

This is a published notice on the Find a Tender service: <https://www.find-tender.service.gov.uk/Notice/009767-2023>

Tender

## **REVISED TENDER FOR CORPORATE FINANCE FRAMEWORK**

NORTH EAST FINANCE (HOLDCO) LIMITED

F02: Contract notice

Notice identifier: 2023/S 000-009767

Procurement identifier (OCID): ocids-h6vhtk-03bc54

Published 4 April 2023, 11:21am

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

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

NORTH EAST FINANCE (HOLDCO) LIMITED

Baltimore House, Abbots Hill

Gateshead

NE8 3DF

#### **Contact**

James Arkless

#### **Email**

[james.arkless@nea2f.co.uk](mailto:james.arkless@nea2f.co.uk)

#### **Telephone**

+44 7970190110

#### **Country**

United Kingdom

**Region code**

UKC - North East (England)

**Companies House**

07000577

**Internet address(es)**

Main address

<https://www.northeastfinance.org>

**I.3) Communication**

The procurement documents are available for unrestricted and full direct access, free of charge, at

<https://www.northeastfinance.org>

Additional information can be obtained from the above-mentioned address

Tenders or requests to participate must be submitted electronically via

<https://www.nea2f.co.uk>

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

Body governed by public law

**I.5) Main activity**

Economic and financial affairs

---

**Section II: Object**

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

**II.1.1) Title**

## REVISED TENDER FOR CORPORATE FINANCE FRAMEWORK

Reference number

NEF2023.001A

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

- 66140000 - Portfolio management services

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

Services

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

North East Finance is inviting corporate finance firms and practitioners to tender for appointment to a panel, to provide a corporate finance advisory service.

Panel members will provide transactional support on the realisation of the remaining Finance for Business North East portfolio, as well as a small number of investments held by other group companies. The work may also include valuations, sector research and/or sell-side mandates.

Full details are given in the Invitation to Tender.

Closing date is Monday 15 May 2023. However, interested parties are asked to register their interest before 24 April by emailing [james.arkless@nmea2f.co.uk](mailto:james.arkless@nmea2f.co.uk).

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

Value excluding VAT: £400,000

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

This contract is divided into lots: No

## **II.2) Description**

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

NUTS codes

- UKC - North East (England)

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

We are inviting tenders from corporate finance firms and practitioners that are either FCA registered or hold appropriate FCA authorisation and/or are designated professional bodies, for appointment to a panel, to provide corporate finance advisory support to the executive team and to assist us in realising the remaining assets in our investment portfolios.

This will include providing support and advice on equity exits and other transactions across the portfolio of North East Finance and its subsidiaries as well as group company The North East Regional Investment Fund Partner Limited (NERIF), acting for North East Finance or NERIF as investors.

Services required may include some or all of the following:

- ? advice on valuations/ benchmarking of valuations, and support and general advice on specific transactions (daily/ hourly rate)
- ? sector or company specific research (daily/hourly rate)
- ? sell-side mandates (fixed fee for initial engagement + success fee on completion)
- ? attendance at meetings of our investment sub-committee as required (daily/hourly rate).

We will allocate each project or transaction at our sole discretion to whichever member of the panel we consider best suited. The decision will be based on:

- (a) value for money, given the size and nature of the transaction;
- (b) any actual or potential conflict of interest that might arise; and
- (b) any relevant specialist expertise or sector knowledge appropriate to the particular transaction.

The framework panel will be appointed for a period of three years from July 2023, with the option to extend to four years.

The Invitation to Tender gives full details of the information to be provided and of the evaluation process & criteria.

Bidders will need to demonstrate expertise including:

- corporate finance experience with a focus on early stage private equity and venture capital, and an understanding of relevant regulatory issues;

- investment transactions, asset sales/ exits from equity holdings in SMEs, follow-on investments and re-financing of portfolio businesses;
- valuation of businesses, particularly start-up, early stage and growth SMEs with an emphasis on technology businesses; and
- the ability to develop creative corporate finance solutions.

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

Price is not the only award criterion and all criteria are stated only in the procurement documents

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

Duration in months

36

This contract is subject to renewal

Yes

Description of renewals

Initial contract will be for 3 years from July 2023, with the possibility of extending by a further 12 months by mutual agreement.

#### **II.2.10) Information about variants**

Variants will be accepted: Yes

#### **II.2.11) Information about options**

Options: Yes

Description of options

See above: additional 12 months by agreement

---

## **Section III. Legal, economic, financial and technical information**

### **III.1) Conditions for participation**

#### **III.1.1) Suitability to pursue the professional activity, including requirements relating to enrolment on professional or trade registers**

List and brief description of conditions

Bidders must provide responses to the exclusion questions in Schedule 1 to the Invitation to Tender, as well as confirming that they are either FCA registered or authorised and/or a member of a designated professional body.

#### **III.1.3) Technical and professional ability**

Selection criteria as stated in the procurement documents

### **III.2) Conditions related to the contract**

#### **III.2.3) Information about staff responsible for the performance of the contract**

Obligation to indicate the names and professional qualifications of the staff assigned to performing the contract

---

## **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

Framework agreement with several operators

Envisaged maximum number of participants to the framework agreement: 3

#### **IV.1.8) Information about the Government Procurement Agreement (GPA)**

The procurement is covered by the Government Procurement Agreement: No

## **IV.2) Administrative information**

### **IV.2.2) Time limit for receipt of tenders or requests to participate**

Date

15 May 2023

Local time

12:00pm

### **IV.2.4) Languages in which tenders or requests to participate may be submitted**

English

### **IV.2.7) Conditions for opening of tenders**

Date

15 May 2023

Local time

1:00pm

---

## **Section VI. Complementary information**

### **VI.1) Information about recurrence**

This is a recurrent procurement: No

### **VI.2) Information about electronic workflows**

Electronic invoicing will be accepted

Electronic payment will be used

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

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

N/A

N/A

Country

United Kingdom