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Contract

ID 4880534 DfE - Invest NI - Leadership Coaching and International Sales Leadership Pilot

Invest Northern Ireland

F03: Contract award notice

Notice identifier: 2024/S 000-003258

Procurement identifier (OCID): ocds-h6vhtk-041abc

Published 31 January 2024, 4:11pm

Section I: Contracting authority

I.1) Name and addresses

Invest Northern Ireland

Bedford Square, Bedford Street

BELFAST

BT2 7ES

Email

SSDAdmin.CPD@finance-ni.gov.uk

Country

United Kingdom

Region code

UK - United Kingdom

Internet address(es)

Main address

<https://etendersni.gov.uk/epps>

Buyer's address

<https://etendersni.gov.uk/epps>

I.2) Information about joint procurement

The contract is awarded by a central purchasing body

I.4) Type of the contracting authority

Body governed by public law

I.5) Main activity

General public services

Section II: Object

II.1) Scope of the procurement

II.1.1) Title

ID 4880534 DfE - Invest NI - Leadership Coaching and International Sales Leadership Pilot

Reference number

4880534

II.1.2) Main CPV code

- 80570000 - Personal development training services

II.1.3) Type of contract

Services

II.1.4) Short description

Invest NI wishes to appoint a Contractor to deliver leadership coaching to participants on the Leader Programme, which will facilitate the implementation of learning from the business mentoring and peer networking while also building the individual leadership competencies of individual participants in support of business growth. This Contract is for the delivery of Leadership Coaching element of the Invest NI Leader Programme and International Sales Leadership Pilot. The initial contract period is two years with one option to extend for any period up to, and including, thirty-six months.

II.1.6) Information about lots

This contract is divided into lots: No

II.1.7) Total value of the procurement (excluding VAT)

Value excluding VAT: £1,345,000

II.2) Description

II.2.2) Additional CPV code(s)

- 80500000 - Training services
- 80510000 - Specialist training services
- 80511000 - Staff training services
- 80520000 - Training facilities
- 80521000 - Training programme services
- 80532000 - Management training services

II.2.3) Place of performance

NUTS codes

- UKN - Northern Ireland

II.2.4) Description of the procurement

Invest NI wishes to appoint a Contractor to deliver leadership coaching to participants on the

Leader Programme, which will facilitate the implementation of learning from the business mentoring and peer networking while also building the individual leadership competencies of individual participants in support of business growth. This Contract is for the delivery of Leadership Coaching element of the Invest NI Leader Programme and International Sales Leadership Pilot. The initial contract period is two years with one option to extend for any period up to, and including, thirty-six months.

II.2.5) Award criteria

Quality criterion - Name: AC1 Accreditation of Leadership Coaches / Weighting: 0

Quality criterion - Name: AC2 Programme Director Experience / Weighting: 10.4

Quality criterion - Name: AC3 Leadership Coaches' Experience / Weighting: 19.5

Quality criterion - Name: AC4 Methodology for Managing the Leadership Coaching Service / Weighting: 19.5

Quality criterion - Name: AC5 Implementation Plan / Weighting: 5.2

Quality criterion - Name: AC6 Social Value / Weighting: 10.4

Cost criterion - Name: AC7 Total Contract Price / Weighting: 35

II.2.11) Information about options

Options: Yes

Description of options

There is one option to extend for any period up to, and including, thirty-six months.

II.2.13) Information about European Union Funds

The procurement is related to a project and/or programme financed by European Union funds: No

Section IV. Procedure

IV.1) Description

IV.1.1) Type of procedure

Open procedure

IV.1.8) Information about the Government Procurement Agreement (GPA)

The procurement is covered by the Government Procurement Agreement: Yes

IV.2) Administrative information

IV.2.1) Previous publication concerning this procedure

Notice number: [2023/S 000-034061](#)

Section V. Award of contract

Contract No

1

Title

Contract

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

31 January 2024

V.2.2) Information about tenders

Number of tenders received: 2

Number of tenders received from SMEs: 1

Number of tenders received from tenderers from other EU Member States: 0

Number of tenders received from tenderers from non-EU Member States: 1

Number of tenders received by electronic means: 2

The contract has been awarded to a group of economic operators: No

V.2.3) Name and address of the contractor

WILSON SLOAN CONSULTING LTD

6 CAIRNBURN GRANGE

BELFAST

BT4 2TA

Email

paula@wilsonsloanconsulting.com

Telephone

+44 7738564944

Country

United Kingdom

NUTS code

- UK - United Kingdom

Internet address

<https://etendersni.gov.uk/epps>

The contractor is an SME

Yes

V.2.4) Information on value of contract/lot (excluding VAT)

Initial estimated total value of the contract/lot: £1,345,000

Total value of the contract/lot: £1,345,000

Section VI. Complementary information

VI.3) Additional information

The successful Contractor's performance will be managed as per the specification, and regularly monitored. Contractors not delivering, on contract requirements is a serious matter. It means the public purse is not getting what it is paying for. If a Contractor fails to reach, satisfactory levels of contract performance they will be given a specified time to improve. If, after the specified time, they still fail to, reach satisfactory levels of contract performance, the matter will be escalated to senior management in CPD for further action. If this, occurs and their performance still does not improve to satisfactory levels within the specified period, it may be grounds for termination, of the contract at the Contractor's expense. In lieu of termination they may be issued with a Notice of Written Warning or a Notice of.. Unsatisfactory Performance. A central register of such Notices for supplies and services Contracts will be maintained and published, on the CPD website. Any Contractor in receipt of multiple Notices of Written Warning or Notices of Unsatisfactory Performance will be, required to declare this in future tender submissions for a period of three years from the date of issue of the Notice. It may also result in, the Contractor being excluded from all procurement competitions being undertaken by Centres of Procurement.

VI.4) Procedures for review

VI.4.1) Review body

The UK does not have any such bodies with responsibility for appeal/mediation procedures.

Belfast

Country

United Kingdom

VI.4.3) Review procedure

Precise information on deadline(s) for review procedures

CPD complied with the Public Contracts Regulations 2015 and incorporated a..... standstill period (i.e. a minimum of 10 calendar days) at the point information on the award of contract was communicated to tenderers... That notification provided full information on the award decision. This provided time for the unsuccessful tenderers to challenge the.. award decision before the contract was entered into.