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Contract

## **Business Support for the Third Sector**

Scottish Government

F03: Contract award notice

Notice identifier: 2023/S 000-005992

Procurement identifier (OCID): ocds-h6vhtk-034098

Published 1 March 2023, 12:27pm

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

Ministry or any other national or federal authority

**I.5) Main activity**

General public services

## **Section II: Object**

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

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

Business Support for the Third Sector

Reference number

Case 582940

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

- 79411100 - Business development consultancy services

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

Services

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

The Scottish Government is seeking a service provider to work with them to market and deliver start-up, business support, and leadership development services to the enterprising third sector in Scotland.

#### **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: £4,708,140

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

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

- 66171000 - Financial consultancy services
- 79632000 - Personnel-training services
- 79900000 - Miscellaneous business and business-related services

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

NUTS codes

- UKM - Scotland

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

The Scottish Government has a requirement to place a contract with an external service provider for the provision of tailored Business Support to the Third Sector. The Scottish Government is seeking a supplier to work with them to market and deliver start-up, business support, and leadership development services to the enterprising third sector in Scotland.

The Service Provider must deliver the following components to service recipients through the contract:

- Start-up support which considers a range of potential business models, and makes effective referrals if social enterprise models are not the most appropriate based on sound legal understanding of each business model.
- Support for organisations post start-up moving to trading and becoming established enterprises
- Business skills and competencies, for example, strategy and business planning and income generation
- Planning for growth and achieving financial sustainability
- Leadership training, coaching and development
- Business recovery and resilience, with early intervention where possible
- Pre-investment support, financial planning and an independent brokerage service to assist the enterprising third sector to access the most appropriate social investment products across a spectrum of levels of investment
- Procurement and technical tendering support to both individuals and consortia (tender training and development, bid writing, bid review) with effective signposting to existing resources like the Supplier Development Programme
- Support for marketing/communications and digital/online services and ecommerce with effective signposting to existing resources such as Digital Boost
- Sector-specific support for just transition to Net Zero
- Raising awareness of the service across equality and diversity groups and capacity building and pipeline support for ethnic minority and disabled social entrepreneurs,

working with specialist partners where necessary, and in a way that is mainstreamed across all service areas.

- Support for the sector to enhance its impact reporting of and approach to equality and diversity including effective equality data collection and monitoring
- Social impact measurement advice with a focus on smaller organisations, providing one to one support for the enterprising third sector to improve their impact measurement practice based on available tools and methods, ensuring a balanced approach to demonstrating value
- International awareness raising and capacity building to identify and unlock the potential of the enterprising third sector to trade internationally prior to referral to Scottish Development International. This must interface with the work of the International Social Enterprise Observatory which acts as a hub for knowledge and best practice for social enterprise and seeks to make international connections. It must also cross-refer to Challenges who are funded by the Scottish Government to set up a pipeline of support for organisations looking to internationalise their social enterprise
- The new service provider will resource and initiate a series of knowledge exchanges in partnership with social enterprise delivery partners and mainstream business support agencies as part of its stakeholder relations, service promotion, horizon scanning and staff development

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

Quality criterion - Name: Quality / Weighting: 70

Price - Weighting: 30

#### **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 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: [2022/S 000-028052](#)

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

### **Contract No**

Case 582940

A contract/lot is awarded: Yes

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

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

15 February 2023

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

Number of tenders received: 1

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: 1

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

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

CEIS

5 Dava Street

Glasgow

G51 2AJ

Telephone

+44 00000000

Fax

+44 00000000

Country

United Kingdom

NUTS code

- UKM - Scotland

The contractor is an SME

Yes

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

Total value of the contract/lot: £4,708,140

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**Section VI. Complementary information**

**VI.3) Additional information**

Technical Assessment - Full details of the technical criteria detailed within Invitation to Tender.

Please note there are minimum requirements concerning Cyber Security for this contract.

Tenderers will be required to complete an online Supplier Assurance Questionnaire using the Cyber Security Procurement Support Tool. A link to CSPST can be found here:

<https://cyberassessment.gov.scot/>

The questionnaire will be aligned to a Cyber Risk Profile that has been established for the contract, based on the Contracting Authority's assessment of cyber risk.

Further details will be set out in the procurement documents. A contract condition for this procurement requires the Tenderer to comply with the minimum security requirements.

Tenderers must also confirm,

- they will pay staff that are involved in the delivery of the contract, at least the real Living Wage
- they will meet standards on payment of subcontractors

The estimated contract value includes the option for a potential 12 month extension.

The contract start date allows for a mobilisation period of 3 months (24 Feb - 23 May 23) where fully service delivery is required by 24 May 23.

(SC Ref:724288)

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

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

Edinburgh Sheriff Court and Justice of the Peace Court

27 Chambers Street

Edinburgh

EH11LB

Country

United Kingdom