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Contract

ID 5449059 - Invest NI - Graduate to Export Development programme

Invest Northern Ireland

F03: Contract award notice

Notice identifier: 2025/S 000-008525

Procurement identifier (OCID): ocids-h6vhtk-04be3b

Published 10 March 2025, 1:01pm

Section I: Contracting authority

I.1) Name and addresses

Invest Northern Ireland

Bedford Square 1, Bedford Street

BELFAST

BT2 7ES

Email

SSDAdmin.CPD@finance-ni.gov.uk

Country

United Kingdom

Region code

UKN - Northern Ireland

Internet address(es)

Main address

<https://etendersni.gov.uk/epps>

Buyer's address

<https://etendersni.gov.uk/epps>

I.4) Type of the contracting authority

Body governed by public law

I.5) Main activity

General public services

Section II: Object

II.1) Scope of the procurement

II.1.1) Title

ID 5449059 - Invest NI - Graduate to Export Development programme

Reference number

5449059

II.1.2) Main CPV code

- 80000000 - Education and training services

II.1.3) Type of contract

Services

II.1.4) Short description

Invest NI's Graduate to Export Development Programme (G2E Programme) launched in February 2019, and targets SMEs in Northern Ireland to help expand their business internationally with the assistance of a supported graduate. As part of the programme, participating companies will develop their international business capabilities, gained from having a dedicated market research resource and on completion of the graduate intervention, they will have an export development / market entry plan for their chosen market. The Programme, in turn, will provide graduates with a valuable opportunity to gain practical experience and business skills in international business development in addition to obtain academic qualifications. Invest NI is seeking to engage a Contractor for the development, delivery, and management of future G2E cohorts with an anticipated launch date of March/April 2025. The Contractor shall design and deliver a Post Graduate Diploma for participating graduates which will have a commercial focus and a meaningful accreditation focusing on global best practice in international business development. The Contractor shall also work with the participating companies to assist them develop / refine their market research projects and oversee their execution by the programme graduates. The completion of these projects by the graduates should be a prerequisite of academic accreditation. The G2E Programme will comprise of up to 3 cohorts of 201 graduates per cohort all of whom are employed by Invest NI client companies (primarily SME's). It is anticipated that the contract will be for an initial period of 5 years with each cohort lasting 18 months. Invest NI reserve the option to extend the contract for a further period of 12 months. Each cohort is subject to budgetary approval and to satisfactory Contractor performance.

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: £381,200

II.2) Description**II.2.2) Additional CPV code(s)**

- 79000000 - Business services: law, marketing, consulting, recruitment, printing and security
- 80430000 - Adult-education services at university level
- 80510000 - Specialist training services
- 80570000 - Personal development training services
- 79310000 - Market research services
- 79342000 - Marketing services

II.2.3) Place of performance

NUTS codes

- UKN - Northern Ireland
- UKN0 - Northern Ireland

II.2.4) Description of the procurement

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II.2.5) Award criteria

Quality criterion - Name: AC1 Executive Education Training - Design and Content / Weighting: 24.75

Quality criterion - Name: AC2 Executive Education Training – Training Provider Experience / Weighting: 15.75

Quality criterion - Name: AC3 Academic Supervisor Experience / Weighting: 15

Quality criterion - Name: AC4 Social Value / Weighting: 10.5

Quality criterion - Name: AC5 Implementation Plan / Weighting: 9

Cost criterion - Name: AC6 Total Contract Price / Weighting: 25

II.2.11) Information about options

Options: Yes

Description of options

There is one option to extend the contract for an additional 12 months

II.2.13) Information about European Union Funds

The procurement is related to a project and/or programme financed by European Union funds: No

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: [2024/S 000-037917](#)

Section V. Award of contract

Contract No

1

Title

Contract

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

7 March 2025

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

University of Ulster Business Institute

Business Institute Shore Road

Newtownabbey

BT37 0QB

Email

HC.CAMERON@ULSTER.AC.UK

Telephone

+44 2890368088

Country

United Kingdom

NUTS code

- UKN - Northern Ireland

Internet address

<https://etendersni.gov.uk/epps>

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: £444,000

Total value of the contract/lot: £381,200

Section VI. Complementary information

VI.3) Additional information

The successful contractor's performance on the contract will be regularly monitored in line with the tender documentation. Contractors not delivering on contract requirements is a serious matter. It means the public purse is not getting what it is paying for. If a contractor fails to reach satisfactory levels of contract performance they will be given a specified time to improve. If, after the specified time, they still fail to reach satisfactory levels of contract performance, the matter will be escalated to senior management in CPD for further action. If this occurs and their performance still does not improve to satisfactory levels within the specified period, it may be regarded as an act of grave professional misconduct and they may be issued with a Notice of Unsatisfactory Performance and the contract may be terminated.. The issue of a Notice of Unsatisfactory Performance can result in the Contractor being excluded from all procurement competitions being undertaken by Centres of Procurement Expertise on behalf of bodies covered by the Northern Ireland Procurement Policy for a period of three years from the date of issue.

VI.4) Procedures for review

VI.4.1) Review body

The UK does not have any such bodies with responsibility for appeal/mediation procedures. Instead; any challenges are dealt with by the High Court, Commercial Division, to which proceedings may be issued regarding alleged breaches of the PCR 2015 as amended.

Belfast

Country

United Kingdom