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Contract

## **Business Gateway Fife Contracted Business Advisers Framework**

Business Gateway Fife

F03: Contract award notice

Notice identifier: 2023/S 000-003863

Procurement identifier (OCID): ocids-h6vhtk-03806e

Published 8 February 2023, 1:11pm

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

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

Business Gateway Fife

Saltire House, Pentland Park

Glenrothes

KY6 2AL

#### **Email**

[bgframework@bgfife.co.uk](mailto:bgframework@bgfife.co.uk)

#### **Telephone**

+44 1592858333

#### **Country**

United Kingdom

#### **NUTS code**

UKM72 - Clackmannanshire and Fife

**Internet address(es)**

Main address

<https://www.businessgatewayfife.com/>

Buyer's address

[https://www.publiccontractsscotland.gov.uk/search/Search\\_AuthProfile.aspx?ID=AA14402](https://www.publiccontractsscotland.gov.uk/search/Search_AuthProfile.aspx?ID=AA14402)

**I.2) Information about joint procurement**

The contract is awarded by a central purchasing body

**I.4) Type of the contracting authority**

Other type

Limited company owned by Local Authority

**I.5) Main activity**

General public services

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## **Section II: Object**

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

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

Business Gateway Fife Contracted Business Advisers Framework

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

- 79411100 - Business development consultancy services

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

Services

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

This prior information notice is to inform the market that Business Gateway Fife intends to procure a framework of contracted Business Advisers to provide business support and advice to businesses in Fife.

As part of the pre-procurement process, Business Gateway Fife is looking to gauge the level of interest in the contract to help inform the procurement strategy and feedback on the specification.

#### **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: £500,000

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

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

- 79900000 - Miscellaneous business and business-related services
- 79410000 - Business and management consultancy services

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

NUTS codes

- UKM72 - Clackmannanshire and Fife

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

Business Gateway Fife, a company limited by guarantee and wholly owned by Fife Council, is the delivery agent for Business Gateway services in Fife.

Business Gateway is a publicly funded service contributing to the economic wellbeing of Scotland by providing access to free business support services. We give assistance and impartial advice to people starting or growing their business through a combination of:

- Online support – a comprehensive website with practical information and useful guides.
- A programme of fully funded local workshops and events held throughout Scotland.
- Advice to suit specific business needs through a network of experienced business advisers.
- Business information – a dedicated team providing information and support on all aspects of starting and growing a business.

Business Gateway Fife's team of Business Growth Advisers consists of a mixture of employees of the company and self-employed contractors. Since April 2016, the contracted Advisers have been part-funded through the European Regional Development Fund (ERDF). That funding comes to an end on 31st March 2023 and will be replaced, from 1st April 2023 by funding from the UK Shared Prosperity Fund.

#### **Purpose**

The purpose of this contract will be to procure a framework of contracted Business Growth Advisers to provide high quality growth advice and support to small and medium sized enterprises (SMEs) in Fife, maximising their growth potential and contribution to the economy.

Successful bidders will be tasked with:

- Providing support, advice and aftercare to SMEs with growth potential.
- Developing and implementing sustainable growth strategies for businesses they work with to support their growth aspirations and increase competitiveness.
- Leading the delivery of support to businesses in their portfolio from external providers, understanding the whole support offering in Fife/Scotland.

- Identifying, progressing and evaluating business support opportunities and programmes, including sourcing external funding and liaising with banks and other intermediaries.
- Supporting and advising businesses with the application process for funding.
- Developing stakeholder relationships with local and National bodies to help drive the effectiveness of business support in Fife.
- Maintaining records of all supported businesses via the Business Gateway Customer Relationship Management system and local data recording solutions.
- Comply with Business Gateway Programme Rules and service delivery standards.

### Contract Period and Value

The framework will be part-funded through the UK Shared Prosperity Fund and will run from 1st April 2023 to 31st March 2025.

The contract is being offered at a fixed rate of 40GBP per hour exclusive of VAT. This rate is inclusive of all costs associated with delivering the contract. Contractors will be provided with a Business Gateway Fife laptop for the duration of the contract.

There will be an expectation that contractors are available no more than 45 weeks of the year. Contracts will be offered based on an annual number of hours which will equate to a certain number of days per week for 45 weeks at 7 hours per day (for example, an annual contract of 945 hours would equate to 3 days a week at 7 hours per day for 45 weeks).

The relationship of successful bidders to Business Gateway Fife will be that of an independent contractor and nothing in the contract will render them an employee, worker, agent or partner of Business Gateway Fife. The maximum contract available will be 1,260 hours, equivalent to 4 days a week at 7 hours a day for 45 weeks, on the basis that contractors will require to be available to undertake work for other customers and will not provide their services exclusively to Business Gateway Fife.

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

Quality criterion - Name: Key Staff – Skills, Qualifications and Experience / Weighting: 40

Quality criterion - Name: Case Study 1 / Weighting: 20

Quality criterion - Name: Case Study 2 / Weighting: 20

Quality criterion - Name: Case Study 3 / Weighting: 20

Price - Weighting: 0

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

Options: No

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

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

#### **II.2.14) Additional information**

Successful bidders will periodically be required to attend scheduled meetings at the above noted address and will have access to a desk and interview rooms as required from Monday to Friday during normal office hours, however, the role will primarily be delivered through remote working and visits to clients' business premises.

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## **Section IV. Procedure**

### **IV.1) Description**

#### **IV.1.1) Type of procedure**

Restricted procedure

#### **IV.1.3) Information about a framework agreement or a dynamic purchasing system**

The procurement involves the setting up of a dynamic purchasing system

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

The procurement is covered by the Government Procurement Agreement: No

### **IV.2) Administrative information**

#### **IV.2.1) Previous publication concerning this procedure**

Notice number: [2022/S 000-032762](#)

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## **Section V. Award of contract**

### **Contract No**

NOV464706

A contract/lot is awarded: Yes

### **V.2) Award of contract**

#### **V.2.1) Date of conclusion of the contract**

8 February 2023

#### **V.2.2) Information about tenders**

Number of tenders received: 8

Number of tenders received from SMEs: 8

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

Number of tenders received from tenderers from non-EU Member States: 8

Number of tenders received by electronic means: 8

The contract has been awarded to a group of economic operators: Yes

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

K A & C Ltd

16 Dove Street

Cellardyke

KY10 3AN

Telephone

+44 7939305449

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

Yes

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

CJM Project Financial Management Ltd

AFM House, 6 Crofthead Road

Prestwick

KA9 1HW

Telephone

+44 01292671119

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

Yes

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

Business & Tourism Solutions Ltd trading as BTS

5 South Charlotte Street

Edinburgh

EH2 4AN



Telephone

+44 7909915196

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

Yes

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

Your Export Consultants

74 Ashfield, Bishopbriggs

Glasgow

G64 3DR

Telephone

+44 7900284879

Country

United Kingdom

NUTS code

- UKM - Scotland

The contractor is an SME

Yes

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

Westview Associates

8 Queens Gardens

Anstruther

KY10 3BU

Telephone

+44 7757358918

Country

United Kingdom

NUTS code

- UKM72 - Clackmannanshire and Fife

The contractor is an SME

Yes

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

KLB Consultancy Ltd

6 Balone Steading

St Andrews

KY16 8NS

Telephone

+44 7860846575

Country

United Kingdom

NUTS code

- UKM72 - Clackmannanshire and Fife

The contractor is an SME

Yes

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

Total value of the contract/lot: £500,000

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**Section VI. Complementary information**

**VI.3) Additional information**

(SC Ref:722019)

**VI.4) Procedures for review**

**VI.4.1) Review body**

Kirkcaldy Sheriff Court and Justice of the Peace Court

Whytescauseway

Kirkcaldy

KY1 1XQ

Country

United Kingdom