonstrate how funds released by the BFC Foundation between 2020 and 2023 have impacted the growth of British designer fashion businesses, and will include key reporting information such as post-Pandemic survival rate, turnover and number of employees.

The Partner should have data analytics experience and an understanding of how fashion SMEs and micro businesses operate in the UK. The Partner should also have knowledge of the fast changing fashion landscape and how current affairs impact the fashion industry, to ensure raw data is put into perspective and within a wider framework.

The Partner will identify at-a-glance key trends and data, to be made accessible to the BFC Foundation Trustees and also to the designer businesses we have been impacting and will continue to impact via the BFC Foundation.

TENDER PROCESS

Please submit a full tender response to the brief outlined below. At a minimum your tender should include:

- A playback of the BFC requirements
- An overview of deliverables per approach, content, and outcomes
- Details of your relevant experience analysing data and how the British fashion industry operates
- Examples of similar reports you have done before and/or of any other charity/non for profit reports you think are best in class
- Details of exclusions, assumptions, any anticipated risks, and dependencies
- Timelines for engagement and a high-level overview plan
- Itemised cost breakdown

The procurement of this contract will be via a one-stage invitation to tender process (with no pre-qualification questionnaire stage). However, tenders received will be tested against minimum essential selection criteria on a pass or fail basis. Those that pass will then be scored against the award criteria set out below. The selection will be based on:

- Your capabilities to deliver on this brief
- Examples from previous work
- Expertise in how fashion SMEs operate in the UK

Tenders that pass the selection process will be considered against the following award criteria:

Award criteria	Maximum score	Weighting
Understanding of the aims of the brief, including demonstration of how the brief will be delivered	5	40%
Value and value-add; to include cost, details of experience, differentiation against competitors, examples of recent and similar reports	5	40%
Methodology and critical path to deliver required activities	5	10%
Overall quality of proposal	5	10%
Total score	20	100%

Maximum total score = 20

Weighting: 1 = Poor 5 = Excellent

TENDER DEADLINE

All submissions must be received by 2nd April 2024. Responses should be emailed to giulia.manganelli@britishfashioncouncil.com and emma.early@britishfashioncouncil.com, subject header: “**BFC Foundation Impact Report Partner: ITT Response**”

REPORT BRIEF

BACKGROUND

[BFC Foundation Annual Programme and Impact Announcement](#)

[BFC NEWGEN](#)

[BFC/Vogue Designer Fashion Fund](#)

[BFC/GQ Designer Fashion Fund](#)

[BFC Fashion Trust](#)

[BFC Scholarships](#)

REPORT OBJECTIVES AND OUTPUTS

We expect the Partner to:

- Analyse raw data provided by the BFC and be able to shape data into key trends.
- Demonstrate an understanding of the British fashion industry, particularly SMEs and micro-entities.
- Demonstrate an understanding of how geo-political affairs impacted the reporting period 2020-2023 (including but not limited to: Covid Pandemic, conflicts, shifting business models and consumer behaviours).
- Identify and present key positive data-based impact information on a selected number of grant recipients.
- Understand the difference between the four initiatives and scholarships and put the raw data into perspective according to that.
- Start from a wider pool of supported businesses in 2020 and follow the development of those who were continuously supported by the BFC Foundation until 2023, with the purpose to demonstrate impact on survival rate and/or turnover and team growth.
- Not collate any additional information or data from designer businesses, the only data to be analysed has already been provided by stakeholders within their applications or as part of reporting requirements from previous funders (including but not limited to European Regional Development Fund and Mayor of London). Raw data provided by the BFC will be numerical and case study based.
- Deliver a 10 to 15 pages report with four audiences in mind: the BFC Foundation Trustees, the BFC Foundation Patrons, Government, and the designer businesses that the Foundation has impacted.
- Imagery will be provided and curated by the BFC.
- Project manage and create a delivery plan, including regular update meetings, risks, issues, dependencies.
- Final and best quote for full scope of work.

KEY DATES

- 21 March-2 April: Submissions. Responses submitted after 2 April will not be reviewed.
- 2-5 April: BFC to score and notify shortlist.
- w/c 15th April: Interviews
- w/c 22nd April: BFC to provide raw data to selected Partner.
- End of May 2024: Final report signed off
- June 2024: Present report

SUBMISSIONS

The BFC will treat all responses confidentiality and equally, and responses will not be shared outside of the BFC.