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Tender

## **Farm Advisory Service One to Many & One to One**

Scottish Government

F02: Contract notice

Notice identifier: 2024/S 000-004360

Procurement identifier (OCID): ocds-h6vhtk-03df6b

Published 9 February 2024, 10:08am

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

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

Scottish Government

4 Atlantic Quay, 70 York St

Glasgow

G2 8EA

#### **Email**

[ross.cameron@gov.scot](mailto:ross.cameron@gov.scot)

#### **Telephone**

+44 1412420133

#### **Country**

United Kingdom

#### **NUTS code**

UKM - Scotland

**Internet address(es)**

Main address

<http://www.scotland.gov.uk>

Buyer's address

[https://www.publiccontractsscotland.gov.uk/search/Search\\_AuthProfile.aspx?ID=AA10482](https://www.publiccontractsscotland.gov.uk/search/Search_AuthProfile.aspx?ID=AA10482)

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

The contract is awarded by a central purchasing body

**I.3) Communication**

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

<https://www.publictendersscotland.publiccontractsscotland.gov.uk/esop/pts-host/public/pts/web/login.html>

Additional information can be obtained from the above-mentioned address

Tenders or requests to participate must be submitted electronically via

<https://www.publictendersscotland.publiccontractsscotland.gov.uk/esop/pts-host/public/pts/web/login.html>

Electronic communication requires the use of tools and devices that are not generally available. Unrestricted and full direct access to these tools and devices is possible, free of charge, at

<https://www.publictendersscotland.publiccontractsscotland.gov.uk/esop/pts-host/public/pts/web/login.html>

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

Ministry or any other national or federal 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**

Farm Advisory Service One to Many & One to One

Reference number

Case 641426

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

- 71241000 - Feasibility study, advisory service, analysis

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

Services

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

Provision of a Farm Advisory Service (FAS)

which consists of 2 separate Lots. Lot 1 will be for FAS One to Many and Lot 2 will be for FAS One to One

#### **II.1.5) Estimated total value**

Value excluding VAT: £24,375,000

#### **II.1.6) Information about lots**

This contract is divided into lots: Yes

Tenders may be submitted for one lot only

Maximum number of lots that may be awarded to one tenderer: 1

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

#### **II.2.1) Title**

## Farm Advisory Service One to One

Lot No

2

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

- 03000000 - Agricultural, farming, fishing, forestry and related products

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

NUTS codes

- UKM - Scotland

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

The One to One Farm Advisory Service will provide an advice line facility where calls and emails from customers can be triaged for Farm Advisory Service support and facilitate access to high quality one to one consultancy support. This will include advice to: improve biodiversity; increase awareness of habitat and carbon sequestration benefits of woodland planting; promote climate change adaptation and mitigation opportunities; improve business management and efficiency; encourage inclusivity by supporting new entrants and women in agriculture; and helping to support the industry and the Scottish Government's policies related to the sector, in particular the Scottish Government's target for net-zero by 2045 and reduction of 75% CO2 equivalent by 2030, and restoration and regeneration of biodiversity across the country by 2045.

The FAS will be delivered through two contracts; the One to Many; and One to One contract. Delivery will be integrated through an advice line and administrative hub, with a shared helpdesk facility and website, so customers engaging with the programme should not perceive any split and be seamlessly directed to the most relevant service to meet their needs.

Priorities:

- supporting Scotland's high quality food production;
- producing food in a way that underpins delivery of the Scottish Government's climate change and biodiversity targets;
- fostering knowledge transfer and innovation in agriculture, forestry and rural areas;
- enhancing the viability and competitiveness of agriculture, and promoting use of

innovative farm systems, technologies and techniques;

- sustainable forest management;
- promoting food chain organisation, animal welfare and risk management in agriculture;
- promoting resource efficiency and supporting the shift toward a low-carbon and climate resilient economy in the agriculture, food and forestry sectors; and restoring, preserving and enhancing ecosystems related to agriculture and forestry.

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

Quality criterion - Name: Quality / Weighting: 70

Price - Weighting: 30

#### **II.2.6) Estimated value**

Value excluding VAT: £9,375,000

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

Start date

4 July 2024

End date

31 March 2027

This contract is subject to renewal

Yes

Description of renewals

The Purchaser may, by giving notice to the Service Provider, extend the period of the Contract to a date falling no later than 31 March 2028. Subject to that constraint, the Purchaser may extend the period of the Contract on more than one occasion.

#### **II.2.10) Information about variants**

Variants will be accepted: No

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

Options: Yes

Description of options

In the event that demand for the One to One products exceeds the budget, the Scottish Government will have the discretion to increase the One to One budget by up to 25% on a pro-rata basis.

### **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**

Farm Advisory Service One to Many

Lot No

1

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

- 03000000 - Agricultural, farming, fishing, forestry and related products

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

NUTS codes

- UKM - Scotland

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

The One to Many Farm Advisory Service will be a professional, modern, customer focussed advisory service that supports incremental and step-changes in the economic and environmental performance of farmers, crofters and land managers throughout Scotland.

The service will offer structured support, through a period of change, whilst innovating and supporting future challenges, in particular the Scottish Government's target for net-zero by 2045 and reduction of 75% of CO2 equivalent by 2030, as well as restoration and regeneration of biodiversity across the country by 2045.

It will achieve this through provision of high quality advice, delivered by a range of media, tailored to a variety of customers, operating in collaboration with industry bodies, and supported by the Scottish Government's policies related to the sector, including the promotion and communication of pertinent and topical themes and policies throughout the period of the contract. Ad hoc advice and support will be delivered as and when issues arise.

The FAS will be delivered through two contracts; the One to Many; and One to One contract. Delivery will be integrated through an advice line and administrative hub, with a shared helpdesk facility and website, so customers engaging with the programme should not perceive any split and be seamlessly directed to the most relevant service to meet their needs.

#### Priorities:

- supporting Scotland's high quality food production;
- producing food in a way that underpins delivery of the - -- Scottish Government's climate change and biodiversity targets;
- fostering knowledge transfer and innovation in agriculture, forestry and rural areas;
- enhancing the viability and competitiveness of agriculture, and promoting use of innovative farm systems, technologies and techniques;
- sustainable forest management;
- promoting food chain organisation, animal welfare and risk management in agriculture;
- promoting resource efficiency and supporting the shift toward a low-carbon and climate resilient economy in the agriculture, food and forestry sectors; and restoring, preserving and enhancing ecosystems related to agriculture and forestry.

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

Quality criterion - Name: Quality / Weighting: 70

Price - Weighting: 30

#### **II.2.6) Estimated value**

Value excluding VAT: £15,000,000

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

Start date

4 July 2024

End date

30 March 2027

This contract is subject to renewal

Yes

Description of renewals

The Purchaser may, by giving notice to the Service Provider, extend the period of the Contract to a date falling no later than 31 March 2028. Subject to that constraint, the Purchaser may extend the period of the Contract on more than one occasion.

#### **II.2.10) Information about variants**

Variants will be accepted: No

#### **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



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## **Section III. Legal, economic, financial and technical information**

### **III.1) Conditions for participation**

#### **III.1.2) Economic and financial standing**

List and brief description of selection criteria

4B.4 - The bidder confirms the name, value and/or range of the financial ratios specified in the relevant Contract Notice.

4B.5 - The Bidder confirms they already have or can commit to obtain, prior to the commencement of the contract, the levels of insurance cover indicated in the relevant Contract Notice.

Minimum level(s) of standards possibly required

4B.4 -

Bidders must demonstrate a Current Ratio of no less than 0.8. Current Ratio will be calculated as follows: Total current assets divided by Total current liabilities.

There must be no qualification or contra-indication from any evidence provided in support of the bidders economic and financial standing.

4B.5 -

Professional Risk Indemnity Insurance - 2,000,000 GBP (A sum not less than)

Public Liability Insurance - 5,000,000 GBP (A sum not less than)

Employees Liability Insurance - 5,000,000 GBP (A sum not less than)

#### **III.1.3) Technical and professional ability**

List and brief description of selection criteria

4C.4 - Provide a statement of the relevant supply chain management and/or tracking systems used.

4C.7 - Provide details of the environmental management measures which the bidder will be able to use when performing the contract.

4C.10 - Provide details of the proportion (i.e. percentage) of the contract that you intend to subcontract: Bidders will be required to confirm whether they intend to subcontract and, if

so, for what proportion of the contract.

Minimum level(s) of standards possibly required

#### 4C.4 -

If bidders intend to use a supply chain to deliver the requirements detailed in the

Contract Notice, they should confirm they have (or have access to) the relevant supply chain management and tracking systems to ensure a

resilient and sustainable supply chain. This will include confirmation that they have the systems in place to pay subcontractors through the

supply chain promptly and effectively, and provide evidence when requested of:

a) their standard payment terms

b) 95% of all supply chain invoices being paid on time (in accordance with the terms of contract) in the last financial year.

If the bidder is unable to confirm (b) they must provide an improvement plan, signed by their Director, which improves the payment

performance.

#### 4C.7 -

Production and submission of evidence of steps taken to build awareness of the climate emergency and consideration of how the organisation plans to respond to it. This should include details of planned projects and actions to reduce the bidder's carbon emissions.

#### 4C.10 -

Bidders will be required to confirm whether they intend to subcontract and, if so, for what proportion of the contract.

### **III.2) Conditions related to the contract**

#### **III.2.3) Information about staff responsible for the performance of the contract**

Obligation to indicate the names and professional qualifications of the staff assigned to performing the contract

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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: [2023/S 000-019309](#)

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

Date

22 March 2024

Local time

12:00pm

#### **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: 6 (from the date stated for receipt of tender)

#### **IV.2.7) Conditions for opening of tenders**

Date

22 March 2024

Local time

12:30pm

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## **Section VI. Complementary information**

### **VI.1) Information about recurrence**

This is a recurrent procurement: No

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

The buyer is using PCS-Tender to conduct this ITT exercise. The Project code is 26038.  
For more information see:

<http://www.publiccontractsscotland.gov.uk/info/InfoCentre.aspx?ID=2343>

A sub-contract clause has been included in this contract. For more information see:

<http://www.publiccontractsscotland.gov.uk/info/InfoCentre.aspx?ID=2363>

Community benefits are included in this requirement. For more information see:

<https://www.gov.scot/policies/public-sector-procurement/community-benefits-in-procurement/>

A summary of the expected community benefits has been provided as follows:

The tenderer must provide a Community Benefits proposal that is relevant to the subject matter of this contract and supports the Scottish Ministers' commitment to contributing to the social, economic & environmental well-being of the people of Scotland.

(SC Ref:756635)

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

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

Edinburgh Sheriff Court and Justice of the Peace Court

Edinburgh

EH11LB

Country

United Kingdom