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Tender

## **Contract for Business Start Up Mentoring and Growth Support**

Staffordshire County Council

UK4: Tender notice - Procurement Act 2023 - [view information about notice types](#)

Notice identifier: 2026/S 000-015464

Procurement identifier (OCID): ocds-h6vhtk-0658b0

Published 19 February 2026, 6:05pm

### **Scope**

### **Reference**

IA3856

### **Description**

A start up mentoring scheme that will benefit individuals and businesses in Staffordshire is required. The scheme will employ consultants to deliver start-up workshops in every district and borough in the county. This will include monthly face to face meetings/workshops and deliver drop-in sessions in local prime locations to reach a wider audience.

In Lot 9, Staffordshire County Council seeks to appoint an experienced Growth Consultant or Business Support Provider to deliver growth support to small and medium-sized enterprises (SMEs) aged 2-5 years operating in Staffordshire excluding Stoke on Trent.

### **Total value (estimated)**

- £160,000 excluding VAT
- £192,000 including VAT

Below the relevant threshold

### **Contract dates (estimated)**

- 13 April 2026 to 12 April 2027
- 1 year

### **Main procurement category**

Services

### **CPV classifications**

- 79411100 - Business development consultancy services
- 79998000 - Coaching services

### **Contract locations**

- UKG2 - Shropshire and Staffordshire

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## **Lot 1. Start Up Mentoring - Newcastle Borough**

## **Description**

A start up mentoring scheme that will benefit individuals and businesses is required. This will include monthly face to face meetings/workshops and deliver drop-in sessions in local prime locations to reach a wider audience.

## **Lot value (estimated)**

- £15,000 excluding VAT
- £18,000 including VAT

## **Same for all lots**

CPV classifications, contract locations and contract dates are shown in the Scope section, because they are the same for all lots.

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## **Lot 2. Start Up Mentoring - Staffordshire Moorlands**

### **Description**

A start up mentoring scheme that will benefit individuals and businesses. This will include monthly face to face meetings/workshops and deliver drop-in sessions in local prime locations to reach a wider audience.

### **Lot value (estimated)**

- £15,000 excluding VAT
- £18,000 including VAT

## **Same for all lots**

CPV classifications, contract locations and contract dates are shown in the Scope section, because they are the same for all lots.

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## **Lot 3. Start Up Mentoring - Lichfield District**

### **Description**

A start up mentoring scheme that will benefit individuals and businesses. This will include monthly face to face meetings/workshops and deliver drop-in sessions in local prime locations in the district to reach a wider audience.

### **Lot value (estimated)**

- £15,000 excluding VAT
- £18,000 including VAT

## **Same for all lots**

CPV classifications, contract locations and contract dates are shown in the Scope section, because they are the same for all lots.

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## **Lot 4. Start Up Mentoring - Tamworth Borough**

### **Description**

A start up mentoring scheme that will benefit individuals and businesses. This will include monthly face to face meetings/workshops and deliver drop-in sessions in local prime locations in the borough to reach a wider audience.

### **Lot value (estimated)**

- £15,000 excluding VAT
- £18,000 including VAT

### **Same for all lots**

CPV classifications, contract locations and contract dates are shown in the Scope section, because they are the same for all lots.

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## **Lot 5. Start Up Mentoring - Cannock District**

### **Description**

A start up mentoring scheme that will benefit individuals and businesses. This will include monthly face to face meetings/workshops and deliver drop-in sessions in local prime locations in Cannock to reach a wider audience.

### **Lot value (estimated)**

- £15,000 excluding VAT
- £18,000 including VAT

### **Same for all lots**

CPV classifications, contract locations and contract dates are shown in the Scope section, because they are the same for all lots.

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## **Lot 6. Start Up Mentoring - Stafford Borough**

## **Description**

A start up mentoring scheme that will benefit individuals and businesses is required. This will include monthly face to face meetings/workshops and deliver drop-in sessions in local prime locations in Stafford Borough to reach a wider audience.

## **Lot value (estimated)**

- £15,000 excluding VAT
- £18,000 including VAT

## **Same for all lots**

CPV classifications, contract locations and contract dates are shown in the Scope section, because they are the same for all lots.

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## **Lot 7. Start Up Mentoring - East Staffordshire Borough**

### **Description**

A start up mentoring scheme that will benefit individuals and businesses. This will include monthly face to face meetings/workshops and deliver drop-in sessions in local prime locations in East Staffordshire to reach a wider audience.

### **Lot value (estimated)**

- £15,000 excluding VAT
- £18,000 including VAT

## **Same for all lots**

CPV classifications, contract locations and contract dates are shown in the Scope section, because they are the same for all lots.

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## **Lot 8. Start Up Mentoring - South Staffordshire District**

### **Description**

A start up mentoring scheme that will benefit individuals and businesses. This will include monthly face to face meetings/workshops and deliver drop-in sessions in local prime locations in South Staffordshire to reach a wider audience.

### **Lot value (estimated)**

- £15,000 excluding VAT
- £18,000 including VAT

## **Same for all lots**

CPV classifications, contract locations and contract dates are shown in the Scope section, because they are the same for all lots.

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## **Lot 9. Business Growth Support**

### **Description**

Staffordshire County Council seeks to appoint an experienced Growth Consultant or Business Support Provider to deliver growth support to small and medium-sized enterprises (SMEs) aged 2-5 years operating in Staffordshire excluding Stoke on Trent.

### **Lot value (estimated)**

- £40,000 excluding VAT
- £48,000 including VAT

### **Same for all lots**

CPV classifications, contract locations and contract dates are shown in the Scope section, because they are the same for all lots.

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## **Participation**

### **Particular suitability**

**Lot 1. Start Up Mentoring - Newcastle Borough**

**Lot 2. Start Up Mentoring - Staffordshire Moorlands**

**Lot 3. Start Up Mentoring - Lichfield District**

**Lot 4. Start Up Mentoring - Tamworth Borough**

**Lot 5. Start Up Mentoring - Cannock District**

**Lot 6. Start Up Mentoring - Stafford Borough**

**Lot 7. Start Up Mentoring - East Staffordshire Borough**

**Lot 8. Start Up Mentoring - South Staffordshire District**

**Lot 9. Business Growth Support**

Small and medium-sized enterprises (SME)

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## **Submission**

### **Enquiry deadline**

9 March 2026, 2:00pm

### **Tender submission deadline**

16 March 2026, 12:00pm

### **Submission address and any special instructions**

<https://supplierlive.proactisp2p.com/Account/Login>

### **Tenders may be submitted electronically**

Yes

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## **Award criteria**

Award Criteria will be split between Quality and Price. Quality at 80% and Price at 20%. A detailed breakdown of the criteria can be found in the Procurement Pack.

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## **Procedure**

## Procedure type

Below threshold - open competition

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## Documents

### Associated tender documents

<https://supplierlive.proactisp2p.com/Account/Login>

IA3856 to be searched in the 'Opportunities' tab

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## Contracting authority

### Staffordshire County Council

- Public Procurement Organisation Number: PZDG-2995-QQMD

1 Staffordshire Place, Tipping Street,

Stafford

ST16 2LP

United Kingdom

Email: [ellie.butler@staffordshire.gov.uk](mailto:ellie.butler@staffordshire.gov.uk)

Website: <https://www.staffordshire.gov.uk>

Region: UKG24 - Staffordshire CC

Organisation type: Public authority - sub-central government