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Contract

## **Innovation Hub and Park – Commercial Advisor**

Edinburgh Innovation Park Hub Development Company

F03: Contract award notice

Notice identifier: 2022/S 000-007476

Procurement identifier (OCID): ocds-h6vhtk-02e96a

Published 18 March 2022, 5:02pm

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

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

Edinburgh Innovation Park Hub Development Company

Queen Margaret University Way

Musselburgh

EH21 6UU

#### **Email**

[kmurray1@qmu.ac.uk](mailto:kmurray1@qmu.ac.uk)

#### **Country**

United Kingdom

#### **NUTS code**

UKM73 - East Lothian and Midlothian

#### **Internet address(es)**

Main address

<http://www.qmu.ac.uk/>

Buyer's address

[https://www.publiccontractsscotland.gov.uk/search/Search\\_AuthProfile.aspx?ID=AA00364](https://www.publiccontractsscotland.gov.uk/search/Search_AuthProfile.aspx?ID=AA00364)

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

The contract is awarded by a central purchasing body

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

Body governed by public law

## **I.5) Main activity**

Education

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## **Section II: Object**

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

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

Innovation Hub and Park – Commercial Advisor

Reference number

QMU-21660

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

- 79410000 - Business and management consultancy services

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

Services

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

Queen Margaret University (QMU), in collaboration with East Lothian Council (ELC), has been successful in securing GBP30m City Deal funding for Phase One of its new commercial development to create an Innovation Hub at the Edinburgh Innovation Park (EIP), adjacent to the University campus.

The Innovation Hub will be a best-in-class facility that is purpose designed to provide a highly targeted infrastructure and property offer, together with the specialist services required to capture, support and grow companies working in the fast-moving innovation sector. Key target markets are small and medium sized enterprises (SMEs) working across a range of innovation sectors with particular focus on those areas where the University and the region has expertise and excellence - including the food and drink and technology sectors. The vision of

the project partners is that the Innovation Hub will act as a national resource underpinned by the expertise found within the region's innovation network working in partnership to grow and support the innovation sector.

The Innovation Hub is a flagship development for Edinburgh Innovation Park. As a new commercial development targeting the innovation sector, specialist input and oversight is required to identify and address all areas of risk in respect of the facility's design, development and operations and to ensure the Hub will achieve rapid market appeal together with commercial viability.

The appointment of a Commercial Advisor to oversee all commercial elements of the Hub's design, development and operations provides the project partners with a high degree of expertise and experience in the delivery of world-class commercial innovation hubs. The Commercial Advisor will ensure delivery of the vision for the Innovation Hub on time and in budget, to the highest commercial and best-practice standards.

The Commercial Advisor will contribute to all aspects of Innovation Hub design, development and operational planning and will be the central point of reference for all activities with an innovation hub-based commercial focus.

In particular, the Innovation Hub Commercial Advisor will provide support across all pre-development and development RIBA Work Stages to the Hub's operational launch as a new business.

### **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: £500,000

## **II.2) Description**

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

NUTS codes

- UKM73 - East Lothian and Midlothian

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

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network working in partnership to grow and support the innovation sector.

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

Quality criterion - Name: Quality / Weighting: 100

Price - Weighting: 0

#### **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

Award of a contract without prior publication of a call for competition in the cases listed below

- The procurement falls outside the scope of application of the regulations

Explanation:

There is an absence of competition for technical reasons as CAM-SCI is the only supplier with the necessary expertise to fulfil the requirements of this contract within the demanding timescale. CAM-SCI has been advisor to QMU from the early stages of EIP in 2015, assisting the University and ELC to develop a vision, concept and business case for the EIP and the Innovation Hub.

#### 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: [2021/S 000-025084](#)

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## Section V. Award of contract

### Contract No

QMU-21660

A contract/lot is awarded: Yes

### V.2) Award of contract

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

7 December 2021

#### 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: 1

Number of tenders received from tenderers from non-EU Member States: 0

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**

CAM-SCI Knowledge Economy Development Ltd

10, Jesus Lane

Cambridge

CB5 8BA

Country

United Kingdom

NUTS code

- UKH12 - Cambridgeshire CC

The contractor is an SME

Yes

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

Total value of the contract/lot: £500,000

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**Section VI. Complementary information**

**VI.3) Additional information**

The Scope of Services to be undertaken by CAM-SCI are as follows

The Scope of Service comprises three principal spheres of activity that are required to achieve the successful operational launch of the Innovation Hub:

- Soft Infrastructure Delivery – The provision of advice to the creation of the Special Purpose Vehicle, operational business planning, market positioning and strategy, commercial and leasing strategy to enable the launch of the Innovation Hub as a new business.
- Hard Infrastructure Delivery – The provision of all necessary technical and specification advice to inform the design and development of the Innovation Hub to include drafting of the design brief, due diligence in the selection of appropriately qualified design consultants, iterative design review, construction contract strategy procurement and post construction contract award change management oversight.
- Marketing Strategy Development – Target market definition and market segmentation to create context for the hub offer and develop content for marketing collateral.

The holistic delivery of Soft Infrastructure, Hard Infrastructure and Marketing Strategy will be fundamental in enabling the delivery of the vision for the Innovation Hub as the first phase of Edinburgh Innovation Park.

The RIBA Work Stages have been adopted for guidance and have been adjusted to reflect the specific requirements of a speculatively developed, multi-occupied, serviced, commercially operated Innovation Hub.

(SC Ref:687534)

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

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

Edinburgh Sheriff Court and Justice of the Peace Court

Edinburgh

Country

United Kingdom