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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): ocds-h6vhtk-03a490

Published 10 February 2023, 9:21 am

### **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](mailto: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

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**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

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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.2.2) 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

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## **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