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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): ocds-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](mailto: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](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

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## **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

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## **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](#)

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## **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



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## **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

KA31QS

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

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## **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

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### **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

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## **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

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## **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

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## **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

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## **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

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### **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



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## **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