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Contract

## **Lanarkshire Business Gateway – Business Support and Expert Help Services**

North Lanarkshire Council

South Lanarkshire Council

F03: Contract award notice

Notice identifier: 2021/S 000-014175

Procurement identifier (OCID): ocds-h6vhtk-02bed2

Published 22 June 2021, 11:45am

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

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

North Lanarkshire Council

Civic Centre, Windmillhill Street

Motherwell

ML1 1AB

#### **Contact**

Euan Walker

#### **Email**

[walkereuan@northlan.gov.uk](mailto:walkereuan@northlan.gov.uk)

#### **Country**

United Kingdom

**NUTS code**

UKM84 - North Lanarkshire

**Internet address(es)**

Main address

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

Buyer's address

[https://www.publiccontractsscotland.gov.uk/search/Search\\_AuthProfile.aspx?ID=AA00010](https://www.publiccontractsscotland.gov.uk/search/Search_AuthProfile.aspx?ID=AA00010)

**I.1) Name and addresses**

South Lanarkshire Council

Council Headquarters, Almada Street

Hamilton

ML3 0AA

**Email**

[procurement\\_service@southlanarkshire.gov.uk](mailto:procurement_service@southlanarkshire.gov.uk)

**Country**

United Kingdom

**NUTS code**

UKM95 - South Lanarkshire

**Internet address(es)**

Main address

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

Buyer's address

[https://www.publiccontractsscotland.gov.uk/search/Search\\_AuthProfile.aspx?ID=AA00410](https://www.publiccontractsscotland.gov.uk/search/Search_AuthProfile.aspx?ID=AA00410)

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

The contract involves joint procurement

## **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**

Lanarkshire Business Gateway – Business Support and Expert Help Services

Reference number

NLC-CPT-20-065

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

- 79400000 - Business and management consultancy and related services

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

Services

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

North Lanarkshire Council and South Lanarkshire Council, have secured an extension to funding from the European Regional Development Fund (ERDF) for the provision of business support available to Small and Medium Enterprises (SMEs) in Lanarkshire. The funding will be utilised to provide a programme of Business Support and Expert Help Services which augment services provided through the Councils core Business Gateway contract.

To enable sufficient service provision, the Councils wish to initiate a Framework Agreement consisting of 11 Lots as detailed below:

- Lot 1 – Business Financial Management
- Lot 2 – Business Strategy and Business Resilience
- Lot 3 – Human Resources, Leadership and Skills
- Lot 4 – Procurement
- Lot 5 – Marketing and Digital Marketing
- Lot 6 – Digital Development
- Lot 7 – Internationalisation
- Lot 8 – Business Innovation
- Lot 9 – Legal Support
- Lot 10 – Research, Development and Design
- Lot 11 – Low Carbon Support

The main purpose of the framework agreement is to support Lanarkshire businesses to grow; thus providing employment opportunities, growth in key sectors and inclusive growth. This will be achieved by providing support to businesses on specific topics which will help their understanding, skills and capabilities; highlight potential areas for improvement; signposting service users to further support that helps and agree an action plan with some identified next steps to implement to help the business meet their objectives.

### **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: £690,625

## **II.2) Description**

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

Business Financial Management

Lot No

1

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

- 66170000 - Financial consultancy, financial transaction processing and clearing-house services
- 66171000 - Financial consultancy services
- 79400000 - Business and management consultancy and related services
- 79410000 - Business and management consultancy services
- 79411000 - General management consultancy services
- 79412000 - Financial management consultancy services

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

NUTS codes

- UKM84 - North Lanarkshire

Main site or place of performance

All Lanarkshire Geographic Area

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

The Business Financial Management Lot will provide support across a range of areas focussed on the efficient and effective management of business funds. Support will help to equip businesses with the financial skills and knowledge to meet their objectives.

Examples of some topics that are offered under Business Financial Management are:

- Support on how to plan, organise direct and control financial activities;
- Financial Readiness;
- Preparing for Investment;
- Alternative Finance Options (e.g. Equity Investment);
- Debt Management;
- Company Valuation; and
- Taxation including R&D Tax Credits

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

Quality criterion - Name: Accessibility of the Service / Weighting: 8

Quality criterion - Name: Performance and Quality Management / Weighting: 6

Quality criterion - Name: Enterprise Culture, Working in Partnership / Weighting: 4

Quality criterion - Name: Community Benefit Methodology / Weighting: 2

Quality criterion - Name: Delivery of Service Requirements / Weighting: 25

Quality criterion - Name: Skills and Knowledge / Weighting: 12

Quality criterion - Name: Community Benefit Offering / Weighting: 3

Price - Weighting: 40

### **II.2.11) Information about options**

Options: Yes

Description of options

The estimated Lot value stated above within II.2.6 is subject to an increase of no greater than 25% at the Councils sole discretion throughout the duration of the framework agreement.

### **II.2.13) Information about European Union Funds**

The procurement is related to a project and/or programme financed by European Union funds: Yes

Identification of the project

European Regional Development Fund

## **II.2) Description**

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

Business Strategy and Business Resilience

Lot No

2

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

- 79400000 - Business and management consultancy and related services
- 79410000 - Business and management consultancy services
- 79411000 - General management consultancy services
- 79420000 - Management-related services
- 79900000 - Miscellaneous business and business-related services
- 79990000 - Miscellaneous business-related services
- 79996000 - Business organisation services

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

NUTS codes

- UKM84 - North Lanarkshire

Main site or place of performance

All Lanarkshire Geographic Area

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

The Business Strategy and Business Resilience Lot will provide support to help Service Users assess their business, identify areas of improvement and support the formulation of a plan to help the business reach their strategic goals and objectives.

Examples of some topics that are offered under Business Strategy and Business Resilience are:

- Strategic Planning;
- Change Management;
- Operations Management;
- Diversification;
- Succession Planning;
- Employee Ownership; and
- Business Viability and Resilience Planning

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

Quality criterion - Name: Accessibility of the Service / Weighting: 8

Quality criterion - Name: Performance and Quality Management / Weighting: 6

Quality criterion - Name: Enterprise Culture, Working in Partnership / Weighting: 4

Quality criterion - Name: Community Benefit Methodology / Weighting: 2

Quality criterion - Name: Delivery of Service Requirements / Weighting: 25

Quality criterion - Name: Skills and Knowledge / Weighting: 12

Quality criterion - Name: Community Benefit Offering / Weighting: 3

Price - Weighting: 40



### **II.2.11) Information about options**

Options: Yes

Description of options

The estimated Lot value stated above within II.2.6 is subject to an increase of no greater than 25% at the Councils sole discretion throughout the duration of the framework agreement.

### **II.2.13) Information about European Union Funds**

The procurement is related to a project and/or programme financed by European Union funds: Yes

Identification of the project

European Regional Development Fund

## **II.2) Description**

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

Human Resources, Leadership and Skills

Lot No

3

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

- 79400000 - Business and management consultancy and related services
- 79410000 - Business and management consultancy services
- 79411000 - General management consultancy services
- 79414000 - Human resources management consultancy services

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

NUTS codes

- UKM84 - North Lanarkshire

Main site or place of performance

All Lanarkshire Geographic Area

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

The Human Resources, Leadership and Skills Lot will provide a range of support across leadership and management. It will help to review existing leadership development processes and equip businesses with the tools to promote a positive and productive working environment. It shall also provide support on training and comprehensive HR support.

Examples of some topics that are offered under Human Resources, Leadership and Skills are:

- Support and Advice on Employment Policies and Benefits, and other HR Related Queries;
- Leadership and Management Support;
- Workplace Innovation (Culture, Communications, Productivity);
- Corporate Responsibility;
- Organisational Development;
- Training Analysis and Training Procedures; and
- Capacity Building

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

Quality criterion - Name: Accessibility of the Service / Weighting: 8

Quality criterion - Name: Performance and Quality Management / Weighting: 6

Quality criterion - Name: Enterprise Culture, Working in Partnership / Weighting: 4

Quality criterion - Name: Community Benefit Methodology / Weighting: 2

Quality criterion - Name: Delivery of Service Requirements / Weighting: 25

Quality criterion - Name: Skills and Knowledge / Weighting: 12

Quality criterion - Name: Community Benefit Offering / Weighting: 3

Price - Weighting: 40

### **II.2.11) Information about options**

Options: Yes

Description of options

The estimated Lot value stated above within II.2.6 is subject to an increase of no greater than 25% at the Councils sole discretion throughout the duration of the framework agreement.

### **II.2.13) Information about European Union Funds**

The procurement is related to a project and/or programme financed by European Union funds: Yes

Identification of the project

European Regional Development Fund

## **II.2) Description**

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

Procurement

Lot No

4

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

- 79400000 - Business and management consultancy and related services
- 79410000 - Business and management consultancy services
- 79418000 - Procurement consultancy services

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

NUTS codes

- UKM84 - North Lanarkshire

Main site or place of performance

All Lanarkshire Geographic Area

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

The Procurement Lot will provide a range of support to help businesses navigate the procurement process.

Examples of some topics that are offered under Procurement are:

- Bid / Tender Support; and
- Public and Private Sector Tendering Advice Support, Staff Training and, Legal Aspects of Tendering including TUPE

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

Quality criterion - Name: Accessibility of the Service / Weighting: 8

Quality criterion - Name: Performance and Quality Management / Weighting: 6

Quality criterion - Name: Enterprise Culture, Working in Partnership / Weighting: 4

Quality criterion - Name: Community Benefit Methodology / Weighting: 2

Quality criterion - Name: Delivery of Service Requirements / Weighting: 25

Quality criterion - Name: Skills and Knowledge / Weighting: 12

Quality criterion - Name: Community Benefit Offering / Weighting: 3

Price - Weighting: 40

#### **II.2.11) Information about options**

Options: Yes

Description of options

The estimated Lot value stated above within II.2.6 is subject to an increase of no greater than 25% at the Councils sole discretion throughout the duration of the framework agreement.

### **II.2.13) Information about European Union Funds**

The procurement is related to a project and/or programme financed by European Union funds: Yes

Identification of the project

European Regional Development Fund

## **II.2) Description**

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

Marketing and Digital Marketing

Lot No

5

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

- 79410000 - Business and management consultancy services
- 79400000 - Business and management consultancy and related services
- 79413000 - Marketing management consultancy services
- 79300000 - Market and economic research; polling and statistics
- 79340000 - Advertising and marketing services
- 79341000 - Advertising services
- 79341100 - Advertising consultancy services
- 79341200 - Advertising management services
- 79342000 - Marketing services
- 79342100 - Direct marketing services

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

NUTS codes

- UKM84 - North Lanarkshire

Main site or place of performance

All Lanarkshire Geographic Area

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

The Marketing and Digital Marketing Lot will provide support to undertake market research and formulate a plan to support the business in promoting and selling their products and/or services with a view to increasing sales.

Examples of some topics that are covered under Marketing are:

- Market Analysis and Identification of Key Customers;
- Sales and Marketing Strategy;
- Advertising and Promotion;
- PR;
- Branding; and
- Copywriting
- Social Media;
- Ecommerce;
- Search Engine Optimisation; and
- Website Review

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

Quality criterion - Name: Accessibility of the Service / Weighting: 8

Quality criterion - Name: Performance and Quality Management / Weighting: 6

Quality criterion - Name: Enterprise Culture, Working in Partnership / Weighting: 4

Quality criterion - Name: Community Benefit Methodology / Weighting: 2

Quality criterion - Name: Delivery of Service Requirements / Weighting: 25

Quality criterion - Name: Skills and Knowledge / Weighting: 12

Quality criterion - Name: Community Benefit Offering / Weighting: 3

Price - Weighting: 40

### **II.2.11) Information about options**

Options: Yes

Description of options

The estimated Lot value stated above within II.2.6 is subject to an increase of no greater than 25% at the Councils sole discretion throughout the duration of the framework agreement.

### **II.2.13) Information about European Union Funds**

The procurement is related to a project and/or programme financed by European Union funds: Yes

Identification of the project

European Regional Development Fund

## **II.2) Description**

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

Digital Development

Lot No

6

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

- 79400000 - Business and management consultancy and related services
- 79410000 - Business and management consultancy services

- 79411000 - General management consultancy services
- 79411100 - Business development consultancy services
- 72000000 - IT services: consulting, software development, Internet and support
- 72100000 - Hardware consultancy services
- 72200000 - Software programming and consultancy services
- 72300000 - Data services
- 72400000 - Internet services
- 72500000 - Computer-related services
- 72600000 - Computer support and consultancy services

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

NUTS codes

- UKM84 - North Lanarkshire

Main site or place of performance

All Lanarkshire Geographic Area

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

The Digital Development Lot will provide support for digital projects, building skills and capabilities that increase digital knowledge and help businesses to reach their business goals and objectives.

Examples of topics that are offered under Digital Development are:

- Video Content;
- Digital Strategy;
- Data Analytics;
- App Development;



- IT Process Advice; and

- Security

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

Quality criterion - Name: Accessibility of the Service / Weighting: 8

Quality criterion - Name: Performance and Quality Management / Weighting: 6

Quality criterion - Name: Enterprise Culture, Working in Partnership / Weighting: 4

Quality criterion - Name: Community Benefit Methodology / Weighting: 2

Quality criterion - Name: Delivery of Service Requirements / Weighting: 25

Quality criterion - Name: Skills and Knowledge / Weighting: 12

Quality criterion - Name: Community Benefit Offering / Weighting: 3

Price - Weighting: 40

### **II.2.11) Information about options**

Options: Yes

Description of options

The estimated Lot value stated above within II.2.6 is subject to an increase of no greater than 25% at the Councils sole discretion throughout the duration of the framework agreement.

### **II.2.13) Information about European Union Funds**

The procurement is related to a project and/or programme financed by European Union funds: Yes

Identification of the project

European Regional Development Fund

## **II.2) Description**

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

Internationalisation

Lot No

7

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

- 79400000 - Business and management consultancy and related services
- 79410000 - Business and management consultancy services
- 79411000 - General management consultancy services
- 79411100 - Business development consultancy services

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

NUTS codes

- UKM84 - North Lanarkshire

Main site or place of performance

All Lanarkshire Geographic Area

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

The Internationalisation Lot will support businesses to access overseas markets, supporting the opportunity to reach a wider customer base and increase sales.

Examples of topics covered under Internationalisation are:

- Support for Exporting;
- Market Analysis and Development; and
- Structuring for Internationalisation

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

Quality criterion - Name: Accessibility of the Service / Weighting: 8

Quality criterion - Name: Performance and Quality Management / Weighting: 6

Quality criterion - Name: Enterprise Culture, Working in Partnership / Weighting: 4

Quality criterion - Name: Community Benefit Methodology / Weighting: 2

Quality criterion - Name: Delivery of Service Requirements / Weighting: 25

Quality criterion - Name: Skills and Knowledge / Weighting: 12

Quality criterion - Name: Community Benefit Offering / Weighting: 3

Price - Weighting: 40

### **II.2.11) Information about options**

Options: Yes

Description of options

The estimated Lot value stated above within II.2.6 is subject to an increase of no greater than 25% at the Councils sole discretion throughout the duration of the framework agreement.

### **II.2.13) Information about European Union Funds**

The procurement is related to a project and/or programme financed by European Union funds: Yes

Identification of the project

European Regional Development Fund

## **II.2) Description**

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

Business Innovation

Lot No

8

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

- 79400000 - Business and management consultancy and related services
- 79410000 - Business and management consultancy services
- 79411000 - General management consultancy services
- 79411100 - Business development consultancy services

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

NUTS codes

- UKM84 - North Lanarkshire

Main site or place of performance

All Lanarkshire Geographic Area

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

The Business Innovation Lot will offer support to implement new processes, newly available services, or products into a business to affect positive change, increase sales and/or improve productivity.

Examples of topics covered under Business Innovation are:

Organisational Processes for Introducing New Ideas, Workflows, Methodologies, Services and / or Products;

Understanding Innovation;

Product Innovation; and

Process Innovation

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

Quality criterion - Name: Accessibility of the Service / Weighting: 8

Quality criterion - Name: Performance and Quality Management / Weighting: 6

Quality criterion - Name: Enterprise Culture, Working in Partnership / Weighting: 4

Quality criterion - Name: Community Benefit Methodology / Weighting: 2

Quality criterion - Name: Delivery of Service Requirements / Weighting: 25

Quality criterion - Name: Skills and Knowledge / Weighting: 12

Quality criterion - Name: Community Benefit Offering / Weighting: 3

Price - Weighting: 40

### **II.2.11) Information about options**

Options: Yes

Description of options

The estimated Lot value stated above within II.2.6 is subject to an increase of no greater than 25% at the Councils sole discretion throughout the duration of the framework agreement.

### **II.2.13) Information about European Union Funds**

The procurement is related to a project and/or programme financed by European Union funds: Yes

Identification of the project

European Regional Development Fund

## **II.2) Description**

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

Legal Support

Lot No

9

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

- 79400000 - Business and management consultancy and related services
- 79410000 - Business and management consultancy services

- 79411000 - General management consultancy services
- 79411100 - Business development consultancy services
- 79100000 - Legal services
- 79111000 - Legal advisory services
- 79130000 - Legal documentation and certification services
- 79140000 - Legal advisory and information services
- 79120000 - Patent and copyright consultancy services
- 79121000 - Copyright consultancy services

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

NUTS codes

- UKM84 - North Lanarkshire

Main site or place of performance

All Lanarkshire Geographic Area

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

The Legal Support Lot will provide comprehensive support on Legal factors that may affect a business. Support shall allow businesses to understand and navigate these factors and achieve business objectives.

Examples of topics covered under Legal Support are:

- Advice on Legal Policies Affecting your Business;
- Intellectual Property; and
- Mergers and Acquisitions

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

Quality criterion - Name: Accessibility of the Service / Weighting: 8

Quality criterion - Name: Performance and Quality Management / Weighting: 6

Quality criterion - Name: Enterprise Culture, Working in Partnership / Weighting: 4

Quality criterion - Name: Community Benefit Methodology / Weighting: 2

Quality criterion - Name: Delivery of Service Requirements / Weighting: 25

Quality criterion - Name: Skills and Knowledge / Weighting: 12

Quality criterion - Name: Community Benefit Offering / Weighting: 3

Price - Weighting: 40

### **II.2.11) Information about options**

Options: Yes

Description of options

The estimated Lot value stated above within II.2.6 is subject to an increase of no greater than 25% at the Councils sole discretion throughout the duration of the framework agreement.

### **II.2.13) Information about European Union Funds**

The procurement is related to a project and/or programme financed by European Union funds: Yes

Identification of the project

European Regional Development Fund

## **II.2) Description**

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

Research, Development and Design

Lot No

10

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

- 79400000 - Business and management consultancy and related services
- 79410000 - Business and management consultancy services
- 79411100 - Business development consultancy services
- 73000000 - Research and development services and related consultancy services
- 73100000 - Research and experimental development services
- 73210000 - Research consultancy services
- 73300000 - Design and execution of research and development

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

NUTS codes

- UKM84 - North Lanarkshire

Main site or place of performance

All Lanarkshire Geographic Area

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

The Research, Development and Design Lot will provide support to help the development of new products and services. Helping businesses to enter new markets and/or increase sales.

Examples of topics covered under Research, Development and Design are:

- Problem Solving;
- Development; and
- Testing and Validation

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

Quality criterion - Name: Accessibility of the Service / Weighting: 8

Quality criterion - Name: Performance and Quality Management / Weighting: 6



Quality criterion - Name: Enterprise Culture, Working in Partnership / Weighting: 4

Quality criterion - Name: Community Benefit Methodology / Weighting: 2

Quality criterion - Name: Delivery of Service Requirements / Weighting: 25

Quality criterion - Name: Skills and Knowledge / Weighting: 12

Quality criterion - Name: Community Benefit Offering / Weighting: 3

Price - Weighting: 40

### **II.2.11) Information about options**

Options: Yes

Description of options

The estimated Lot value stated above within II.2.6 is subject to an increase of no greater than 25% at the Councils sole discretion throughout the duration of the framework agreement.

### **II.2.13) Information about European Union Funds**

The procurement is related to a project and/or programme financed by European Union funds: Yes

Identification of the project

European Regional Development Fund

## **II.2) Description**

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

Low Carbon Support

Lot No

11

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

- 79410000 - Business and management consultancy services

- 79400000 - Business and management consultancy and related services
- 79411100 - Business development consultancy services
- 90713000 - Environmental issues consultancy services
- 90711300 - Environmental indicators analysis other than for construction
- 90711200 - Environmental standards other than for construction
- 90711000 - Environmental impact assessment other than for construction
- 71314300 - Energy-efficiency consultancy services
- 79723000 - Waste analysis services
- 71800000 - Consulting services for water-supply and waste consultancy

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

NUTS codes

- UKM84 - North Lanarkshire

Main site or place of performance

All Lanarkshire Geographic Area

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

The Low Carbon Lot will support businesses to run a more energy efficient business.

Examples of topics covered under Low Carbon Support are:

- Efficiencies;
- Energy Control
- Low Energy / Sustainable Production Processes;
- Waste Management;
- Reviews and Planning; and

- Net Zero Carbon Targets

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

Quality criterion - Name: Accessibility of the Service / Weighting: 8

Quality criterion - Name: Performance and Quality Management / Weighting: 6

Quality criterion - Name: Enterprise Culture, Working in Partnership / Weighting: 4

Quality criterion - Name: Community Benefit Methodology / Weighting: 2

Quality criterion - Name: Delivery of Service Requirements / Weighting: 25

Quality criterion - Name: Skills and Knowledge / Weighting: 12

Quality criterion - Name: Community Benefit Offering / Weighting: 3

Price - Weighting: 40

### **II.2.11) Information about options**

Options: Yes

Description of options

The estimated Lot value stated above within II.2.6 is subject to an increase of no greater than 25% at the Councils sole discretion throughout the duration of the framework agreement

### **II.2.13) Information about European Union Funds**

The procurement is related to a project and/or programme financed by European Union funds: Yes

Identification of the project

European Regional Development Fund

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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: [2020/S 225-555023](#)

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

### **Lot No**

1

### **Title**

Business Financial Management

A contract/lot is awarded: Yes

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

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

11 June 2021

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

Number of tenders received: 12

Number of tenders received from SMEs: 11

Number of tenders received from tenderers from other EU Member States: 12

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

Number of tenders received by electronic means: 12

The contract has been awarded to a group of economic operators: Yes

#### **V.2.3) Name and address of the contractor**

KL Business Consulting Limited

75 Peel Road, Thorntonhall

Glasgow

G74 5AA

Country

United Kingdom

NUTS code

- UKM95 - South Lanarkshire

National registration number

SC530124

The contractor is an SME

Yes

### **V.2.3) Name and address of the contractor**

CJM Project Financial Management Limited

Ingram Enterprise Centre, 30-38 John Finnie Street,

Kilmarnock

KA1 1DD

Country

United Kingdom

NUTS code

- UK - United Kingdom

National registration number

SC348264

The contractor is an SME

Yes

### **V.2.3) Name and address of the contractor**

Amas Murrison Limited

8 Miller Road

Ayr

KA7 2AY

Country

United Kingdom

NUTS code

- UK - United Kingdom

National registration number

SC440863

The contractor is an SME

Yes

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

Total value of the contract/lot: £81,250

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

### **Lot No**

2

### **Title**

Business Strategy and Business Resilience

A contract/lot is awarded: Yes

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

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

11 June 2021

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

Number of tenders received: 15

Number of tenders received from SMEs: 15

Number of tenders received from tenderers from other EU Member States: 15

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

Number of tenders received by electronic means: 15

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**

Secure Business Advisors Limited



58 Melville Gardens

Glasgow

G64 3DD

Country

United Kingdom

NUTS code

- UKM81 - East Dunbartonshire, West Dunbartonshire and Helensburgh & Lomond

National registration number

SC418026

The contractor is an SME

Yes

### **V.2.3) Name and address of the contractor**

Complyport Limited

1 Kings Avenue

London

N21 3NA

Country

United Kingdom

NUTS code

- UK - United Kingdom

National registration number

4333584

The contractor is an SME

Yes

### **V.2.3) Name and address of the contractor**

Russell McLeod Limited

32 Inverary Drive, Bishopbriggs

Glasgow

G64 3HZ

Country

United Kingdom

NUTS code

- UKM81 - East Dunbartonshire, West Dunbartonshire and Helensburgh & Lomond

National registration number

SC292246

The contractor is an SME

Yes

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

Total value of the contract/lot: £93,750

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

### **Lot No**

3

### **Title**

Human Resources, Leadership and Skills

A contract/lot is awarded: Yes

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

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

11 June 2021

### **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: 6

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

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**

French Duncan LLP

133 Finnieston Street

Glasgow

G3 8HB

Country

United Kingdom

NUTS code

- UKM82 - Glasgow City

National registration number

SO300004

The contractor is an SME

Yes

**V.2.3) Name and address of the contractor**

Connect Three Solutions Limited

Second Floor, Rogart Street Campus, 4 Rogart Street

Glasgow

G40 2AA

Country

United Kingdom

NUTS code

- UKM82 - Glasgow City

National registration number

SC523560

The contractor is an SME

Yes

**V.2.3) Name and address of the contractor**

Enterprise North East Trust Limited t/a Elevator

Amicable House, 252 Union Street

Aberdeen

AB10 1TN

Country

United Kingdom

NUTS code

- UK - United Kingdom

National registration number

SC223601

The contractor is an SME

Yes

### **V.2.3) Name and address of the contractor**

UXL Limited

20 Maybole Drive, Cairnhill

Airdrie

ML6 9XJ

Country

United Kingdom

NUTS code

- UKM84 - North Lanarkshire

National registration number

SC224056

The contractor is an SME

Yes

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

Total value of the contract/lot: £43,750

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

### **Lot No**

4

### **Title**

Procurement

A contract/lot is awarded: Yes

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

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

11 June 2021

#### **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: 6

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

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**

Intend Business Development Limited

C/O Henderson Black & Co, 22 Crossgate

Cupar

KY15 5HW

Country

United Kingdom

NUTS code

- UKM8 - West Central Scotland

National registration number

SC406570

The contractor is an SME

No

### **V.2.3) Name and address of the contractor**

SCMG Limited

3.01 Kelvin Campus , West of Scotland Science Park

Glasgow

G20 0SP

Country

United Kingdom

NUTS code

- UKM82 - Glasgow City

National registration number

SC127852

The contractor is an SME

Yes

### **V.2.3) Name and address of the contractor**

Jl Management Limited

9 Drumadoon Drive

Helensburgh

G84 9SF

Country

United Kingdom

NUTS code

- UKM - Scotland

National registration number

SC349699

The contractor is an SME

Yes

### **V.2.3) Name and address of the contractor**

Tinto Procurement

Tinto View, 78 Allison Drive

Carnwath

ML11 8HF

Country

United Kingdom

NUTS code

- UKM95 - South Lanarkshire

The contractor is an SME



Yes

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

Total value of the contract/lot: £37,500

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

#### **Lot No**

5

#### **Title**

Marketing and Digital Marketing

A contract/lot is awarded: Yes

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

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

11 June 2021

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

Number of tenders received: 12

Number of tenders received from SMEs: 12

Number of tenders received from tenderers from other EU Member States: 12

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

Number of tenders received by electronic means: 12

The contract has been awarded to a group of economic operators: Yes

##### **V.2.3) Name and address of the contractor**

NSDesign Limited

22 Montrose Street

Glasgow

G1 1RE

Country

United Kingdom

NUTS code

- UKM82 - Glasgow City

National registration number

SC214846

The contractor is an SME

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**

Genoa Black Ventures LLP

Easter Solsgirth

Dollar

FK14 7NB

Country

United Kingdom

NUTS code

- UK - United Kingdom

National registration number

SO204959

The contractor is an SME

Yes

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

Total value of the contract/lot: £121,875

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

### **Lot No**

6

### **Title**

Digital Development

A contract/lot is awarded: Yes

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

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

11 June 2021

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

Number of tenders received: 7

Number of tenders received from SMEs: 7

Number of tenders received from tenderers from other EU Member States: 7

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

Number of tenders received by electronic means: 7

The contract has been awarded to a group of economic operators: Yes

#### **V.2.3) Name and address of the contractor**

NSDesign Limited

22 Montrose Street

Glasgow

G1 1RE

Country

United Kingdom

NUTS code

- UKM82 - Glasgow City

National registration number

SC214846

The contractor is an SME

Yes

### **V.2.3) Name and address of the contractor**

Enterprise North East Trust Limited t/a Elevator

Amicable House, 252 Union Street

Aberdeen

AB10 1TN

Country

United Kingdom

NUTS code

- UK - United Kingdom

National registration number

SC223601

The contractor is an SME

Yes

### **V.2.3) Name and address of the contractor**

Bridgeall Limited

George House 4th Floor 50 George Square

GLASGOW

G2 1EH

Country

United Kingdom

NUTS code

- UK - United Kingdom

National registration number

SC241713

The contractor is an SME

Yes

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

Total value of the contract/lot: £50,000

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

### **Lot No**

7

### **Title**

Internationalisation

A contract/lot is awarded: Yes

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

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

11 June 2021

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

Number of tenders received: 10

Number of tenders received from SMEs: 10

Number of tenders received from tenderers from other EU Member States: 10

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

Number of tenders received by electronic means: 10

The contract has been awarded to a group of economic operators: Yes

#### **V.2.3) Name and address of the contractor**

Central Scotland Export Consultancy

Ben View, Cross Brae

Shieldhill

FK1 2EQ

Country

United Kingdom

NUTS code

- UKM76 - Falkirk

The contractor is an SME

Yes

### **V.2.3) Name and address of the contractor**

Russell McLeod Limited

32 Inverary Drive, Bishopbriggs

Glasgow

G64 3HZ

Country

United Kingdom

NUTS code

- UKM81 - East Dunbartonshire, West Dunbartonshire and Helensburgh & Lomond

National registration number

SC292246

The contractor is an SME

Yes

### **V.2.3) Name and address of the contractor**

Enterprise North East Trust Limited t/a Elevator

Amicable House, 252 Union Street



Aberdeen

AB10 1TN

Country

United Kingdom

NUTS code

- UK - United Kingdom

National registration number

SC223601

The contractor is an SME

Yes

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

Total value of the contract/lot: £62,500

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

### **Lot No**

8

### **Title**

Business Innovation

A contract/lot is awarded: Yes

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

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

11 June 2021

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

Number of tenders received: 8

Number of tenders received from SMEs: 8

Number of tenders received from tenderers from other EU Member States: 8

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

Number of tenders received by electronic means: 8

The contract has been awarded to a group of economic operators: Yes

#### **V.2.3) Name and address of the contractor**

Secure Business Advisors Limited

58 Melville Gardens

Glasgow

G64 3DD

Country

United Kingdom

NUTS code

- UKM81 - East Dunbartonshire, West Dunbartonshire and Helensburgh & Lomond

National registration number

SC418026

The contractor is an SME

Yes

### **V.2.3) Name and address of the contractor**

Enterprise North East Trust Limited t/a Elevator

Amicable House, 252 Union Street

Aberdeen

AB10 1TN

Country

United Kingdom

NUTS code

- UK - United Kingdom

National registration number

SC223601

The contractor is an SME

Yes

### **V.2.3) Name and address of the contractor**

UXL Limited

20 Maybole Drive, Cairnhill

Airdrie

ML6 9XJ

Country

United Kingdom

NUTS code

- UKM84 - North Lanarkshire

National registration number

SC224056

The contractor is an SME

Yes

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

Total value of the contract/lot: £62,500

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

### **Lot No**

9

### **Title**

Legal Support

A contract/lot is awarded: Yes

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

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

11 June 2021

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

Number of tenders received: 3

Number of tenders received from SMEs: 2

Number of tenders received from tenderers from other EU Member States: 3

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**

Harper Macleod LLP

The Ca'd'oro, 45 Gordon Street

Glasgow

G1 3PE

Country

United Kingdom

NUTS code

- UKM82 - Glasgow City

National registration number

SO300331

The contractor is an SME

No

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

Total value of the contract/lot: £37,500

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

### **Lot No**

10

### **Title**

Research, Development and Design

A contract/lot is awarded: Yes

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

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

11 June 2021

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

Number of tenders received: 9

Number of tenders received from SMEs: 9

Number of tenders received from tenderers from other EU Member States: 9

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

Number of tenders received by electronic means: 9

The contract has been awarded to a group of economic operators: Yes

### **V.2.3) Name and address of the contractor**

Complyport Limited

1 Kings Avenue

London

N21 3NA

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

Yes

### **V.2.3) Name and address of the contractor**

Enterprise North East Trust Limited t/a Elevator

Amicable House, 252 Union Street

Aberdeen

AB10 1TN

Country

United Kingdom

NUTS code

- UK - United Kingdom

National registration number

SC223601

The contractor is an SME

Yes

### **V.2.3) Name and address of the contractor**

Vivolution Limited

2/2 14 Mitchell Lane

Glasgow

G1 3NU

Country

United Kingdom

NUTS code

- UKM83 - Inverclyde, East Renfrewshire and Renfrewshire

National registration number

SC394194

The contractor is an SME

Yes

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

Total value of the contract/lot: £62,500



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

### **Lot No**

11

### **Title**

Low Carbon Support

A contract/lot is awarded: Yes

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

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

11 June 2021

#### **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: 3

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: Yes

#### **V.2.3) Name and address of the contractor**

Stirton Consulting Limited

45 Nungate Gardens

Haddington

EH41 4EE

Country

United Kingdom

NUTS code

- UK - United Kingdom

National registration number

SC488005

The contractor is an SME

Yes

### **V.2.3) Name and address of the contractor**

Mabbett & Associates Limited

Mabbett House, 11 Sandyford Place

Glasgow

G3 7NB

Country

United Kingdom

NUTS code

- UKM82 - Glasgow City

National registration number

SC163378

The contractor is an SME

Yes

### **V.2.3) Name and address of the contractor**

Elevator

Amicable House, 252 Union Street

Aberdeen

AB10 1TN

Country

United Kingdom

NUTS code

- UK - United Kingdom

National registration number

SC223601

The contractor is an SME

Yes

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

Total value of the contract/lot: £37,500

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## **Section VI. Complementary information**

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

All Lots within the Framework Agreement will operate on a ranked basis.

For each Lot (i.e. where two or more Service Providers have been appointed), the Service Provider achieving the highest scoring (most economically advantageous tender) Tender within the Procurement will be first (1st) ranked Service Provider. The Service Provider achieving the second highest scoring (most economically advantageous tender) Tender within the Procurement will be the second (2nd) ranked Supplier and so on.

Where the Council has a requirement to utilise the Framework Agreement, they will identify the Lot appropriate to the requirement and contact the first ranked Service Provider on that Lot to proceed.

For each Lot (i.e. where two or more Service Providers have been appointed) and where the first ranked Service Provider is unable to supply any or all of the Council's requirements, the Council will contact the second ranked Service Provider and then, if necessary, the 3rd ranked Service Provider and so on to ascertain availability of the Council's requirements.

Once a Service Provider has been confirmed to deliver the Council's requirements, a Call-Off Contract will be raised for the selected Service Provider by way of "Direct Award" in accordance with the Framework Conditions.

(SC Ref:657742)

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

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

Hamilton Sheriff Court

Sheriff Court House, 4 Beckford Street

Hamilton

ML3 0BT

Email

[hamilton@scotcourts.gov.uk](mailto:hamilton@scotcourts.gov.uk)

Telephone

+44 1698282957

Country

United Kingdom

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

Precise information on deadline(s) for review procedures

An economic operator that suffers, or is at risk of suffering, loss or damage attributable to a breach of duty under the Public Contracts

(Scotland) Regulations 2015 or the Procurement Reform (Scotland) Act 2014, may bring proceedings in the Sheriff Court or the Court of Session.