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Contract

# Business Gateway Argyll and Bute - One to Many and One to One Specialist Support Framework Agreement – 2023 – 2025-7

Argyll and Bute Council

F03: Contract award notice

Notice identifier: 2023/S 000-014181

Procurement identifier (OCID): ocds-h6vhtk-03865a

Published 18 May 2023, 12:45pm

# **Section I: Contracting authority**

# I.1) Name and addresses

Argyll and Bute Council

Kilmory

Lochgilphead

**PA31 8RT** 

#### Contact

**Christine Todd** 

#### **Email**

christine.todd@arqvll-bute.gov.uk

#### **Telephone**

+44 1546604239

# Country

**United Kingdom** 

**NUTS** code

UKM - Scotland

Internet address(es)

Main address

http://www.argyll-bute.gov.uk

Buyer's address

 $\underline{\text{https://www.publiccontractsscotland.gov.uk/search/Search}}\underline{\text{AuthProfile.aspx?ID=AA0006}}\underline{\text{3}}$ 

# I.4) Type of the contracting authority

Regional or local authority

# I.5) Main activity

General public services

# **Section II: Object**

# II.1) Scope of the procurement

#### II.1.1) Title

Business Gateway Argyll and Bute - One to Many and One to One Specialist Support Framework Agreement – 2023 – 2025-7

#### II.1.2) Main CPV code

• 80500000 - Training services

#### II.1.3) Type of contract

Services

#### II.1.4) Short description

The Council requires to establish a framework contract for the provision of specialist support to SMEs, across a variety of subjects and in a variety of ways.

Subject areas include: Marketing, PR, Digital (including DigitalBoost), Finance and Funding, Business Strategy - Growth & Resilience, HR, Internationalisation, Procurement & Supplier Management and an Intensive Growth Programme.

#### 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: £300,000

# II.2) Description

#### II.2.1) Title

Marketing

Lot No

1

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

- 79342000 Marketing services
- 79413000 Marketing management consultancy services
- 79000000 Business services: law, marketing, consulting, recruitment, printing and security
- 79340000 Advertising and marketing services
- 79400000 Business and management consultancy and related services
- 79411100 Business development consultancy services
- 79900000 Miscellaneous business and business-related services
- 79996000 Business organisation services
- 80510000 Specialist training services
- 80522000 Training seminars
- 80532000 Management training services
- 80000000 Education and training services
- 80500000 Training services

#### II.2.3) Place of performance

**NUTS** codes

· UKM - Scotland

Main site or place of performance

Argyll and Bute

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

Lot 1 - Marketing – developing a marketing plan, competitor and market analysis, customer profiling and segmentation, developing the marketing mix, reviewing and improving current marketing activity, branding and brand development, implementing offline marketing activity, choosing and briefing marketing contractors.

#### II.2.5) Award criteria

Quality criterion - Name: Quality / Weighting: 80

Price - Weighting: 20

#### 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

PR

Lot No

2

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

- 79416000 Public relations services
- 79416100 Public relations management services
- 79416200 Public relations consultancy services

#### II.2.3) Place of performance

**NUTS** codes

· UKM - Scotland

Main site or place of performance

Argyll and Bute

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

Lot 2 - PR – planning and delivering PR, storytelling and practical techniques for writing content (marketing literature, press releases, blogging), managing negative PR, reviewing and improving current PR activity choosing and briefing PR contractors.

#### II.2.5) Award criteria

Quality criterion - Name: Quality / Weighting: 80

Price - Weighting: 20

#### 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

Digital (including DigitalBoost)

Lot No

3

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

- 72222300 Information technology services
- 72223000 Information technology requirements review services
- 79900000 Miscellaneous business and business-related services
- 79996000 Business organisation services
- 80510000 Specialist training services
- 80522000 Training seminars
- 80532000 Management training services
- 92312212 Services related to the preparation of training manuals

#### II.2.3) Place of performance

**NUTS** codes

· UKM - Scotland

Main site or place of performance

Argyll and Bute

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

Lot 3 - Digital (including DigitalBoost) – content management tools, website building, development and review, using social media for business, online trading. Planning digital marketing, social media platforms, improving website performance, SEO, digital and video content creation, app development and usage, new technologies. IT connectivity, cyber security, infrastructure and communication equipment, choosing and briefing contractors.

#### II.2.5) Award criteria

Quality criterion - Name: Quality / Weighting: 80

Price - Weighting: 20

#### 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

Finance and Funding

Lot No

4

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

- 80522000 Training seminars
- 80532000 Management training services
- 79400000 Business and management consultancy and related services
- 79411100 Business development consultancy services
- 79900000 Miscellaneous business and business-related services
- 79996000 Business organisation services

• 80510000 - Specialist training services

#### II.2.3) Place of performance

**NUTS** codes

· UKM - Scotland

Main site or place of performance

Argyll and Bute

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

Lot 4 - Finance and Funding – understanding book-keeping requirements and management accounts, financial analysis, mergers and acquisitions, financial business planning. Funding support - identifying the funding needed, different types of funding (traditional lending, public sector, venture capital, new funding models such as crowdfunding), supporting the preparation of a proposal/application. Tax obligations for SMEs, including self-assessment. Profit analysis, debt and winding up procedures.

#### II.2.5) Award criteria

Quality criterion - Name: Quality / Weighting: 80

Price - Weighting: 20

#### 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

HR

Lot No

5

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

- 79414000 Human resources management consultancy services
- 80000000 Education and training services
- 80500000 Training services
- 80510000 Specialist training services
- 80532000 Management training services

#### II.2.3) Place of performance

**NUTS** codes

· UKM - Scotland

Main site or place of performance

Argyll and Bute

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

Lot 5 - HR – becoming an employer, managing staff, legislation, leadership, managing change, performance management, redundancy.

#### II.2.5) Award criteria

Quality criterion - Name: Quality / Weighting: 80

Price - Weighting: 20

#### 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

Business Strategy - Growth & Resilience

Lot No

6

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

- 72221000 Business analysis consultancy services
- 79000000 Business services: law, marketing, consulting, recruitment, printing and security
- 79400000 Business and management consultancy and related services
- 79410000 Business and management consultancy services
- 79411100 Business development consultancy services
- 79900000 Miscellaneous business and business-related services
- 79996000 Business organisation services

#### II.2.3) Place of performance

**NUTS** codes

· UKM - Scotland

Main site or place of performance

Argyll and Bute

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

Lot 6 - Business Strategy – Growth & Resilience – setting objectives and organisational goals, evaluating current performance, identifying and assessing opportunities, defining priorities, creating action plans to achieve growth and resilience and identifying the resources required.

#### II.2.5) Award criteria

Quality criterion - Name: Quality / Weighting: 80

Price - Weighting: 20

#### 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

Internationalisation

Lot No

7

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

- 72221000 Business analysis consultancy services
- 79000000 Business services: law, marketing, consulting, recruitment, printing and security
- 79400000 Business and management consultancy and related services
- 79410000 Business and management consultancy services
- 79411100 Business development consultancy services
- 79900000 Miscellaneous business and business-related services
- 79990000 Miscellaneous business-related services
- 79996000 Business organisation services
- 80500000 Training services
- 80510000 Specialist training services
- 80532000 Management training services

#### II.2.3) Place of performance

**NUTS** codes

UKM - Scotland

Main site or place of performance

Argyll and Bute

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

Lot 7 - Internationalisation – preparing for export, choosing markets, identifying opportunities, international sales online, finding agents, distributors and suppliers, legislative requirements, importing.

#### II.2.5) Award criteria

Quality criterion - Name: Quality / Weighting: 80

Price - Weighting: 20

#### 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

Tendering and Supply Chain

Lot No

8

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

- 79000000 Business services: law, marketing, consulting, recruitment, printing and security
- 79400000 Business and management consultancy and related services
- 79410000 Business and management consultancy services
- 79411100 Business development consultancy services
- 79900000 Miscellaneous business and business-related services
- 79990000 Miscellaneous business-related services
- 79996000 Business organisation services

- 80500000 Training services
- 80510000 Specialist training services
- 80532000 Management training services

#### II.2.3) Place of performance

**NUTS** codes

· UKM - Scotland

Main site or place of performance

Argyll and Bute

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

Lot 8 - Tendering and Supply Chain – understanding and preparing for the tender process (private & public sector), creating tender documents, analysis of tender feedback and improving bids, managing supply chains, expenditure analysis, sourcing suppliers, contracts and agreements, added value and community benefits.

#### II.2.5) Award criteria

Quality criterion - Name: Quality / Weighting: 80

Price - Weighting: 20

#### 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

Intensive Growth Programme

Lot No

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

- 72221000 Business analysis consultancy services
- 79000000 Business services: law, marketing, consulting, recruitment, printing and security
- 79400000 Business and management consultancy and related services
- 79410000 Business and management consultancy services
- 79411100 Business development consultancy services
- 79900000 Miscellaneous business and business-related services
- 79990000 Miscellaneous business-related services
- 79996000 Business organisation services
- 80500000 Training services
- 80510000 Specialist training services
- 80532000 Management training services

#### II.2.3) Place of performance

**NUTS** codes

UKM - Scotland

Main site or place of performance

Argyll and Bute

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

Lot 9 - Intensive Growth and Resilience Programme – to help business owners achieve a step change in their approach through a short, structured, intensive programme of support. It should be aimed at businesses looking to increase their ability to cope with a changing business environment, including rising costs, and identify the right opportunities to develop to grow the business.

The programme should combine using a range of tools and techniques with expert support, and be tailored to participants, facilitating them to create a practical and deliverable approach to driving growth and sustainability in their business.

The programme should include the following key stages: exploration of current performance and evaluation of opportunities, identification of development priorities for selected opportunities, scoping requirement, confirming strategy and identification of further support for development

By the end of the programme participants should have defined the capabilities, capacity and resources needed to develop opportunities and build resilience, and be clear on their next steps to deliver. This will be supported by a 3-month review of progress and ongoing Business Gateway adviser support.

Where a requirement for additional expert advice of more than half a day on a topic covered by this framework is identified during the Intensive Growth Programme, a referral should be made via Business Gateway to the appointed supplier on the framework for that topic.

#### II.2.5) Award criteria

Quality criterion - Name: Quality / Weighting: 80

Price - Weighting: 20

#### 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.1.3) 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: 2023/S 000-004024

# Section V. Award of contract

#### Lot No

2

#### **Title**

PR

A contract/lot is awarded: Yes

## V.2) Award of contract

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

9 May 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: 2

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

Comsteria Limited

14 Bank Street

Aberfeldy

PH152BB

Telephone

+44 1416288228

Country

**United Kingdom** 

**NUTS** code

• UK - United Kingdom

The contractor is an SME

Yes

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

Total value of the contract/lot: £300,000

# Section V. Award of contract

#### Lot No

3

#### **Title**

Digital (including DigitalBoost)

A contract/lot is awarded: Yes

# V.2) Award of contract

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

9 May 2023

## 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

NSDesign Ltd

22 Montrose Street, Merchant City

Glasgow

G1 1RE

Telephone

Country
United Kingdom
NUTS code
UKM82 - Glasgow City
The contractor is an SME
Yes
V.2.3) Name and address of the contractor
Tuminds Ltd
70 Culduthel Road
Inverness
IV2 4HH
Telephone
+44 1463513965
Country
United Kingdom
NUTS code
UKM62 - Inverness & Nairn and Moray, Badenoch & Strathspey
The contractor is an SME
Yes
V.2.4) Information on value of contract/lot (excluding VAT)
Total value of the contract/lot: £300,000

+44 1415856390

# Section V. Award of contract

#### Lot No

4

#### **Title**

Finance and Funding

A contract/lot is awarded: Yes

## V.2) Award of contract

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

9 May 2023

#### V.2.2) Information about tenders

Number of tenders received: 4

Number of tenders received from SMEs: 4

Number of tenders received from tenderers from other EU Member States: 4

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

**Delfinity Ltd** 

Braiklay Farmhouse, Tarves

Ellon

**AB41 7NJ** 

Telephone

+44 7531430280

Country

**United Kingdom** 

**NUTS** code

• UKM50 - Aberdeen City and Aberdeenshire

The contractor is an SME

Yes

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

Total value of the contract/lot: £300,000

# Section V. Award of contract

#### Lot No

5

#### **Title**

HR

A contract/lot is awarded: Yes

# V.2) Award of contract

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

9 May 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: 1

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

**Delfinity Ltd** 

Braiklay Farmhouse, Tarves

Ellon

**AB41 7NJ** 

Telephone

+44 7531430280

Country

**United Kingdom** 

**NUTS** code

• UKM50 - Aberdeen City and Aberdeenshire

The contractor is an SME

Yes

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

Total value of the contract/lot: £300,000

# Section V. Award of contract

#### Lot No

6

#### **Title**

Business Strategy - Growth & Resilience

A contract/lot is awarded: Yes

# V.2) Award of contract

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

9 May 2023

#### V.2.2) Information about tenders

Number of tenders received: 11

Number of tenders received from SMEs: 11

Number of tenders received from tenderers from other EU Member States: 11

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

Number of tenders received by electronic means: 11

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

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

Uxl Itd

20 Maybole Drive

Airdrie

ML6 9XJ

Telephone

#### +44 7946706743

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: £300,000

# 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

9 May 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: 2

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

Lornal Ltd

18 Glen Drive

Helensburgh

G84 9BJ

Telephone

+44 7800918038

Country

**United Kingdom** 

**NUTS** code

• UKM - Scotland

The contractor is an SME

Yes

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

Total value of the contract/lot: £300,000

# Section V. Award of contract

#### Lot No

8

#### **Title**

Tendering and Supply Chain

A contract/lot is awarded: Yes

# V.2) Award of contract

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

9 May 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: 2

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

Tinto Procurement

Tinto View, 78 Allison Drive

Carnwath

**ML11 8HF** 

Telephone

#### +44 7983750208

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: £300,000

#### Section V. Award of contract

#### Lot No

9

#### **Title**

Intensive Growth Programme

A contract/lot is awarded: Yes

# V.2) Award of contract

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

9 May 2023

#### V.2.2) Information about tenders

Number of tenders received: 4

Number of tenders received from SMEs: 4

Number of tenders received from tenderers from other EU Member States: 4

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

Uxl Itd

20 Maybole Drive

Airdrie

ML6 9XJ

Telephone

+44 7946706743

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: £300,000

# Section V. Award of contract

#### Lot No

1

#### **Title**

Marketing

A contract/lot is awarded: Yes

# V.2) Award of contract

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

9 May 2023

## 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: No

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

Lornal Ltd

18 Glen Drive

Helensburgh

G84 9BJ

Telephone

+44 7800918038

Country

**United Kingdom** 

**NUTS** code

• UKM - Scotland

The contractor is an SME

Yes

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

Total value of the contract/lot: £300,000

# **Section VI. Complementary information**

# VI.3) Additional information

(SC Ref:732265)

# VI.4) Procedures for review

VI.4.1) Review body

**Oban Sheriff Court** 

Oban

Country

**United Kingdom**