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Contract

## **A Second Generation Farm Advisory Service with Both One to Many and One to One**

Scottish Government

F03: Contract award notice

Notice identifier: 2022/S 000-009982

Procurement identifier (OCID): ocds-h6vhtk-02ec47

Published 14 April 2022, 8:48am

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

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

Scottish Government

4 Atlantic Quay, 70 York St

Glasgow

G2 8EA

#### **Contact**

Gary Crombie

#### **Email**

[Gary.Crombie@gov.scot](mailto:Gary.Crombie@gov.scot)

#### **Telephone**

+44 7392287522

#### **Country**

United Kingdom

**NUTS code**

UKM - Scotland

**Internet address(es)**

Main address

<http://www.scotland.gov.uk>

Buyer's address

[https://www.publiccontractsscotland.gov.uk/search/Search\\_AuthProfile.aspx?ID=AA10482](https://www.publiccontractsscotland.gov.uk/search/Search_AuthProfile.aspx?ID=AA10482)

**I.2) Information about joint procurement**

The contract is awarded by a central purchasing body

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

Ministry or any other national or federal 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**

A Second Generation Farm Advisory Service with Both One to Many and One to One

Reference number

Case Ref 562769

**II.1.2) Main CPV code**

- 77000000 - Agricultural, forestry, horticultural, aquacultural and apicultural services

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

Services

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

The Scottish Government has a requirement to place a contract with an external service provider for the provision of a second Generation Farm Advisory Service with both One to Many and One to One. Service components.

### **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: £8,507,006

## **II.2) Description**

### **II.2.1) Title**

Second Generation Farm Advisory Service Lot 1 (Component 1) One to Many

Lot No

1

### **II.2.2) Additional CPV code(s)**

- 77000000 - Agricultural, forestry, horticultural, aquacultural and apicultural services

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

NUTS codes

- UKM - Scotland

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

The Scottish Government, is looking to procure a service provider to deliver a national one to many farm advisory service that incorporates an advisory service for crofters and small farms and a dedicated helpdesk facility.

The aims of the proposed Scottish Farm Advisory Service are (1) to help farmers, crofters and land managers better understand regulatory and mandatory requirements and (2) to provide farmers, crofters and land managers with expertise and advice in a number of areas that help deliver: climate change mitigation, public good, improve business efficiency, mandatory standards and good practice advice in relation to environmental protection. In addition, the advisory service must reach the full diversity of farmers, crofters and land managers through flexible and inclusive approaches.

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

Quality criterion - Name: Service Delivery and Approach / Weighting: 40

Quality criterion - Name: Approach to Risk, Business Continuity & Disaster Recovery / Weighting: 5

Quality criterion - Name: Skills and Resource / Weighting: 20

Quality criterion - Name: Fair Work / Weighting: 5

Quality criterion - Name: Contract Management / Weighting: 10

Quality criterion - Name: Climate Emergency / Weighting: 5

Quality criterion - Name: Community Benefits / Weighting: 5

Quality criterion - Name: Cyber and Data Security / Weighting: 5

Quality criterion - Name: Mobilisation / Weighting: 5

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**

## Second Generation Farm Advisory Service Lot 2 (Component 2) One to One

Lot No

2

### **II.2.2) Additional CPV code(s)**

- 77000000 - Agricultural, forestry, horticultural, aquacultural and apicultural services

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

NUTS codes

- UKM - Scotland

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

The one to one contract aims to ensure crofters, farmers and land managers have access to one to one consultancy support. These one to one visits provide significant value to farmers/crofters as the advice is specific to their enterprise, locality and issues. The advisor brings detailed local and enterprise knowledge and a fresh perspective. Through discussion with the farmer, the adviser can assess the vision for the farm, croft or other types of agricultural land, develop objectives and determine why certain management practices are followed and what options would be most suitable. The adviser is then able to talk these recommendations through with the farmer/crofter to establish an action plan. The service comprises of four elements:

- Integrated Land Management Plans (ILMPs) – government funding of up to GBP 1,200 per plan.
- Specialist advice - Up to GBP 1,000 for public good advice and for business efficiency advice.
- Carbon audits -funding of GBP500 for a first audit & GBP250 for an annual review.
- Mentoring for new entrants to farming - Up to 4 days one-to-one with a personal mentor.

The Scottish Government under the Scotland Rural Development Programme 2015-2020 within the SRDP Advisory Service is looking to procure a contract to deliver integrated land management plans (ILMPs), specialist advice, mentoring and carbon audits. The aim of the contract is to ensure crofters, farmers, land managers, and new entrants have access to one to one consultancy support leading to the production of Integrated Land Management and specialist plans as well as mentoring and carbon audits.

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

Quality criterion - Name: Service Delivery and Approach / Weighting: 40

Quality criterion - Name: Approach to Risk, Business Continuity & Disaster Recovery / Weighting: 5

Quality criterion - Name: Skills and Resource / Weighting: 20

Quality criterion - Name: Fair Work / Weighting: 5

Quality criterion - Name: Contract Management / Weighting: 10

Quality criterion - Name: Climate Emergency / Weighting: 5

Quality criterion - Name: Community Benefits / Weighting: 5

Quality criterion - Name: Cyber and Data Security / Weighting: 5

Quality criterion - Name: Mobilisation / Weighting: 5

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.1.8) 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: [2021/S 000-025818](#)

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## **Section V. Award of contract**

### **Lot No**

1

### **Title**

Second Generation Farm Advisory Service Lot 1 (Component 1) One to Many

A contract/lot is awarded: Yes

### **V.2) Award of contract**

#### **V.2.1) Date of conclusion of the contract**

24 March 2022

#### **V.2.2) Information about tenders**

Number of tenders received: 1

Number of tenders received from SMEs: 0

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

Number of tenders received from tenderers from non-EU Member States: 0

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**

SAC Consulting

2 Technopole Centre, Bush Estate

Penicuik

EH26 0PJ

Telephone

+44 7804230841

Country

United Kingdom

NUTS code

- UKM - Scotland

The contractor is an SME

No

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

Total value of the contract/lot: £7,499,073



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## **Section V. Award of contract**

### **Lot No**

2

### **Title**

Second Generation Farm Advisory Service Lot 2 (Component 2) One to One

A contract/lot is awarded: Yes

### **V.2) Award of contract**

#### **V.2.1) Date of conclusion of the contract**

22 February 2022

#### **V.2.2) Information about tenders**

Number of tenders received: 1

Number of tenders received from SMEs: 0

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**

Ricardo AEA Ltd

18 Blythwood Square

Glasgow

G2 4BG

Telephone

+44 1235753167

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

No

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

Total value of the contract/lot: £8,507,006

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## **Section VI. Complementary information**

### **VI.3) Additional information**

It is a requirement of this contract that bidders hold or can commit to obtain prior to the commencement of any

contract, the insurances indicated below:

Employer's (Compulsory) Liability Insurance = 5 million GBP

Public Liability Insurance = 1 million GBP

Professional Indemnity Insurance = 1 million GBP

(SC Ref:688603)

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

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

Edinburgh Sheriff Court Justice of the Peace 27

Chamber Street

Edinburgh

EH1 1LB

Country

United Kingdom