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Contract

P24-0040 Managing People for Growth Framework

Scottish Enterprise

F03: Contract award notice

Notice identifier: 2024/S 000-007563

Procurement identifier (OCID): ocds-h6vhtk-0406d5

Published 8 March 2024, 3:28pm

Section I: Contracting authority

I.1) Name and addresses

Scottish Enterprise

Atrium Court, 50 Waterloo Street

Glasgow

G2 6HQ

Contact

Alison McManus

Email

alison.mcmanus@scotent.co.uk

Telephone

+44 1414685025

Country

United Kingdom

NUTS code

UKM82 - Glasgow City

Internet address(es)

Main address

<http://www.scottish-enterprise.com/>

Buyer's address

https://www.publiccontractsscotland.gov.uk/search/Search_AuthProfile.aspx?ID=AA00398

I.4) Type of the contracting authority

Regional or local Agency/Office

I.5) Main activity

Economic and financial affairs

Section II: Object

II.1) Scope of the procurement

II.1.1) Title

P24-0040 Managing People for Growth Framework

Reference number

P24-0040

II.1.2) Main CPV code

- 79411100 - Business development consultancy services

II.1.3) Type of contract

Services

II.1.4) Short description

THIS IS A CONTRACT AWARD NOTICE - Scottish Enterprise has appointed three suppliers operating under a Framework Agreement to deliver management development programmes to Scottish Enterprise. The framework comprises 3 geographical lots as outlined below, each operating as a single supplier lot:

Lot 1 – North East of Scotland

Lot 2 – East of Scotland

Lot 3 – West of Scotland

The Framework commenced on 19 February 2024 for a period of 24 months. After this period, Scottish Enterprise will have the option to extend the contract for up to two further periods of 12 months each (24 months).

II.1.6) Information about lots

This contract is divided into lots: Yes

II.1.7) Total value of the procurement (excluding VAT)

Value excluding VAT: £486,000

II.2) Description

II.2.1) Title

North East of Scotland

Lot No

1

II.2.2) Additional CPV code(s)

- 79411100 - Business development consultancy services
- 79400000 - Business and management consultancy and related services
- 73220000 - Development consultancy services

II.2.3) Place of performance

NUTS codes

- UKM5 - North Eastern Scotland

II.2.4) Description of the procurement

Scottish Enterprise has appointed one supplier to deliver Managing People for Growth programme under a Framework Agreement in respect of Lot 1 North East of Scotland.

Managing People for Growth is a series of workshops that provides knowledge and skills to people managers about the key aspects and importance of good people management practice in achieving their company's growth plan.

II.2.5) Award criteria

Quality criterion - Name: Prompt Payment (only relevant where sub-contractors are proposed) / Weighting: Pass/Fail

Quality criterion - Name: Project Team Structure including CVs and roles and responsibilities of the proposed team / Weighting: 30

Quality criterion - Name: Methodology and Approach / Weighting: 30

Quality criterion - Name: Innovation (delivery and content) / Weighting: 15

Quality criterion - Name: Fair Work First / Weighting: 5

Quality criterion - Name: Information Security / Weighting: 5

Quality criterion - Name: Communication and Engagement Skills (to be assessed via presentation) / Weighting: 15

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

II.2.14) Additional information

Economic operators may be excluded from this competition if they are in any of the situations referred to in Regulation 58 of the Public Contracts (Scotland) Regulations 2015.

II.2) Description

II.2.1) Title

East of Scotland

Lot No

2

II.2.2) Additional CPV code(s)

- 79411100 - Business development consultancy services
- 79400000 - Business and management consultancy and related services

- 73220000 - Development consultancy services

II.2.3) Place of performance

NUTS codes

- UKM7 - Eastern Scotland

II.2.4) Description of the procurement

Scottish Enterprise has appointed one supplier to deliver Managing People for Growth programme under a Framework Agreement in respect of Lot 2 East of Scotland.

Managing People for Growth is a series of workshops that provides knowledge and skills to people managers about the key aspects and importance of good people management practice in achieving their company's growth plan.

II.2.5) Award criteria

Quality criterion - Name: Prompt Payment (only relevant where sub-contractors are proposed) / Weighting: Pass/Fail

Quality criterion - Name: Project Team Structure including CVs and roles and responsibilities of the proposed team / Weighting: 30

Quality criterion - Name: Methodology and Approach / Weighting: 30

Quality criterion - Name: Innovation (delivery and content) / Weighting: 15

Quality criterion - Name: Fair Work First / Weighting: 5

Quality criterion - Name: Information Security / Weighting: 5

Quality criterion - Name: Communication and Engagement Skills (to be assessed via presentation) / Weighting: 15

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

II.2.14) Additional information

Economic operators may be excluded from this competition if they are in any of the situations referred to in Regulation 58 of the Public Contracts (Scotland) Regulations 2015.

II.2) Description

II.2.1) Title

West of Scotland

Lot No

3

II.2.2) Additional CPV code(s)

- 79411100 - Business development consultancy services
- 79400000 - Business and management consultancy and related services
- 73220000 - Development consultancy services

II.2.3) Place of performance

NUTS codes

- UKM8 - West Central Scotland

II.2.4) Description of the procurement

Scottish Enterprise has appointed one supplier to deliver Managing People for Growth programme under a Framework Agreement in respect of Lot 3 West of Scotland.

Managing People for Growth is a series of workshops that provides knowledge and skills to people managers about the key aspects and importance of good people management practice in achieving their company's growth plan.

II.2.5) Award criteria

Quality criterion - Name: Prompt Payment (only relevant where sub-contractors are proposed) / Weighting: Pass/Fail

Quality criterion - Name: Project Team Structure including CVs and roles and responsibilities of the proposed team / Weighting: 30

Quality criterion - Name: Methodology and Approach / Weighting: 30

Quality criterion - Name: Innovation (delivery and content) / Weighting: 15

Quality criterion - Name: Fair Work First / Weighting: 5

Quality criterion - Name: Information Security / Weighting: 5

Quality criterion - Name: Communication and Engagement Skills (to be assessed via presentation) / Weighting: 15

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

II.2.14) Additional information

Economic operators may be excluded from this competition if they are in any of the situations referred to in Regulation 58 of the Public Contracts (Scotland) Regulations 2015.

Section IV. Procedure

IV.1) Description

IV.1.1) Type of procedure

Open procedure

IV.1.3) Information about a framework agreement or a dynamic purchasing system

The procurement involves the establishment of a framework agreement

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 000-028861](#)

Section V. Award of contract

Lot No

2

Title

East of Scotland

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

9 February 2024

V.2.2) Information about tenders

Number of tenders received: 5

Number of tenders received from SMEs: 5

Number of tenders received from tenderers from other EU Member States: 0

Number of tenders received from tenderers from non-EU Member States: 5

Number of tenders received by electronic means: 5

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

V.2.3) Name and address of the contractor

Perception Insights Ltd

14 Cornton Road, Bridge of Allan

Stirling

FK94DB

Telephone

+44 7979356560

Country

United Kingdom

NUTS code

- UKM77 - Perth & Kinross and Stirling

The contractor is an SME

Yes

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

Initial estimated total value of the contract/lot: £190,500

Total value of the contract/lot: £190,500

Section V. Award of contract

Lot No

3

Title

West of Scotland

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

9 February 2024

V.2.2) Information about tenders

Number of tenders received: 3

Number of tenders received from SMEs: 3

Number of tenders received from tenderers from other EU Member States: 0

Number of tenders received from tenderers from non-EU Member States: 3

Number of tenders received by electronic means: 3

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

V.2.3) Name and address of the contractor

Connect Three Solutions

Second Floor, Rogart Street Campus, 4 Rogart Street

Glasgow

G40 2AA

Telephone

+44 7835662365

Country

United Kingdom

NUTS code

- UKM82 - Glasgow City

The contractor is an SME

Yes

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

Initial estimated total value of the contract/lot: £190,500

Total value of the contract/lot: £190,500

Section V. Award of contract

Lot No

1

Title

North East of Scotland

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

29 February 2024

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

Tack TMI UK Limited DBA The Leadership Factory

Springfield House, Laurelhill Business Park

Stirling

FK7 9JQ

Telephone

+44 7917305741

Country

United Kingdom

NUTS code

- UKM77 - Perth & Kinross and Stirling

The contractor is an SME

Yes

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

Initial estimated total value of the contract/lot: £105,000

Total value of the contract/lot: £105,000

Section VI. Complementary information

VI.3) Additional information

(SC Ref:759807)

VI.4) Procedures for review

VI.4.1) Review body

Glasgow Sheriff Court and Justice of the Peace Court

Sheiff Clerk's Office, PO Box 23, 1 Carlton Place

Glasgow

G5 9DA

Telephone

+44 1414298888

Country

United Kingdom

Internet address

<https://www.scotcourts.gov.uk/the-courts/court-locations/glasgow-sheriff-court-and-justice-of-the-peace-court>

VI.4.2) Body responsible for mediation procedures

Scottish Government

5 Atlantic Quay, 150 Broomielaw

Glasgow

G2 8LU

Email

SPOEprocurement@scotland.gsi.gov.uk

Telephone

+44 1412425466

Country

United Kingdom

Internet address

<http://www.gov.scot/Topics/Government/Procurement/Selling/supplier-enquiries>

VI.4.3) Review procedure

Precise information on deadline(s) for review procedures

In the first instance, contact the Head of Facilities Management and Procurement at Scottish Enterprise, with any concerns or enquiries. Email: <https://www.scottish->

enterprise.com/help/contact-us. An economic operator that suffers, or risks suffering, loss or damage attributable to a breach of duty under the Public Contracts (Scotland) Regulations 2015, may bring proceedings that will be started in the High Court.

VI.4.4) Service from which information about the review procedure may be obtained

Scottish Government

5 Atlantic Quay, 150 Broomielaw

Glasgow

G2 8LU

Email

SPOEprocurement@scotland.gsi.gov.uk

Telephone

+44 1412425466

Country

United Kingdom

Internet address

<http://www.gov.scot/Topics/Government/Procurement/Selling/supplier-enquiries>