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Contract

Business Wales Accelerated Growth Programme

Llywodraeth Cymru / Welsh Government

F20: Modification notice

Notice identifier: 2023/S 000-015856

Procurement identifier (OCID): ocds-h6vhtk-03d3b6

Published 5 June 2023, 2:42pm

Section I: Contracting authority/entity

I.1) Name and addresses

Llywodraeth Cymru / Welsh Government

Gwasanaethau Caffael Corfforaethol / Corporate Procurement Services, Parc Cathays / Cathays Park

Caerdydd / Cardiff

CF10 3NQ

Email

Jon.Linford@gov.wales

Telephone

+44 3000625264

Country

United Kingdom

NUTS code

UKL - Wales

Internet address(es)

Main address

<https://www.sell2wales.gov.wales/>

Buyer's address

https://www.sell2wales.gov.wales/search/Search_AuthProfile.aspx?ID=AA0007

Section II: Object

II.1) Scope of the procurement

II.1.1) Title

Business Wales Accelerated Growth Programme

Reference number

C36/2014/2015

II.1.2) Main CPV code

- 79000000 - Business services: law, marketing, consulting, recruitment, printing and security

II.1.3) Type of contract

Services

II.2) Description

II.2.2) Additional CPV code(s)

- 79000000 - Business services: law, marketing, consulting, recruitment, printing and security

II.2.3) Place of performance

NUTS codes

- UKL - Wales

II.2.4) Description of the procurement at the time of conclusion of the contract:

The Welsh Ministers are seeking to engage with quality providers to deliver a key segment of their support to start-up businesses and Small and Medium sized Enterprises (SMEs), typically trading up to 7 years (exceptions will be considered beyond this limit), that have high growth aspirations and potential.

The successful contractor will be expected to work with a range of start ups and existing SMEs within Wales. The ratio of start ups to existing SMEs supported will be in the region of 30/70. Welsh Government business support will be capped (amount to be confirmed) and support over and above this level will attract a fee. Tenderers will need to evidence how this will be achieved

The Accelerated Growth Programme will be delivered through one lead contractor on a pan Wales basis, who will need to demonstrate that they have the skill sets and resources required to support high growth SMEs and start-ups in all sectors. It is intended that the contract period will run from 1 January 2015 to 31 December 2020. Annual break clauses will be included in the contract which may be exercised for non contractual compliance, reduction in Welsh Government budgetary allocation, change in service direction/policy or any other reason deemed appropriate by the Welsh Ministers to exercise the break clause.

Please note that consortia bids are encouraged for this tender exercise. Please refer to www.wales.gov.uk/jointbidding for advice and assistance on joint bidding. Furthermore, it is the intention of Welsh Government to host a workshop to provide support and guidance to potential tenderers on joint bidding opportunities. Support for potential consortium members will be provided by the Wales Cooperative Centre. Please note that this project is subject to European Funding approval. Funding has therefore only been approved for the first year of the contract term. Please also note that the value is indicative only and is dependant on demand for the service which cannot be guaranteed.

II.2.7) Duration of the contract, framework agreement, dynamic purchasing system or concession

Duration in months

12

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.2) Administrative information

IV.2.1) Contract award notice concerning this contract

Notice number: [2021/S 252-672014](#)

Section V. Award of contract/concession

Contract No

C36/2014/2015

Title

Business Wales Accelerated Growth Programme

V.2) Award of contract/concession

V.2.1) Date of conclusion of the contract/concession award decision:

31 May 2023

V.2.2) Information about tenders

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

V.2.3) Name and address of the contractor/concessionaire

Winning Pitch

140 Aldersgate Street,

London

EC1A 4HY

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor/concessionaire is an SME

Yes

V.2.4) Information on value of the contract/lot/concession (at the time of conclusion of the contract;excluding VAT)

Total value of the procurement: £26,685,860

Section VI. Complementary information

VI.3) Additional information

Need for modification brought about by circumstances which a diligent contracting authority/entity could not foresee. Description of the circumstances which rendered the modification necessary and explanation of the unforeseen nature of these circumstances:

This modification notice is required as a result of the abandonment of the procurement of the Lot 3 Accelerated Growth Programme (AGP) C079/2021/2022 on the Business Wales Contract.

The modification notice is necessary to ensure a continuity of business support service provision to entrepreneurs and high growth businesses across Wales whilst a re-procurement is undertaken. Failure to extend the current AGP contract C36/2014/2015 would result in a break in provision, which carries reputational risk to Welsh Government, impacting the growth potential of new and existing high growth businesses and lead to no service being in place.

(WA Ref:132076)

VI.4) Procedures for review

VI.4.1) Review body

High Court

Royal Courts of Justice, The Strand

London

WC2A 2LL

Telephone

+44 2079477501

Country

United Kingdom

Section VII: Modifications to the contract/concession

VII.1) Description of the procurement after the modifications

VII.1.1) Main CPV code

- 79000000 - Business services: law, marketing, consulting, recruitment, printing and security

VII.1.3) Place of performance

NUTS code

- UKL - Wales

VII.1.4) Description of the procurement:

The Welsh Ministers are seeking to engage with quality providers to deliver a key segment of their support to start-up businesses and Small and Medium sized Enterprises (SMEs), typically trading up to 7 years (exceptions will be considered beyond this limit), that have high growth aspirations and potential.

The successful contractor will be expected to work with a range of start ups and existing SMEs within Wales. The ratio of start ups to existing SMEs supported will be in the region of 30/70. Welsh Government business support will be capped (amount to be confirmed) and support over and above this level will attract a fee. Tenderers will need to evidence how this will be achieved

The Accelerated Growth Programme will be delivered through one lead contractor on a pan Wales basis, who will need to demonstrate that they have the skill sets and resources required to support high growth SMEs and start-ups in all sectors. It is intended that the contract period will run from 1 January 2015 to 31 December 2020. Annual break clauses will be included in the contract which may be exercised for non contractual compliance, reduction in Welsh Government budgetary allocation, change in service direction/policy or any other reason deemed appropriate by the Welsh Ministers to exercise the break clause.

Please note that consortia bids are encouraged for this tender exercise. Please refer to www.wales.gov.uk/jointbidding for advice and assistance on joint bidding. Furthermore, it is the intention of Welsh Government to host a workshop to provide support and guidance to potential tenderers on joint bidding opportunities. Support for potential consortium members will be provided by the Wales Cooperative Centre. Please note that this project is subject to European Funding approval. Funding has therefore only been approved for the first year of the contract term. Please also note that the value is indicative only and is dependant on demand for the service which cannot be guaranteed.

VII.1.5) Duration of the contract, framework agreement, dynamic purchasing system or concession

Duration in months

12

VII.1.6) Information on value of the contract/lot/concession (excluding VAT)

Total value of the contract/lot/concession:

£26,685,860

VII.1.7) Name and address of the contractor/concessionaire

Winning Pitch

140 Aldersgate Street,

London

EC1A 4HY

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor/concessionaire is an SME

Yes

VII.2) Information about modifications

VII.2.1) Description of the modifications

Nature and extent of the modifications (with indication of possible earlier changes to the contract):

The modification notice is necessary to ensure a continuity of business support service provision to entrepreneurs and high growth businesses across Wales whilst a re-procurement is undertaken. Failure to extend the current AGP contract C36/2014/2015 would result in a break in provision, which carries reputational risk to Welsh Government,

impacting the growth potential of new and existing high growth businesses and lead to no service being in place.

VII.2.2) Reasons for modification

Need for modification brought about by circumstances which a diligent contracting authority/entity could not foresee.

Description of the circumstances which rendered the modification necessary and explanation of the unforeseen nature of these circumstances:

This modification notice is required as a result of the abandonment of the procurement of the Lot 3 Accelerated Growth Programme (AGP) C079/2021/2022 on the Business Wales Contract.

VII.2.3) Increase in price

Updated total contract value before the modifications (taking into account possible earlier contract modifications, price adaptations and average inflation)

Value excluding VAT: £16,666,667

Total contract value after the modifications

Value excluding VAT: £26,685,860