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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@argyll-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

https://www.publiccontractsscotland.gov.uk/search/Search_AuthProfile.aspx?ID=AA00063

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

9

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

+44 1415856390

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

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 ltd

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 ltd

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