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Contract

Agreements for the Start-Up Loans Company's Business Support Partner services

The Start-Up Loans Company

F03: Contract award notice

Notice identifier: 2023/S 000-012271

Procurement identifier (OCID): ocds-h6vhtk-035340

Published 28 April 2023, 12:05pm

Section I: Contracting authority

I.1) Name and addresses

The Start-Up Loans Company

Steel City House, West Street

Sheffield

S1 2GQ

Contact

Pete Binkiewicz

Email

procurement@british-business-bank.co.uk

Telephone

+44 2039051462

Country

United Kingdom

Region code

UK - United Kingdom

Internet address(es)

Main address

<http://british-business-bank.co.uk/>

Buyer's address

<http://british-business-bank.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

Agreements for the Start-Up Loans Company's Business Support Partner services

II.1.2) Main CPV code

- 66190000 - Loan brokerage services

II.1.3) Type of contract

Services

II.1.4) Short description

The Start-Up Loans Company has conducted a procurement to establish agreements for Business Support Partners for the Start Up Loans scheme. Business Support Partners will be responsible for providing credit broking services for personal loans for applicants who are preparing to start-up or are an early-stage business. The procurement was made up of 15 Lots, with a total of up to 16 contracts available to deliver Business Support Partner Services: some Business Support Partners will cover the whole of the UK; others will be responsible for specific regions within the UK; and others will be specialists covering the whole of the UK, focusing on applicants with specific characteristics that fall under one of the specialisms. Each contract is for an initial term of 24-months, with a maximum of two extensions of up to 12-months each available (i.e. a maximum extension period of up to 24 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: £18,026,000

II.2) Description

II.2.1) Title

East Midlands Regional Business Support Partner

Lot No

1

II.2.2) Additional CPV code(s)

- 66190000 - Loan brokerage services

II.2.3) Place of performance

NUTS codes

- UKF - East Midlands (England)

Main site or place of performance

EAST MIDLANDS (ENGLAND)

II.2.4) Description of the procurement

Credit broking services for personal loans (Start Up Loans) for individuals to start or grow an early stage business in the East Midlands Region.

II.2.5) Award criteria

Price

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

East of England Regional Business Support Partner

Lot No

2

II.2.2) Additional CPV code(s)

- 66190000 - Loan brokerage services

II.2.3) Place of performance

NUTS codes

- UKH - East of England

Main site or place of performance

EAST OF ENGLAND

II.2.4) Description of the procurement

Credit broking services for personal loans (Start Up Loans) for individuals to start or grow an early stage business in the East of England Region.

II.2.5) Award criteria

Price

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

London Regional Business Support Partner

Lot No

3

II.2.2) Additional CPV code(s)

- 66190000 - Loan brokerage services

II.2.3) Place of performance

NUTS codes

- UKI - London

Main site or place of performance

LONDON

II.2.4) Description of the procurement

Credit broking services for personal loans (Start Up Loans) for individuals to start or grow an early stage business in the London Region.

II.2.5) Award criteria

Price

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

North East Region Regional Business Support Partner

Lot No

4

II.2.2) Additional CPV code(s)

- 66190000 - Loan brokerage services

II.2.3) Place of performance

NUTS codes

- UKC - North East (England)

Main site or place of performance

NORTH EAST (ENGLAND)

II.2.4) Description of the procurement

Credit broking services for personal loans (Start Up Loans) for individuals to start or grow an

early stage business in the North East Region.

II.2.5) Award criteria

Price

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

North West Regional Business Support Partner

Lot No

5

II.2.2) Additional CPV code(s)

- 66190000 - Loan brokerage services

II.2.3) Place of performance

NUTS codes

- UKD - North West (England)

Main site or place of performance

NORTH WEST (ENGLAND)

II.2.4) Description of the procurement

Credit broking services for personal loans (Start Up Loans) for individuals to start or grow an early stage business in the North West Region.

II.2.5) Award criteria

Price

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

Northern Ireland Regional Business Support Partner

Lot No

6

II.2.2) Additional CPV code(s)

- 66190000 - Loan brokerage services

II.2.3) Place of performance

NUTS codes

- UKN - Northern Ireland

Main site or place of performance

NORTHERN IRELAND

II.2.4) Description of the procurement

Credit broking services for personal loans (Start Up Loans) for individuals to start or grow an early stage business in the Northern Ireland Region.

II.2.5) Award criteria

Price

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

Scotland Regional Business Support Partner

Lot No

7

II.2.2) Additional CPV code(s)

- 66190000 - Loan brokerage services

II.2.3) Place of performance

NUTS codes

- UKM - Scotland

Main site or place of performance

SCOTLAND

II.2.4) Description of the procurement

Credit broking services for personal loans (Start Up Loans) for individuals to start or grow an early stage business in the Scotland Region.

II.2.5) Award criteria

Price

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

South East Regional Business Support Partner

Lot No

8

II.2.2) Additional CPV code(s)

- 66190000 - Loan brokerage services

II.2.3) Place of performance

NUTS codes

- UKJ - South East (England)

Main site or place of performance

SOUTH EAST (ENGLAND)

II.2.4) Description of the procurement

Credit broking services for personal loans (Start Up Loans) for individuals to start or grow an early stage business in the South East Region.

II.2.5) Award criteria

Price

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

South West Regional Business Support Partner

Lot No

9

II.2.2) Additional CPV code(s)

- 66190000 - Loan brokerage services

II.2.3) Place of performance

NUTS codes

- UKK - South West (England)

Main site or place of performance

SOUTH WEST (ENGLAND)

II.2.4) Description of the procurement

Credit broking services for personal loans (Start Up Loans) for individuals to start or grow an early stage business in the South West Region.

II.2.5) Award criteria

Price

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

Wales Regional Business Support Partner

Lot No

10

II.2.2) Additional CPV code(s)

- 66190000 - Loan brokerage services

II.2.3) Place of performance

NUTS codes

- UKL - Wales

Main site or place of performance

WALES

II.2.4) Description of the procurement

Credit broking services for personal loans (Start Up Loans) for individuals to start or grow an early stage business in the Wales Region.

II.2.5) Award criteria

Price

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

West Midlands Regional Business Support Partner

Lot No

11

II.2.2) Additional CPV code(s)

- 66190000 - Loan brokerage services

II.2.3) Place of performance

NUTS codes

- UKG - West Midlands (England)

Main site or place of performance

WEST MIDLANDS (ENGLAND)

II.2.4) Description of the procurement

Credit broking services for personal loans (Start Up Loans) for individuals to start or grow an early stage business in the West Midlands Region.

II.2.5) Award criteria

Price

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

Yorkshire and The Humber Regional Business Support Partner

Lot No

12

II.2.2) Additional CPV code(s)

- 66190000 - Loan brokerage services

II.2.3) Place of performance

NUTS codes

- UKE - Yorkshire and the Humber

Main site or place of performance

YORKSHIRE AND THE HUMBER

II.2.4) Description of the procurement

Credit broking services for personal loans (Start Up Loans) for individuals to start or grow an early stage business in the Yorkshire and the Humber Region.

II.2.5) Award criteria

Price

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

National Business Support Partners

Lot No

13

II.2.2) Additional CPV code(s)

- 66190000 - Loan brokerage services

II.2.3) Place of performance

NUTS codes

- UK - United Kingdom

Main site or place of performance

UNITED KINGDOM

II.2.4) Description of the procurement

Credit broking services across the whole of the UK for personal loans (Start Up Loans) for individuals to start or grow an early stage business. This Lot is split into two separate contracts.

II.2.5) Award criteria

Price

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

Military Specialist Business Support Partner

Lot No

14

II.2.2) Additional CPV code(s)

- 66190000 - Loan brokerage services

II.2.3) Place of performance

NUTS codes

- UK - United Kingdom

Main site or place of performance

UNITED KINGDOM

II.2.4) Description of the procurement

Credit broking services for personal loans (Start Up Loans) for individuals who fall under the Military definition in the application process to start or grow an early stage business, and includes post loan support and mentoring services for the same individuals.

II.2.5) Award criteria

Price

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

Young Specialist Business Support Partner

Lot No

15

II.2.2) Additional CPV code(s)

- 66190000 - Loan brokerage services

II.2.3) Place of performance

NUTS codes

- UK - United Kingdom

Main site or place of performance

UNITED KINGDOM

II.2.4) Description of the procurement

Credit broking services for personal loans (Start Up Loans) for individuals who fall under the Young definition in the application process to start or grow an early stage business, and includes post loan support and mentoring services for the same individuals.

II.2.5) Award criteria

Price

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.1.8) 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 000-019608](#)

Section V. Award of contract

Lot No

1

Title

East Midlands Regional Business Support Partner

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

1 April 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: 0

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

Enterprise Loans East Midlands

6 Sherwood Rise

Nottingham

NG7 6JF

Country

United Kingdom

NUTS code

- UK - United Kingdom

National registration number

06705550

The contractor is an SME

Yes

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

Total value of the contract/lot: £706,000

Section V. Award of contract

Lot No

2

Title

East of England Regional Business Support Partner

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

1 April 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: 0

Number of tenders received by electronic means: 5

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

V.2.3) Name and address of the contractor

Norfolk and Waveney Enterprise Services

Rouen House, Rouen Road

Norwich

NR1 1RB

Country

United Kingdom

NUTS code

- UK - United Kingdom

National registration number

01633258

The contractor is an SME

Yes

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

Total value of the contract/lot: £958,000

Section V. Award of contract

Lot No

3

Title

London Regional Business Support Partner

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

1 April 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: 0

Number of tenders received by electronic means: 5

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

V.2.3) Name and address of the contractor

Norfolk and Waveney Enterprise Services

Rouen House, Rouen Road

Norwich

NR1 1RB

Country

United Kingdom

NUTS code

- UK - United Kingdom

National registration number

01633258

The contractor is an SME

Yes

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

Total value of the contract/lot: £1,919,000

Section V. Award of contract

Lot No

4

Title

North East Regional Business Support Partner

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

1 April 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: 0

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

Business & Enterprise Finance Ltd

City Hub, 9-11 Peckover Street, Little Germany

Bradford

BD1 5BD

Country

United Kingdom

NUTS code

- UK - United Kingdom

National registration number

01792109

The contractor is an SME

Yes

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

Total value of the contract/lot: £625,000

Section V. Award of contract

Lot No

5

Title

North West Regional Business Support Partner

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

1 April 2023

V.2.2) Information about tenders

Number of tenders received: 2

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: 0

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

The Enterprise Fund Ltd

Lee House, 90 Great Bridgewater Street

Manchester

M1 5JW

Country

United Kingdom

NUTS code

- UK - United Kingdom

National registration number

04460763

The contractor is an SME

No

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

Total value of the contract/lot: £1,339,000

Section V. Award of contract

Lot No

6

Title

Northern Ireland Regional Business Support Partner

A contract/lot is awarded: No

V.1) Information on non-award

The contract/lot is not awarded

No tenders or requests to participate were received or all were rejected

Section V. Award of contract

Lot No

7

Title

Scotland Regional Business Support Partner

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

1 April 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: 0

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

DSL Business Finance Ltd

Moorpark Court, 5 Dava Street

Glasgow

G51 2JA

Country

United Kingdom

NUTS code

- UK - United Kingdom

National registration number

SC145739

The contractor is an SME

Yes

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

Total value of the contract/lot: £967,000

Section V. Award of contract

Lot No

8

Title

South East Regional Business Support Partner

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

1 April 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: 0

Number of tenders received by electronic means: 5

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

V.2.3) Name and address of the contractor

Capitalise Business Support Limited

7 Wellington Square

Hastings

TN34 1PD

Country

United Kingdom

NUTS code

- UK - United Kingdom

National registration number

05003078

The contractor is an SME

Yes

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

Total value of the contract/lot: £1,485,000

Section V. Award of contract

Lot No

9

Title

South West Regional Business Support Partner

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

1 April 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: 0

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

SWIG Finance Limited

Lowena House, Glenthorne Court, Truro Business Park, Threemilestone

Truro

TR4 9NY

Country

United Kingdom

NUTS code

- UK - United Kingdom

National registration number

02688108

The contractor is an SME

Yes

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

Total value of the contract/lot: £1,175,000

Section V. Award of contract

Lot No

10

Title

Wales Regional Business Support partner

A contract/lot is awarded: No

V.1) Information on non-award

The contract/lot is not awarded

No tenders or requests to participate were received or all were rejected

Section V. Award of contract

Lot No

11

Title

West Midlands Regional Business Support Partner

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

1 April 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: 0

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

Enterprise Loans East Midlands

6 Sherwood Rise

Nottingham

NG7 6JF

Country

United Kingdom

NUTS code

- UK - United Kingdom

National registration number

06705550

The contractor is an SME

Yes

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

Total value of the contract/lot: £1,133,000

Section V. Award of contract

Lot No

12

Title

Yorkshire and The Humber Regional Business Support Partner

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

1 April 2023

V.2.2) Information about tenders

Number of tenders received: 4

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: 0

Number of tenders received by electronic means: 4

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

V.2.3) Name and address of the contractor

Business & Enterprise Finance Ltd

City Hub, 9-11 Peckover Street, Little Germany

Bradford

BD1 5BD

Country

United Kingdom

NUTS code

- UK - United Kingdom

National registration number

01792109

The contractor is an SME

Yes

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

Total value of the contract/lot: £1,175,000

Section V. Award of contract

Lot No

13

Title

National Business Support Partner

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

1 April 2023

V.2.2) Information about tenders

Number of tenders received: 4

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: 0

Number of tenders received by electronic means: 4

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

V.2.3) Name and address of the contractor

The Enterprise Fund Limited

Lee House, 90 Great Bridgewater Street

Manchester

M1 5JW

Country

United Kingdom

NUTS code

- UK - United Kingdom

National registration number

04460763

The contractor is an SME

No

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

Total value of the contract/lot: £4,340,000

Section V. Award of contract

Lot No

14

Title

Military Specialist Business Support Partner

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

1 April 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: 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

X-Forces (XF) CIC

37 Warren Street

London

W1T 6AD

Country

United Kingdom

NUTS code

- UK - United Kingdom

National registration number

08034041

The contractor is an SME

Yes

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

Total value of the contract/lot: £1,908,000

Section V. Award of contract

Lot No

15

Title

Young Specialist Business Support Partner

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

1 April 2023

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

The Prince's Trust

South London Centre, 8 Glade Path

London

SE1 8EG

Country

United Kingdom

NUTS code

- UK - United Kingdom

National registration number

RC000772

The contractor is an SME

No

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

Total value of the contract/lot: £296,000

Section VI. Complementary information

VI.3) Additional information

The British Business Bank (“BBB”) is 100% Government owned, but independently managed. It brings expertise and Government money to the smaller business finance markets. BBB does not lend or invest directly, instead it works with over 130 partners such as banks, leasing companies, venture capital funds and web-based platforms. Businesses apply for finance through its partners who can lend and invest more, especially to younger and faster growing companies. The Start-Up Loans Company (the Authority) is a wholly owned subsidiary of BBB and its purpose is to make business ownership a viable career for individuals who struggle to raise finance, by providing Loans and support to help these individuals with new or early stage businesses.

To view this notice, please click here:

<https://www.delta-sourcing.com/delta/viewNotice.html?noticeId=761881100>

GO Reference: GO-2023428-PRO-22666647

VI.4) Procedures for review

VI.4.1) Review body

High Court

Royal Courts of Justice, The Strand

London

WC2A 2LL

Telephone

+44 2079476000

Country

United Kingdom

VI.4.3) Review procedure

Precise information on deadline(s) for review procedures

Any appeals must be brought within the timescales specified by the applicable law, including, without limitation, the Public Contracts Regulations 2015 (as amended). In accordance with those Regulations, the Authority incorporated a minimum 10 calendar day standstill period from the date information on award of contracts was communicated to tenderers.

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

High Court

Royal Courts of Justice, The Strand

London

WC2A 2LL

Telephone

+44 2079476000

Country

United Kingdom