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Planning

## **Glasgow Business Growth Programme- Phase 3 Framework**

Glasgow City Council

F01: Prior information notice

Prior information only

Notice identifier: 2022/S 000-015809

Procurement identifier (OCID): ocds-h6vhtk-034466

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

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

Glasgow City Council

Chief Executives Department, City Chambers

Glasgow

G2 1DU

#### **Contact**

Laura Moffat

#### **Email**

[laura.moffat2@glasgow.gov.uk](mailto:laura.moffat2@glasgow.gov.uk)

#### **Telephone**

+44 1412876410

**Country**

United Kingdom

**NUTS code**

UKM82 - Glasgow City

**Internet address(es)**

Main address

[www.glasgow.gov.uk](http://www.glasgow.gov.uk)

Buyer's address

[https://www.publiccontractsscotland.gov.uk/search/Search\\_AuthProfile.aspx?ID=AA00196](https://www.publiccontractsscotland.gov.uk/search/Search_AuthProfile.aspx?ID=AA00196)

**I.3) Communication**

Additional information can be obtained from the above-mentioned address

**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**

Glasgow Business Growth Programme- Phase 3 Framework

Reference number

GCC005516CPU

**II.1.2) Main CPV code**

- 79410000 - Business and management consultancy services

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

Services

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

Glasgow City Council is exploring the establishment of a framework for the delivery of consultancy services in the area of Business Growth. The consultancy services would be delivered to SMEs across the city, to help deliver the sustainable growth agenda and improve business start-up and survival rates in the city.

These services are likely to be delivered under a multi-Lot framework, through a mix of 1-2-1 and group consultancy sessions related to an anticipated 10 specific specialist areas.

### **II.1.5) Estimated total value**

Value excluding VAT: £1,900,000

### **II.1.6) Information about lots**

This contract is divided into lots: Yes

## **II.2) Description**

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

Business Growth

Lot No

2

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

- 72221000 - Business analysis consultancy services
- 72224000 - Project management consultancy services
- 79411000 - General management consultancy services
- 79411100 - Business development consultancy services
- 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

- UKM82 - Glasgow City

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

The Business Growth lot will provide support to identify areas of improvement processes which help with improving some measure of an

enterprise's success.

Business growth can be achieved either by boosting the top line or revenue of the business with greater product sales or service income, or

by increasing the bottom line or profitability of the operation by minimizing costs. Business growth is a function of the business lifecycle

and can be influenced by industry growth trends.

Services for this Lot should include, but not be limited to, the following:

Strategic Planning

Sales & Marketing

Change Management

Pitching & Procurement

Procurement

Operations Management

Turnaround

Mergers & Acquisitions

## **II.2) Description**

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

## Leadership, Skills and Resource

Lot No

3

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

- 79414000 - Human resources management consultancy services
- 79411100 - Business development consultancy services
- 79411000 - General management consultancy services
- 79410000 - Business and management consultancy services
- 79400000 - Business and management consultancy and related services

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

NUTS codes

- UKM82 - Glasgow City

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

The Leadership, Skills and Resource lot will provide support to involve reviewing existing Leadership Development processes and

preparing a report on their future suitability and/or making recommendations for future actions. It will also provide a range of support

across leadership and management as well as capacity building and comprehensive HR support.

Services for this Lot should include, but not be limited to, the following:

Organisational Development and Succession Planning

Leadership and Management

Capacity Building and HR Support

## **II.2) Description**

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

## Business Financial Management

Lot No

4

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

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

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

NUTS codes

- UKM82 - Glasgow City

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

The Business Financial Management Lot will allow support to be provided across a range of areas which will help with the efficient and

effective management of money / funds in such a manner as to accomplish the objectives of the organisation. Strategic financial

management not only manages a company's finances but allows them to be managed with the intention to succeed.

Services for this Lot should include, but not be limited to, the following:

Financial Management

Financial Readiness

Preparing for Investment

Alternative Finance

Company Valuation

Taxation

## **II.2) Description**

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

Design Thinking

Lot No

5

### **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

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

NUTS codes

- UKM82 - Glasgow City

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

The Design thinking Lot will integrate design thinking principles into a range of organisations across different industry sectors.

Promoting the use of design principles and educating SMEs on the benefits directly linked to innovation, sustainability and resilience, this

Lot will see an increase in available support that creates design-led companies who can improve effective strategy and product/service

development and manage organisational change.

Services for this Lot should include, but not be limited to, the following:

Problem Solving

Development

Testing and validation

## **II.2) Description**

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

Business Innovation

Lot No

6

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

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

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

NUTS codes

- UKM82 - Glasgow City

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

The Business Innovation Lot will support the development of organisational processes for introducing new ideas, workflows,

methodologies, services and/or products. This should help enable the achievement of goals across the entire organisation, with sights set on

accomplishing core business aims and initiatives.

Innovation often begins with idea generation, wherein ideas are narrowed down during facilitated sessions, after which leaders consider the

business viability, feasibility and desirability of each idea.

Services for this Lot should include, but not be limited to, the following:

Understanding Innovation (Architectural, Radical, Incremental and Disruptive)

Product (Market-driven) Innovation

Service (Business Model) Innovation

## **II.2) Description**

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

Internationalisation

Lot No

7

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

- 79413000 - Marketing management consultancy services
- 79412000 - Financial management consultancy services
- 79411100 - Business development consultancy services
- 79411000 - General management consultancy services
- 79410000 - Business and management consultancy services
- 79400000 - Business and management consultancy and related services
- 72221000 - Business analysis consultancy services

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

NUTS codes

- UKM82 - Glasgow City

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

The Internationalisation Lot will support businesses access overseas markets, offering an opportunity to increase sales to a much wider

customer base. Exporting can be profitable for businesses of all sizes and lead to new job opportunities. Scottish businesses trading

internationally have high productivity rates and are often more competitive, with research suggesting that SMEs who export perform better

financially and grow more than twice as fast as those that do not.

There is already a comprehensive support structure nationally through SDI for exporting support, therefore this Lot aims to fill the gaps in

expertise or support businesses unable to leverage other public sector support.

Services for this Lot should include, but not be limited to, the following:

Support for Exporting

Market Analysis and Development

Structuring for Internationalisation

## **II.2) Description**

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

Digital Development and Innovation

Lot No

8

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

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

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

NUTS codes

- UKM82 - Glasgow City

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

The Digital Lot will provide support to businesses to use technology to benefit to its internal and external operations. The types of digital

support will be varied but will allow businesses to use Technology solutions to help their business to the next level.

Services for this Lot should include, but not be limited to, the following:

Social Media

eCommerce Support

Data Analytics

Mobile or internet technologies

Customisation of software or App development

Cloud Computing

Digital Strategy

## **II.2) Description**

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

Business Resilience

Lot No

9

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

- 79412000 - Financial management consultancy services
- 79411100 - Business development consultancy services
- 79411000 - General management consultancy services
- 79410000 - Business and management consultancy services
- 79400000 - Business and management consultancy and related services

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

NUTS codes

- UKM82 - Glasgow City

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

The Resilience Lot will provide support that enables organisations to quickly adapt to

disruptions while maintaining continuous business

operations and safeguarding people, assets and overall brand equity. Business resilience goes a step beyond disaster recovery by offering

post-disaster strategies to avoid costly downtime, shore up vulnerabilities and maintain business operations in the face of additional,

unexpected breaches.

Services for this Lot should include, but not be limited to, the following:

Business Resilience

Business Continuity

Risk Management

Business Sustainability

## **II.2) Description**

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

Business Acceleration

Lot No

10

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

- 79412000 - Financial management consultancy services
- 79411100 - Business development consultancy services
- 79411000 - General management consultancy services
- 79410000 - Business and management consultancy services
- 79400000 - Business and management consultancy and related services

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

NUTS codes

- UKM82 - Glasgow City

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

The Business Accelerator Lot will provide support in a different, more targeted and innovative way for companies at various stages of

growth. They will combine traditional teaching methodologies with guidance and mentorship.

Evidence suggests that SMEs and entrepreneurs who engage with business accelerators benefit from the opportunity presented, leading to

greater collaboration with other entrepreneurs and businesses that can yield benefits that allow the business to grow at an accelerated rate.

All Accelerator programmes under this Lot must be delivered over a maximum 6 month period. Each programme will accommodate

between 10 – 15 participants. The duration and frequency of the programme is down to the supplier, but should be a minimum of 8 days

face-to-face.

There are four distinct Acceleration areas that this framework seeks to develop:

High Growth Acceleration

Pre-start/Early Stage Acceleration

Social Enterprise Growth Acceleration

Creative Industries Acceleration

## **II.2) Description**

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

Business Structuring

Lot No

1

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

- 71317210 - Health and safety consultancy services
- 66519310 - Insurance consultancy services
- 72221000 - Business analysis consultancy services
- 72224000 - Project management consultancy services
- 79400000 - Business and management consultancy and related services
- 79341100 - Advertising consultancy services
- 79413000 - Marketing management consultancy services

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

NUTS codes

- UKM82 - Glasgow City

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

The Business Structuring Lot will provide support to help determine the assignment and coordination of roles, power and responsibilities

within a business. It also defines how information flows between the different levels of management. Introducing a formal organisational

structure can help put your business in a better position to achieve its objectives.

Services for this Lot should include, but not be limited to, the following:

Board Development

Company Structuring

Franchising

Business Succession

Company Governance

Ethical Management

### **II.3) Estimated date of publication of contract notice**

24 October 2022

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## Section IV. Procedure

### IV.1) Description

#### IV.1.8) Information about the Government Procurement Agreement (GPA)

The procurement is covered by the Government Procurement Agreement: Yes

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## Section VI. Complementary information

### VI.3) Additional information

Glasgow's Economic Strategy 2016-2023 outlines the aim of having the most productive city economy in the UK by 2023. Underpinning a range of early actions are ten key themes, one of which is supporting enterprise. For Glasgow to further realise its ambition and build on current progress, the continued growth of businesses, in particular SMEs, remains a key contributing factor.

The council therefore intends to run a tender exercise later in 2022 for the Glasgow Business Growth Programme – Phase 3 Framework. A high-level description of the Lots and services that may be required as part of this Framework are detailed in this Prior Information Notice (PIN). Prior to any publication, the council is undertaking market research to inform the procurement and to ensure industry feedback is used to shape, as appropriate, the overall strategy.

All interested organisations are encouraged to provide feedback via a survey response, the link to which is noted below.

Please note, all information provided will be held in the strictest confidence and will not be shared out with the council. All details are for information only. Whilst market feedback may be used to define the procurement strategy, it will not impact the evaluation of any future tender opportunity.

<https://www.smartsurvey.co.uk/s/GlasgowBusinessGrowthProgrammePhase3Framework/>

NOTE: To register your interest in this notice and obtain any additional information please visit the Public Contracts Scotland Web Site at

[https://www.publiccontractsscotland.gov.uk/Search/Search\\_Switch.aspx?ID=691815](https://www.publiccontractsscotland.gov.uk/Search/Search_Switch.aspx?ID=691815).

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