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Tender

## Supply Chain Transition (Investment Zone)

West Midlands Combined Authority

F02: Contract notice

Notice identifier: 2025/S 000-006780

Procurement identifier (OCID): ocds-h6vhtk-04e6ad

Published 21 February 2025, 2:05pm

### Section I: Contracting authority

#### I.1) Name and addresses

West Midlands Combined Authority

16 Summer Lane

Birmingham

B19 3SD

#### Email

[procurement.team@wmca.org.uk](mailto:procurement.team@wmca.org.uk)

#### Telephone

+44 3453036760

#### Country

United Kingdom

#### Region code

UK - United Kingdom

**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/4648245301951ECF3A54>

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/4648245301951ECF3A54>

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**

Supply Chain Transition (Investment Zone)

Reference number

05885-2024

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

- 79400000 - Business and management consultancy and related services

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

Services

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

The aim of the Supply Chain Transition (IZ) Programme is to help manufacturing businesses in the West Midlands to diversify their customer base and win new orders in growing areas of the local economy (as defined in the WMCA's 'Plan for Growth').

They will achieve this by working with a dedicated Delivery Partner (the successful supplier), who will provide one-to-one technical coaching on how to improve business performance, create action plans detailing the steps required to achieve growth and deliver training programmes in change management. The Delivery Partner will also be responsible for distributing grant funding. These grants will be used as a contribution towards the costs associated with the research and development projects identified in the action plans, focusing on helping supported businesses to transition into new supply chains.

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

Value excluding VAT: £11,900,000

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

This contract is divided into lots: No

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

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

- 79411100 - Business development consultancy services

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

NUTS codes

- UK - United Kingdom

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

WMCA intend to award one contract to a Provider with a demonstrable track record of providing in-depth support to Small and Medium-Sized Enterprises (SMEs). The provider can be a single organisation or part of a consortium. If bidding as a consortium, a declaration must be made confirming all members of the consortium and their respective roles in delivery of the services and a lead organisation must be appointed to enter the contract with WMCA if successful.

The Supply Chain Transition (IZ) Programme aims to support SME manufacturing businesses in the West Midlands (WM), who have ambitions to grow and diversify their customer base in growing areas of the economy. The support provided is intended to help businesses win new orders in the primary and nascent clusters specified in the Plan for Growth. These clusters include-

Aerospace.

Manufacturing of Electrical Light Vehicles

Manufacture of future housing and other green industries.

Med-tech and Health-tech.

Smart Energy Systems.

The Supply Chain Transition (IZ) Programme must be designed in collaboration with a “Key Customer”, or Customers, who may also be involved in the delivery of the support. A “Key Customer” is defined as an organisation already operating in the sectors listed above, which spends or plans to spend a significant amount on goods and services in the UK during the contract period. Interested providers need to demonstrate during the tendering process what pre-existing relationships they have with Key Customers and how they will be involved in this programme.

The successful Delivery Partner will also be required to provide:

An audit and training needs assessment of existing capacity within businesses.

An action plan to manage necessary change within the business

Introductory workshops to introduce the supply chain opportunity to businesses

Intensive one-to-one technical advice and guidance sessions.

Distribution of research & development grants.

Leadership and Management training.

The target audience that the programme aims to support is predominantly manufacturing SME's who are vulnerable to declining sectors and who are registered in the local authorities of Birmingham, Coventry, Dudley, Sandwell, Solihull, Walsall, Wolverhampton or Warwick District Council, or with premises where over 75% of national activity takes place in those areas.

The indicative contract value for this requirement is between £2,500,000 and £2,975,000 (excluding VAT). The initial contract duration is June 2025 to 31st March 2026 (circa 10 months).

Please note however, the WMCA will be incorporating three separate 1 year (12 month) extension options into the contract and each extension will be worth up to £2,975,000, subject to funding availability and mutual agreement between the WMCA and successful Delivery Partner. This means a total potential contract value of £11,900,000 over a 3-year, 10-month period.

Bidders are instructed in the ITT documents to bid for the initial contract value and duration (up to £2,975,000 and between June 2025 to 31st March 2026).

#### **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: £1,190,000

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

End date

31 March 2029

This contract is subject to renewal

Yes

Description of renewals

The initial contract duration is June 2025 to 31st March 2026 (circa 10 months).

However, the WMCA will be incorporating three separate 1 year (12 month) extension options into the contract and each extension will be worth up to £2,975,000, subject to funding availability and mutual agreement between the WMCA and successful Delivery Partner.

#### **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

The Economic and Financial Standing (EFS) assessment will be undertaken in line with published process and assess whether bidders meet our minimum financial thresholds required to deliver this contract. The EFS assessment will be undertaken by WMCA Finance. Based on WMCA's EFS rules, bidders are required to have a turnover in each of the last two accounting periods that is 50% greater than the total potential contract value. For this procurement therefore, bidders will need a minimum turnover of £23,800,000 in each of the last two accounting periods to bid for this 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.2.2) Time limit for receipt of tenders or requests to participate

Date

24 March 2025

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

24 March 2025

Local time

12:00pm

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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**

WMCA

Birmingham

Country

United Kingdom