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Contract

Knowledge Transfer Partnerships (KTP) Associate Management Training - RFP

UK Research and Innovation

F03: Contract award notice

Notice identifier: 2025/S 000-013781

Procurement identifier (OCID): ocids-h6vhtk-04ab98

Published 8 April 2025, 4:47pm

Section I: Contracting authority

I.1) Name and addresses

UK Research and Innovation

Polaris House, North Star Avenue

Swindon

SN21FL

Contact

Abigail Woods

Email

coreservices@uksbs.co.uk

Country

United Kingdom

Region code

UKK14 - Swindon

Justification for not providing organisation identifier

Not on any register

Internet address(es)

Main address

<https://www.ukri.org/>

I.4) Type of the contracting authority

Body governed by public law

I.5) Main activity

Other activity

Research

Section II: Object

II.1) Scope of the procurement

II.1.1) Title

Knowledge Transfer Partnerships (KTP) Associate Management Training - RFP

Reference number

GSS24327

II.1.2) Main CPV code

- 80500000 - Training services

II.1.3) Type of contract

Services

II.1.4) Short description

***** THIS IS AN AWARD NOTICE, NOT A CALL FOR COMPETITION *****

This procurement is being concluded as a Open Tender under PCR 2015.

Aims and Objectives

To secure the services of a highly professional and service orientated training supplier to deliver high quality learning experiences for participants in the KTP programme. The KTP Programme seeks to demonstrate the delivery of value for money for all our funding partners.

The current training contract expires at the end of March 2025. The KTP programme seeks to have a training provider in place to provide a seamless transition between contracts.

KTP is one of the UK's largest recruiters of graduates, with over 350 associate positions available each year.

As part of the development of the Associate, KTP provides management training to facilitate the transition of individuals from graduates/ academics to business managers and entrepreneurs. Associate training must demonstrate the best that the business world has to offer.

The key objective of the provision of the training package for KTP Associates is to facilitate the development of an appropriate level of management and leadership skills to help Associates deliver successful KTP projects.

The KTP programme is broadly based and therefore encompasses a wide range of businesses and organisations, a wide variety of project needs and a wide spectrum of Associate backgrounds, in terms of academic disciplines and experience. Content of the training provision needs to accommodate the needs of a broad base of KTP projects and Associates. The core training package must cover at least the following:

A. Business Management Skills development

B. Leadership and Innovation skills

C. Personal Skills development

Please ensure you review all attached information to ensure a full understanding of this requirement. All attachments can be found with the Supplier Attachments tab within the Jaggaer eSourcing Portal.

This contract will be awarded based on the evaluation criteria as set out in the RFP document.

II.1.6) Information about lots

This contract is divided into lots: No

II.1.7) Total value of the procurement (excluding VAT)

Value excluding VAT: £2,250,000

II.2) Description

II.2.2) Additional CPV code(s)

- 80500000 - Training services

II.2.3) Place of performance

NUTS codes

- UK - United Kingdom

II.2.4) Description of the procurement

Background to the Requirement

Knowledge Transfer Partnerships (KTPs) is an Innovate UK led government funded programme which aims to enable businesses to access the technology, knowledge and skills which are available in UK universities, colleges and research & technology organisations, to undertake collaborative projects for the strategic development of the business. KTP has been operating successfully for 49 years.

KTP has recently aligned itself to the flexible working policies of its academic partners. Currently training is completed both online and at residential workshops. The residential element is highly valued by participants, but it is recognised that current training arrangements can prove challenging for those working flexibly.

KTP core funding has grown though the current contract from £35m-£50m around £50m per year. This has increased the number of places required from our training provider. The training provider will need to demonstrate their ability to respond gracefully to the changes in demand the programme requires.

There is a programme manager in place that manages the programme and is responsible for leading this procurement exercise. They are supported by a Governance manager and a team of 35 knowledge transfer advisers, one of whom is specifically tasked as a liaison with the current training provider.

Scope

KTP Associates are potential future business leaders for the UK. Associates outperform their contemporaries, being promoted to senior positions more quickly and earning higher salaries as a result of participating in the KTP programme.

The training provided by the KTP programme helps associates transition from academia to the business world and helps them become a productive and dynamic member of the business they work within, often being the agent for large scale organisational change.

Current evaluation of the training programme shows an exceptional level of satisfaction with the overall package of training delivered and this new contract should maintain the high standards of professionalism and quality currently provided.

KTP is a national programme, operating throughout the UK. The contractor must be able to provide a flexible delivery model that can gracefully manage the changes in demand that are likely to be experienced during the course of the contract. Typically, each year KTP has recruited 300-400 associates, but this can change depending on the current funding situation. Over the next 3 years KTP expects to maintain a minimum associate recruitment of around 350 people.

Unlike many UKRI funding competitions, KTP is always open to applications. Typically, every 8 to 10 weeks between 40-80 new projects are approved for funding. The Associate

will be recruited over the following 9 months. Once in post Associates typically participates in their first training session within 4 months.

Scope includes:

- Ongoing evaluation of provision by the provider, leading to consistent improvement of materials and delivery.
- Provide a training venue that is geographically accessible from all parts of the UK (rail, road, air) and provides a common, business-like experience for all associates, bringing them together from across the UK
- Flexible demand profile.
- Associates able to participate in training within 4 months of starting.
- Accommodating of flexible working practices including a fully online version of the training provided for those unable to attend in person.
- Make reasonable adjustments as required under the Equality Act 2010.

two.2.5) Award criteriaII.2.5) Award criteria

Price is not the only award criterion and all criteria are stated only in the procurement documents

II.2.5) Award criteria

Quality criterion - Name: Technical / Weighting: 80

Price - Weighting: 20

II.2.11) Information about options

Options: 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: [2024/S 000-032908](#)

Section V. Award of contract

Contract No

GSS24327

Title

GSS24327 - Knowledge Transfer Partnerships (KTP) Associate Management Training - RFP

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

12 March 2025

V.2.2) Information about tenders

Number of tenders received: 12

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

V.2.3) Name and address of the contractor

Ashorne Hill Management College

Leamington Spa

Country

United Kingdom

NUTS code

- UK - United Kingdom

Companies House

00889791

The contractor is an SME

Yes

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

Initial estimated total value of the contract/lot: £2,250,000

Total value of the contract/lot: £2,250,000

Section VI. Complementary information

VI.4) Procedures for review

VI.4.1) Review body

UK Shared Business Services Ltd

UK Shared Business Services Ltd Polaris House, North Star Avenue, SN2 1FF

Swindon

Country

United Kingdom

