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Tender

UKSPF Business Support - Investment Readiness Programme

West Midlands Combined Authority

F02: Contract notice

Notice identifier: 2023/S 000-004117

Procurement identifier (OCID): ocids-h6vhtk-03a490

Published 10 February 2023, 9:21am

Section I: Contracting authority

I.1) Name and addresses

West Midlands Combined Authority

16 Summer Lane

Birmingham

B19 3SD

Email

william.pemberton@wmca.org.uk

Telephone

+44 3453036760

Country

United Kingdom

Region code

UKG - West Midlands (England)

Internet address(es)

Main address

<https://www.wmca.org.uk>

I.3) Communication

The procurement documents are available for unrestricted and full direct access, free of charge, at

<https://wmca.bravosolution.co.uk/go/5171259101863A9F49BB>

Additional information can be obtained from the above-mentioned address

Tenders or requests to participate must be submitted electronically via

<https://wmca.bravosolution.co.uk/go/5171259101863A9F49BB>

Tenders or requests to participate must be submitted to the above-mentioned address

I.4) Type of the contracting authority

Regional or local authority

I.5) Main activity

General public services

Section II: Object

II.1) Scope of the procurement

II.1.1) Title

UKSPF Business Support - Investment Readiness Programme

Reference number

04413-2022

II.1.2) Main CPV code

- 66171000 - Financial consultancy services

II.1.3) Type of contract

Services

II.1.4) Short description

The West Midlands (WM) Investment Readiness programme aims to address demand-side weaknesses in Small to Medium Enterprises (SME) access to external finance in the West Midlands. They are usually focused on equity finance (i.e. raising capital in exchange for an ownership share), but local programmes in England have also covered debt finance (e.g. applying for bank loans). The WM Investment Readiness Programme will include both equity and debt finance which will support the growth and scale up plans of the WM SMEs.

The WM Investment Readiness Programme will support WM SMEs in the following ways:

- Provide WM SMEs with a road map of the investments that suits their growth plans
- Provide strategic support for WM SMEs to understand the investment process and the in-depth reviews that will be conducted in appraisals for funding streams
- Develop the pitch for each type of investor
- Grow a network of fund managers that can deliver investment
- Reinvest success with continuous provision of a network of funders that can support the next generation of high growth and scale up businesses

II.1.5) Estimated total value

Value excluding VAT: £2,200,000

II.1.6) Information about lots

This contract is divided into lots: Yes

Tenders may be submitted for all lots

Maximum number of lots that may be awarded to one tenderer: 3

The contracting authority reserves the right to award contracts combining the following lots or groups of lots:

N/A

II.2) Description

II.2.1) Title

Birmingham & Solihull

Lot No

1

II.2.2) Additional CPV code(s)

- 66171000 - Financial consultancy services

II.2.3) Place of performance

NUTS codes

- UKG31 - Birmingham
- UKG32 - Solihull

II.2.4) Description of the procurement

Stage 1: Business Engagement and Information & Advice

Stage 2: Mentoring Support to Develop the Investment Pitch

Each WM SME (business) recruited will be provided with up to a maximum of 27 hours of support. The 27 hours of support will include 3 hours of 1-2-1/1-2-many advice at Stage 1, followed by 24 hours of 1-2-1 support at Stage 2 to further develop investment pitches.

II.2.5) Award criteria

Price is not the only award criterion and all criteria are stated only in the procurement documents

II.2.6) Estimated value

Value excluding VAT: £1,000,000

II.2.7) Duration of the contract, framework agreement or dynamic purchasing system

Start date

1 May 2023

End date

31 March 2024

This contract is subject to renewal

No

II.2.10) Information about variants

Variants will be accepted: No

II.2.11) Information about options

Options: Yes

Description of options

Option to extend on an annual basis at WMCA's sole discretion for three years until March 2027

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) Description

II.2.1) Title

Black Country (Dudley, Sandwell, Walsall & Wolverhampton)

Lot No

2

II.2.2) Additional CPV code(s)

- 66171000 - Financial consultancy services

II.2.3) Place of performance

NUTS codes

- UKG36 - Dudley
- UKG37 - Sandwell
- UKG38 - Walsall
- UKG39 - Wolverhampton

II.2.4) Description of the procurement

Stage 1: Business Engagement and Information & Advice

Stage 2: Mentoring Support to Develop the Investment Pitch

Each WM SME (business) recruited will be provided with up to a maximum of 27 hours of support. The 27 hours of support will include 3 hours of 1-2-1/1-2-many advice at Stage 1, followed by 24 hours of 1-2-1 support at Stage 2 to further develop investment pitches.

II.2.5) Award criteria

Price is not the only award criterion and all criteria are stated only in the procurement documents

II.2.6) Estimated value

Value excluding VAT: £900,000

II.2.7) Duration of the contract, framework agreement or dynamic purchasing system

Start date

1 May 2023

End date

31 March 2024

This contract is subject to renewal

No

II.2.10) Information about variants

Variants will be accepted: No

II.2.11) Information about options

Options: Yes

Description of options

Option to extend on an annual basis at WMCA's sole discretion for three years until March 2027.

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) Description

II.2.1) Title

Coventry

Lot No

3

II.2.2) Additional CPV code(s)

- 71314300 - Energy-efficiency consultancy services

II.2.3) Place of performance

NUTS codes

- UKG33 - Coventry

II.2.4) Description of the procurement

Stage 1: Business Engagement and Information & Advice

Stage 2: Mentoring Support to Develop the Investment Pitch

Each WM SME (business) recruited will be provided with up to a maximum of 27 hours of support. The 27 hours of support will include 3 hours of 1-2-1/1-2-many advice at Stage 1, followed by 24 hours of 1-2-1 support at Stage 2 to further develop investment pitches.

II.2.5) Award criteria

Price is not the only award criterion and all criteria are stated only in the procurement documents

II.2.6) Estimated value

Value excluding VAT: £300,000

II.2.7) Duration of the contract, framework agreement or dynamic purchasing system

Start date

1 May 2023

End date

31 March 2024

This contract is subject to renewal

No

II.2.10) Information about variants

Variants will be accepted: No

II.2.11) Information about options

Options: Yes

Description of options

Option to extend on an annual basis at WMCA's sole discretion for three years until March 2027.

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.2.2) Time limit for receipt of tenders or requests to participate

Date

13 March 2023

Local time

5:00pm

IV.2.4) Languages in which tenders or requests to participate may be submitted

English

IV.2.6) Minimum time frame during which the tenderer must maintain the tender

Duration in months: 3 (from the date stated for receipt of tender)

IV.2.7) Conditions for opening of tenders

Date

13 March 2023

Local time

5:01pm

Section VI. Complementary information

VI.1) Information about recurrence

This is a recurrent procurement: No

VI.4) Procedures for review

VI.4.1) Review body

West Midlands Combined Authority

16 Summer Lane

Birmingham

B19 3SD

Country

United Kingdom