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Contract

## **Workplace Innovation - Leadership Development Programme (Framework)**

Scottish Enterprise

F03: Contract award notice

Notice identifier: 2023/S 000-010182

Procurement identifier (OCID): ocds-h6vhtk-0388b7

Published 6 April 2023, 2:13pm

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

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

Scottish Enterprise

Atrium Court, 50 Waterloo Street

Glasgow

G2 6HQ

#### **Contact**

Alison McManus

#### **Email**

[alison.mcmanus@scotent.co.uk](mailto:alison.mcmanus@scotent.co.uk)

#### **Telephone**

+44 1414685025

#### **Country**

United Kingdom

**NUTS code**

UKM82 - Glasgow City

**Internet address(es)**

Main address

<http://www.scottish-enterprise.com/>

Buyer's address

[https://www.publiccontractsscotland.gov.uk/search/Search\\_AuthProfile.aspx?ID=AA00398](https://www.publiccontractsscotland.gov.uk/search/Search_AuthProfile.aspx?ID=AA00398)

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

The contract is awarded by a central purchasing body

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

Regional or local Agency/Office

**I.5) Main activity**

Economic and financial affairs

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## **Section II: Object**

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

#### **II.1.1) Title**

Workplace Innovation - Leadership Development Programme (Framework)

Reference number

P23-0080

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

- 79411100 - Business development consultancy services

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

Services

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

Scottish Enterprise has awarded a Framework Agreement to deliver the Workplace Innovation Leadership Development Programme. The programme will be delivered across Scottish Enterprise's geographical areas where there is demand.

The Framework will comprise of two separate single supplier lots as detailed below:

Lot 1 - Essential Leadership

Lot 2 - Growth Leadership

The Framework commenced on 3 April 2023 for a period of 24 months. After this period, Scottish Enterprise will have the option to extend the contract for a further period of 12 months.

#### **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: £805,000

### **II.2) Description**

**II.2.1) Title**

Essential Leadership

Lot No

1

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

- 79411100 - Business development consultancy services
- 79400000 - Business and management consultancy and related services
- 79410000 - Business and management consultancy services
- 79900000 - Miscellaneous business and business-related services
- 79990000 - Miscellaneous business-related services

**II.2.3) Place of performance**

NUTS codes

- UKM - Scotland

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

Scottish Enterprise's Leadership Development programme will be pivotal in supporting Scotland's business leaders to build their capability and confidence in relation to values-based leadership, fair and progressive workplace practices, and inclusive economic growth, delivering tangible benefits for individuals, business and the wider economy.

The programme will be flexible and agile for Scottish businesses at various stages of growth and maturity, and to the specific requirements of business sectors and geographic regions. There will be a core programme of leadership development modules and content. The core content will be delivered through two differentiated programmes targeted at business leaders at different stages of their leadership journey.

It is proposed that a "menu" of additional leadership development modules be developed to enable specific, tailored delivery. This is in response to increasing interest in leadership development from various sectors and Industry Leadership Groups, as well as an emerging interest in and need to address leadership development priorities specific to Scotland's regions and in support of these regions' inclusive economic growth ambitions.

Essential Leadership aims to develop leaders who are new to leadership, preparing to move into a senior position or have not participated in any formal leadership development

programmes.

All programmes are delivered through a programme of structured learning workshops with appropriate diagnostic tools and psychometrics used to inform and support delegate learning along with coaching and mentoring.

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

Quality criterion - Name: Project Team Structure / Weighting: 30

Quality criterion - Name: Methodology and proposed approach / Weighting: 30

Quality criterion - Name: Innovation (delivery and content) / Weighting: 15

Quality criterion - Name: Communication and engagement skills / Weighting: 15

Quality criterion - Name: Information Security / Weighting: 5

Quality criterion - Name: Fair Work First / Weighting: 5

Quality criterion - Name: Prompt Payment / Weighting: Pass/Fail

Price - Weighting: 40

#### **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.2.14) Additional information**

Economic operators may be excluded from this competition if they are in any of the situations referred to in Regulation 58 of the Public Contracts (Scotland) Regulations 2015.

### **II.2) Description**

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

Growth Leadership

Lot No

2

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

- 79411100 - Business development consultancy services
- 79400000 - Business and management consultancy and related services
- 79410000 - Business and management consultancy services
- 79900000 - Miscellaneous business and business-related services
- 79990000 - Miscellaneous business-related services

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

NUTS codes

- UKM - Scotland

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

Scottish Enterprise's Leadership Development programme will be pivotal in supporting Scotland's business leaders to build their capability and confidence in relation to values-based leadership, fair and progressive workplace practices, and inclusive economic growth, delivering tangible benefits for individuals, business and the wider economy.

The programme will be flexible and agile for Scottish businesses at various stages of growth and maturity, and to the specific requirements of business sectors and geographic regions. There will be a core programme of leadership development modules and content. The core content will be delivered through two differentiated programmes targeted at business leaders at different stages of their leadership journey.

It is proposed that a "menu" of additional leadership development modules be developed to enable specific, tailored delivery. This is in response to increasing interest in leadership development from various sectors and Industry Leadership Groups, as well as an emerging interest in and need to address leadership development priorities specific to Scotland's regions and in support of these regions' inclusive economic growth ambitions.

Growth Leadership targets ambitious business leaders on a planned growth trajectory or leaders building on previous leadership development participation.

All programmes are delivered through a programme of structured learning workshops with appropriate diagnostic tools and psychometrics used to inform and support delegate

learning along with coaching and mentoring.

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

Quality criterion - Name: Prompt Payment / Weighting: Pass/Fail

Quality criterion - Name: Project Team Structure / Weighting: 30

Quality criterion - Name: Methodology and proposed approach / Weighting: 30

Quality criterion - Name: Innovation (delivery and content) / Weighting: 15

Quality criterion - Name: Communication and engagement skills / Weighting: 15

Quality criterion - Name: Information Security / Weighting: 5

Quality criterion - Name: Fair Work First / Weighting: 5

Price - Weighting: 40

#### **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.2.14) Additional information**

Economic operators may be excluded from this competition if they are in any of the situations referred to in Regulation 58 of the Public Contracts (Scotland) Regulations 2015.

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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 000-033622](#)

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

### **Lot No**

1

### **Title**

Essential Leadership

A contract/lot is awarded: Yes

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

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

17 March 2023

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

Number of tenders received: 8



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: 8

Number of tenders received by electronic means: 8

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

**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: £319,800

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

### **Lot No**

2

### **Title**

Growth Leadership

A contract/lot is awarded: Yes

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

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

17 March 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**

The Power Within Training & Development Ltd

Eurocentral, Maxim 1, , 2 Parklands Way

Motherwell

ML1 4WR

Country

United Kingdom

NUTS code

- UKM84 - North Lanarkshire

The contractor is an SME

Yes

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

Total value of the contract/lot: £485,200

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## **Section VI. Complementary information**

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

(SC Ref:728213)

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

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

Glasgow Sheriff Court and Justice of the Peace Court

Sheiff Clerk's Office, PO Box 23, 1 Carlton Place

Glasgow

G5 9DA

Telephone

+44 1414298888

Country

United Kingdom

Internet address

<https://www.scotcourts.gov.uk/the-courts/court-locations/glasgow-sheriff-court-and-justice->

[of-the-peace-court](#)

#### **VI.4.2) Body responsible for mediation procedures**

Scottish Government

5 Atlantic Quay, 150 Broomielaw

Glasgow

G2 8LU

Email

[SPOEprocurement@scotland.gsi.gov.uk](mailto:SPOEprocurement@scotland.gsi.gov.uk)

Telephone

+44 1412425466

Country

United Kingdom

Internet address

<http://www.gov.scot/Topics/Government/Procurement/Selling/supplier-enquiries>

#### **VI.4.3) Review procedure**

Precise information on deadline(s) for review procedures

In the first instance, contact the Head of Facilities Management and Procurement at Scottish Enterprise, with any concerns or enquiries. Email: <https://www.scottish-enterprise.com/help/contact-us>.

An economic operator that suffers, or risks suffering, loss or damage attributable to a breach of duty under the Public Contracts (Scotland) Regulations 2015, may bring proceedings that will be started in the High Court.

#### **VI.4.4) Service from which information about the review procedure may be obtained**

Scottish Government

5 Atlantic Quay, Broomielaw

Glasgow

G2 8LU

Email

[SPOEprocurement@scotland.gsi.gov.uk](mailto:SPOEprocurement@scotland.gsi.gov.uk)

Telephone

+44 1412425466

Country

United Kingdom

Internet address

<http://www.gov.scot/Topics/Government/Procurement/Selling/supplier-enquiries>