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Contract

## **ID 5448866 INVEST NI - PROVISION OF GROW BEYOND (EARLY STAGE EXPORTERS) PROGRAMME IN GREAT BRITAIN AND REPUBLIC OF IRELAND 2024-2029**

Invest Northern Ireland

F03: Contract award notice

Notice identifier: 2025/S 000-003684

Procurement identifier (OCID): ocds-h6vhtk-04b5eb

Published 4 February 2025, 3:06pm

### **Section I: Contracting authority**

#### **I.1) Name and addresses**

Invest Northern Ireland

BELFAST

##### **Email**

[ssdadmin.cpd@finance-ni.gov.uk](mailto: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**

Economic and financial affairs

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## **Section II: Object**

### **II.1) Scope of the procurement**

#### **II.1.1) Title**

ID 5448866 INVEST NI - PROVISION OF GROW BEYOND (EARLY STAGE EXPORTERS) PROGRAMME IN GREAT BRITAIN AND REPUBLIC OF IRELAND 2024-2029

Reference number

ID 5448866

#### **II.1.2) Main CPV code**

- 79413000 - Marketing management consultancy services

#### **II.1.3) Type of contract**

Services

#### **II.1.4) Short description**

Invest NI is now seeking to appoint a Contractor for the delivery and management of “The

Grow Beyond Programme” for a five-year period from 2024-2029, with an anticipated launch date in financial quarter 4 2024/25. The Grow Beyond Programme (Grow Beyond) is an export capability development service aimed at Small and Medium sized Enterprises (SMEs) who are either • selling outside Northern Ireland into the RoI and/or GB for the first time or • growing export sales in RoI and GB from a limited base.

#### **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: £485,000

### **II.2) Description**

#### **II.2.2) Additional CPV code(s)**

- 79400000 - Business and management consultancy and related services
- 79410000 - Business and management consultancy services
- 79310000 - Market research services
- 80532000 - Management training services
- 73210000 - Research consultancy services
- 73220000 - Development consultancy services

#### **II.2.3) Place of performance**

NUTS codes

- UKN - Northern Ireland
- UKN0 - Northern Ireland

Main site or place of performance

Northern Ireland

#### **II.2.4) Description of the procurement**

Invest NI is now seeking to appoint a Contractor for the delivery and management of “The Grow Beyond Programme” for a five-year period from 2024-2029, with an anticipated launch date in financial quarter 4 2024/25. The Grow Beyond Programme (Grow Beyond)

is an export capability development service aimed at Small and Medium sized Enterprises (SMEs) who are either • selling outside Northern Ireland into the RoI and/or GB for the first time or • growing export sales in RoI and GB from a limited base.

#### **II.2.5) Award criteria**

Quality criterion - Name: Nominated Lead Trainers Training Experience / Weighting: 21

Quality criterion - Name: Nominated Lead Mentors Mentoring Experience / Weighting: 33

Quality criterion - Name: Learning Objectives, Content Methodology / Weighting: 10.5

Quality criterion - Name: Social Value / Weighting: 10.5

Cost criterion - Name: Cost Criteria / Weighting: 25

#### **II.2.11) Information about options**

Options: Yes

Description of options

The contract will run for an initial period of 24 months from the date of appointment with an option to extend for one further period of 24 months First Extension Period and one final option to extend for 12 months Final Extension Period, subject to satisfactory performance and budgetary provision. Costs shall be fixed for the initial contract period.

#### **II.2.13) Information about European Union Funds**

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

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## 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: [2024/S 000-036624](#)

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## 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

28 January 2025

#### V.2.2) Information about tenders

Number of tenders received: 3

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: 3

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

**V.2.3) Name and address of the contractor**

CORE CONSULTING BUSINESS GROWTH ADVISORS LTD

39a Main Street

Bangor

BT20 5AF

Email

[dave@consultcore.co.uk](mailto:dave@consultcore.co.uk)

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: £540,000

Total value of the contract/lot: £485,000

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## **Section VI. Complementary information**

### **VI.3) Additional information**

Contract monitoring the successful contractor's performance on the contract will be 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 construction and procurement delivery. (CPD) for further action. If this occurs and their performance still does not improve to satisfactory levels within the specified period, this may be considered grounds for termination of the contract at your expense as provided for in the Conditions of Contract. In lieu... of termination, CPD may issue a Notice of Written Warning or a Notice of Unsatisfactory Performance. A supplier in receipt of multiple... Notices of Written Warning or a Notice of Unsatisfactory Performance may, in accordance with The Public Contracts Regulations 2015 (as amended), be excluded from future public procurement competitions for a period of up to three years..

### **VI.4) Procedures for review**

#### **VI.4.1) Review body**

The UK does not have any such bodies with responsibility for appeal/mediation procedures. Instead; any challenges are dealt with by the High Court, Commercial Division, to which proceedings may be issued regarding alleged breaches of the PCR 2015 as amended.

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 (as amended) 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.