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Contract

BeReady Business Development Framework 2023-2027

East Ayrshire Council

F03: Contract award notice

Notice identifier: 2023/S 000-009790

Procurement identifier (OCID): ocids-h6vhtk-036846

Published 4 April 2023, 12:53pm

Section I: Contracting authority

I.1) Name and addresses

East Ayrshire Council

Corporate Procurement Team, London Road HQ

Kilmarnock

KA3 7BU

Contact

Zoe Wilson

Email

zoe.wilson@east-ayrshire.gov.uk

Country

United Kingdom

NUTS code

UKM93 - East Ayrshire and North Ayrshire mainland

Internet address(es)

Main address

<http://www.east-ayrshire.gov.uk>

Buyer's address

https://www.publiccontractsscotland.gov.uk/search/Search_AuthProfile.aspx?ID=AA00223

I.4) Type of the contracting authority

Regional or local authority

I.5) Main activity

General public services

Section II: Object

II.1) Scope of the procurement

II.1.1) Title

BeReady Business Development Framework 2023-2027

Reference number

PS/22/141

II.1.2) Main CPV code

- 79411100 - Business development consultancy services

II.1.3) Type of contract

Services

II.1.4) Short description

A framework of providers to support the BeReady Business development needs in East

Ayrshire.

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: £580,000

II.2) Description

II.2.1) Title

beFiannce Ready

Lot No

1

II.2.2) Additional CPV code(s)

- 79411100 - Business development consultancy services
- 79412000 - Financial management consultancy services

II.2.3) Place of performance

NUTS codes

- UKM93 - East Ayrshire and North Ayrshire mainland

II.2.4) Description of the procurement

Provision of Business Consultancy services within East Ayrshire under the beReady brand.

Lot 1 - beFinance Ready.

To provide support including assistance to review existing financial control processes/systems and identify areas for improvement. The business will be provided with an implementation strategy which will contribute to the improvement in the financial controls of the business.

II.2.5) Award criteria

Quality criterion - Name: Quality / Weighting: 70

Price - Weighting: 30

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) Description

II.2.1) Title

beProcurement Ready

Lot No

2

II.2.2) Additional CPV code(s)

- 79411100 - Business development consultancy services

II.2.3) Place of performance

NUTS codes

- UKM93 - East Ayrshire and North Ayrshire mainland

II.2.4) Description of the procurement

Provision of Business Consultancy services within East Ayrshire under the beReady brand

LOT 2: beProcurementReady

To provide support to businesses at all stages in the procurement process. The programme will review current position and should identify the gaps in knowledge, experience and practice. Focus is likely to be on company experience, policy documents, personnel and infrastructure but may also focus on support for tender writing/review of previous tenders

II.2.5) Award criteria

Quality criterion - Name: Quality / Weighting: 70

Price - Weighting: 30

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) Description

II.2.1) Title

beManagement Ready

Lot No

3

II.2.2) Additional CPV code(s)

- 79411100 - Business development consultancy services

II.2.3) Place of performance

NUTS codes

- UKM93 - East Ayrshire and North Ayrshire mainland

II.2.4) Description of the procurement

Provision of Business Consultancy services within East Ayrshire under the beReady brand

LOT 3: beManagementReady

To provide support to business owners/managers and their teams to be more effective in the workplace through improved management and/or team working. Support provided will focus on, but not be limited to, understanding personalities & differences (using behavioural assessment tools), Teams & Teamworking, Communication, Resolving

Conflict, & Leadership. Delivery may be 1:1 or group based dependent on the needs of the business.

II.2.5) Award criteria

Quality criterion - Name: Quality / Weighting: 70

Price - Weighting: 30

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) Description

II.2.1) Title

beSales&Marketing Ready

Lot No

4

II.2.2) Additional CPV code(s)

- 79411100 - Business development consultancy services

II.2.3) Place of performance

NUTS codes

- UKM93 - East Ayrshire and North Ayrshire mainland

II.2.4) Description of the procurement

Provision of Business Consultancy services within East Ayrshire under the beReady brand

LOT 4: beSales&MarketingReady

To provide appraisals of current marketing activity, branding, identifying target markets,

marketing planning, recommendations for future marketing initiatives. The business should work towards developing a marketing plan and will obtain a firm knowledge of how this can be implemented.

To provide practical sales development, including reviewing existing sales practices and coaching the individual or teams in selling skills, which could include telephone sales and face-to-face selling. The business will develop a sales development plan along with an understanding of how it can be applied.

II.2.5) Award criteria

Quality criterion - Name: Quality / Weighting: 70

Price - Weighting: 30

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) Description

II.2.1) Title

beDigital Ready

Lot No

5

II.2.2) Additional CPV code(s)

- 79411100 - Business development consultancy services

II.2.3) Place of performance

NUTS codes

- UKM93 - East Ayrshire and North Ayrshire mainland

II.2.4) Description of the procurement

Provision of Business Consultancy services within East Ayrshire under the beReady brand

LOT 5: beDigitalReady

To provide support to business owners/managers who will benefit from improvements to the digital development strategy of their business.

II.2.5) Award criteria

Quality criterion - Name: Quality / Weighting: 70

Price - Weighting: 30

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) Description

II.2.1) Title

bePeople Ready

Lot No

6

II.2.2) Additional CPV code(s)

- 79411100 - Business development consultancy services

II.2.3) Place of performance

NUTS codes

- UKM93 - East Ayrshire and North Ayrshire mainland

II.2.4) Description of the procurement

Provision of Business Consultancy services within East Ayrshire under the beReady brand

LOT 6: bePeopleReady

To provide support to business owners/managers who will benefit from improvements to the Human Resources function in the business. The programme will review the existing HR management practices and identify areas for improvement. The programme will assist the business with improving its practice, ensuring legal compliance, in issues related to people such as compensation, hiring, performance management, safety, wellness, benefits and training.

II.2.5) Award criteria

Quality criterion - Name: Quality / Weighting: 70

Price - Weighting: 30

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) Description

II.2.1) Title

beEnergy Ready

Lot No

7

II.2.2) Additional CPV code(s)

- 79411100 - Business development consultancy services

II.2.3) Place of performance

NUTS codes

- UKM93 - East Ayrshire and North Ayrshire mainland

II.2.4) Description of the procurement

Provision of Business Consultancy services within East Ayrshire under the beReady brand

LOT 7: beEnergyReady

To provide support to business owners/managers to create a Net Zero Plan. Carbon reduction is a key business objective and this intervention will support businesses to set realistic and achievable targets to reach Net Zero through various initiatives (eg. facility, waste, energy, process etc.). At the end of the programme, an action plan will be prepared for the business detailing all recommendations and the suggested implementation processes. This will lead to the formation of an individual business's Net Zero Plan.

II.2.5) Award criteria

Quality criterion - Name: Quality / Weighting: 70

Price - Weighting: 30

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) Description**II.2.1) Title**

beExport Ready

Lot No

8

II.2.2) Additional CPV code(s)

- 79411100 - Business development consultancy services

II.2.3) Place of performance

NUTS codes

- UKM93 - East Ayrshire and North Ayrshire mainland

II.2.4) Description of the procurement

Provision of Business Consultancy services within East Ayrshire under the beReady brand

LOT 8: beExportReady

To provide practical support to business owners/managers across sectors including food and drink, energy, renewables, electronics, healthcare, construction and textiles to review and create necessary export documentation and to research and stimulate supply chain requirements

II.2.5) Award criteria

Quality criterion - Name: Quality / Weighting: 70

Price - Weighting: 30

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) Description

II.2.1) Title

beInnovation Ready

Lot No

9

II.2.2) Additional CPV code(s)

- 79411100 - Business development consultancy services

II.2.3) Place of performance

NUTS codes

- UKM93 - East Ayrshire and North Ayrshire mainland

II.2.4) Description of the procurement

Provision of Business Consultancy services within East Ayrshire under the beReady brand

LOT 9: beInnovationReady

Assist businesses to solve issues and adopt processes that contribute to the development of new ideas and solutions. It could include advice and guidance on working on how to generate ideas, prototyping and developing solutions with real impact

II.2.5) Award criteria

Quality criterion - Name: Quality / Weighting: 70

Price - Weighting: 30

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

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: [2022/S 000-025745](#)

Section V. Award of contract

Lot No

1

Title

beFiannce Ready

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

5 January 2023

V.2.2) Information about tenders

Number of tenders received: 4

Number of tenders received from SMEs: 4

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

Number of tenders received from tenderers from non-EU Member States: 4

Number of tenders received by electronic means: 4

The contract has been awarded to a group of economic operators: Yes

V.2.3) Name and address of the contractor

CJM Project Financial Management Ltd

AFM House, 6 Crofthead Road

Prestwick

KA9 1HW

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

Yes

V.2.3) Name and address of the contractor

Full Circle Management Solutions Ltd

Unit 8 Linden House, Beechill Business Park , 96 Beechill Road

Belfast

BT8 7QN

Country

United Kingdom

NUTS code

- UKN - Northern Ireland

The contractor is an SME

Yes

V.2.3) Name and address of the contractor

Robert J Hart & Company

Riversleigh, 9 Kilwinning Road

Irvine

KA12 8RR

Country

United Kingdom

NUTS code

- UKM93 - East Ayrshire and North Ayrshire mainland

The contractor is an SME

Yes

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

Total value of the contract/lot: £580,000

Section V. Award of contract

Lot No

3

Title

beManagement Ready

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

5 January 2023

V.2.2) Information about tenders

Number of tenders received: 6

Number of tenders received from SMEs: 6

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

Number of tenders received from tenderers from non-EU Member States: 6

Number of tenders received by electronic means: 6

The contract has been awarded to a group of economic operators: Yes

V.2.3) Name and address of the contractor

Cazbro

Cazbro

KILMARNOCK

KA3 1QS

Country

United Kingdom

NUTS code

- UKM93 - East Ayrshire and North Ayrshire mainland

The contractor is an SME

Yes

V.2.3) Name and address of the contractor

Connect Three Solutions

Second Floor, Rogart Street Campus, 4 Rogart Street

Glasgow

G40 2AA

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)

Total value of the contract/lot: £580,000

Section V. Award of contract

Lot No

2

Title

beProcurement Ready

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

5 January 2023

V.2.2) Information about tenders

Number of tenders received: 2

Number of tenders received from SMEs: 2

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

Number of tenders received from tenderers from non-EU Member States: 2

Number of tenders received by electronic means: 2

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

V.2.3) Name and address of the contractor

SCMG

3.01 Kelvin Campus , West of Scotland Science Park

Glasgow

G20 0SP

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)

Total value of the contract/lot: £580,000

Section V. Award of contract

Lot No

4

Title

beSales&Marketing Ready

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

5 January 2023

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: Yes

V.2.3) Name and address of the contractor

GAP Communications

55 Loudoun Road

Newmilns

KA16 9HJ

Country

United Kingdom

NUTS code

- UKM93 - East Ayrshire and North Ayrshire mainland

The contractor is an SME

Yes

V.2.3) Name and address of the contractor

Kilkerran Park Ltd ta The Business Growth Partnership

9 Kilkerran Park, Newton Mearns

Glasgow

G77 6ZS

Country

United Kingdom

NUTS code

- UKM8 - West Central Scotland

The contractor is an SME

Yes

V.2.3) Name and address of the contractor

Where Now Consulting Ltd

Redholm House, Wemyss Bay Road

Wemyss BAY

PA18 6AD

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

Yes

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

Total value of the contract/lot: £580,000

Section V. Award of contract

Lot No

5

Title

beDigital Ready

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

5 January 2023

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: Yes

V.2.3) Name and address of the contractor

Digital Marketing Scotland

Unit 1, 43 Hepburn Road, Hillington Park

Glasgow

G52 4RJ

Country

United Kingdom

NUTS code

- UKM82 - Glasgow City

The contractor is an SME

Yes

V.2.3) Name and address of the contractor

Enterprise North East Trust Ltd

Admiral Court, Poynerook Road

Aberdeen

AB11 5QX

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

Yes

V.2.3) Name and address of the contractor

NSDesign Ltd

22 Montrose Street, Merchant City

Glasgow

G1 1RE

Country

United Kingdom

NUTS code

- UKM82 - Glasgow City

The contractor is an SME

Yes

V.2.3) Name and address of the contractor

Solutions on Demand Ltd

11 Standalane

Stewarton

KA3 5BG

Country

United Kingdom

NUTS code

- UKM93 - East Ayrshire and North Ayrshire mainland

The contractor is an SME

Yes

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

Total value of the contract/lot: £580,000

Section V. Award of contract

Lot No

7

Title

beEnergy Ready

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

5 January 2023

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

Survey.Design.Consult.

InoSpace Lightyear, Marchburn Drive, Glasgow Airport

Paisley

PA3 2SJ

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

Yes

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

Total value of the contract/lot: £580,000

Section V. Award of contract

Lot No

6

Title

bePeople Ready

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

5 January 2023

V.2.2) Information about tenders

Number of tenders received: 4

Number of tenders received from SMEs: 4

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

Number of tenders received from tenderers from non-EU Member States: 4

Number of tenders received by electronic means: 4

The contract has been awarded to a group of economic operators: Yes

V.2.3) Name and address of the contractor

Arena HR Ltd

Ingram Enterprise Centre,, John Finnie Street

Kilmarnock

KA1 1DD

Country

United Kingdom

NUTS code

- UKM93 - East Ayrshire and North Ayrshire mainland

The contractor is an SME

Yes

V.2.3) Name and address of the contractor

Bell HR Consulting

Castle View, Steuart Road

Bridge Of Allan

FK9 4JX

Country

United Kingdom

NUTS code

- UKM - Scotland

The contractor is an SME

Yes

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

Total value of the contract/lot: £580,000

Section V. Award of contract

Lot No

8

Title

beExport Ready

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

5 January 2023

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

BrexEasy - TheMacDogFactory

16 Anchorscross

Dunblane

FK15 9JW

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

Yes

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

Total value of the contract/lot: £580,000

Section V. Award of contract

Lot No

9

Title

beInnovation Ready

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

5 January 2023

V.2.2) Information about tenders

Number of tenders received: 2

Number of tenders received from SMEs: 2

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

Number of tenders received from tenderers from non-EU Member States: 2

Number of tenders received by electronic means: 2

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

V.2.3) Name and address of the contractor

Straight St Consulting

60 Constitution St

Leith

EH6 6RR

Country

United Kingdom

NUTS code

- UKM75 - Edinburgh, City of

The contractor is an SME

Yes

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

Total value of the contract/lot: £580,000

Section VI. Complementary information

VI.3) Additional information

(SC Ref:722793)

VI.4) Procedures for review

VI.4.1) Review body

Kilmarnock Sheriff Court

St Marnock Street

Kilmarnock

Country

United Kingdom