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Contract

## **Provision of Business Gateway Shetland Advisory Services 2023 - 2026**

Shetland Islands Council

F03: Contract award notice

Notice identifier: 2024/S 000-017296

Procurement identifier (OCID): ocds-h6vhtk-03ec75

Published 4 June 2024, 2:47pm

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

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

Shetland Islands Council

8 North Ness Business Park

Lerwick, Shetland

ZE1 0LZ

#### **Contact**

Catherine Wiseman

#### **Email**

[contract.admin@shetland.gov.uk](mailto:contract.admin@shetland.gov.uk)

#### **Telephone**

+44 1595744595

#### **Country**

United Kingdom

**NUTS code**

UKM66 - Shetland Islands

**Internet address(es)**

Main address

<http://www.shetland.gov.uk>

Buyer's address

[https://www.publiccontractsscotland.gov.uk/search/Search\\_AuthProfile.aspx?ID=AA00402](https://www.publiccontractsscotland.gov.uk/search/Search_AuthProfile.aspx?ID=AA00402)

**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**

Provision of Business Gateway Shetland Advisory Services 2023 - 2026

Reference number

ED/8/22

#### **II.1.2) Main CPV code**

- 71241000 - Feasibility study, advisory service, analysis

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

Services

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

The Council had a requirement for the provision of Business Gateway Shetland Advisory Services and sought interest from economic operators in the market to join a Framework Agreement. The Framework Agreement was intended to provide agility, flexibility and simplicity to deliver business advisory services locally, that is in the Shetland Islands area for an initial period from 1 October 2023 to 30 September 2026. Delivery methods would include one-to-one advice, face to face with Clients.

There was also an option to extend the Framework Agreement for up to two further 12-month periods, subject to the availability of funding.

#### **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**

One-to-one Start-up Advisory Services

Lot No

1

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

- 71241000 - Feasibility study, advisory service, analysis

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

NUTS codes

- UKM66 - Shetland Islands

Main site or place of performance

Shetland Islands

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

Start-up advisory services cover pre-start, start-up and early stage support for new businesses.

### **II.2.5) Award criteria**

Quality criterion - Name: Quality / Weighting: 70

Price - Weighting: 30

### **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**

One-to-one Existing and Growing Businesses Advisory Services

Lot No

2

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

- 71241000 - Feasibility study, advisory service, analysis

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

NUTS codes

- UKM66 - Shetland Islands

Main site or place of performance

Shetland Islands

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

One-to-one advisory services to existing and growing businesses with the Shetland Islands.

### **II.2.5) Award criteria**

Quality criterion - Name: Quality / Weighting: 70

Price - Weighting: 30

### **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**

One-to-many Start-up Advisory Services

Lot No

3

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

- 71241000 - Feasibility study, advisory service, analysis

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

NUTS codes

- UKM66 - Shetland Islands

Main site or place of performance

Shetland Islands

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

One-to-many Start-up advisory services in the form of training Workshops and events.

### **II.2.5) Award criteria**

Quality criterion - Name: Quality / Weighting: 70

Price - Weighting: 30

### **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**

One-to-many Existing and Growing Businesses Advisory Services

Lot No

4

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

- 71241000 - Feasibility study, advisory service, analysis

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

NUTS codes

- UKM66 - Shetland Islands

Main site or place of performance

Shetland Islands

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

One-to-many advisory services via Training Workshops and events.

### **II.2.5) Award criteria**

Quality criterion - Name: Quality / Weighting: 70

Price - Weighting: 30

### **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 000-022478](#)

## **Section V. Award of contract**

### **Lot No**

1

### **Title**

One-to-one Start-up Advisory Services

A contract/lot is awarded: Yes

### **V.2) Award of contract**

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

12 October 2023

#### **V.2.2) Information about tenders**

Number of tenders received: 5

Number of tenders received from SMEs: 5

Number of tenders received from tenderers from other EU Member States: 0

Number of tenders received from tenderers from non-EU Member States: 5

Number of tenders received by electronic means: 5

The contract has been awarded to a group of economic operators: Yes

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

Campion Comms & Coaching

1 King Haakon Street

Lerwick

ZE1 0JX

Telephone

+44 7554795882

Country

United Kingdom

NUTS code

- UKM66 - Shetland Islands

The contractor is an SME

Yes

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

Creative Consulting

12 Excelsior Place

Lerwick

ZE10XU

Telephone

+44 7889256394

Country

United Kingdom

NUTS code

- UKM6 - Highlands and Islands

The contractor is an SME

Yes

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

Diana Abernethy

19 Sycamore avenue, Scalloway

Shetland

ZE10UX

Telephone

+44 7748242844

Country

United Kingdom

NUTS code

- UKM66 - Shetland Islands

The contractor is an SME

Yes

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

Jeffrey Gaskell

The Gostries, Culswick, Westerskeld

SHETLAND

ZE2 9NL

Telephone

+44 7541304002

Country

United Kingdom

NUTS code

- UKM66 - Shetland Islands

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

- UKM66 - Shetland Islands

The contractor is an SME

Yes

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

Initial estimated total value of the contract/lot: £45,000

Total value of the contract/lot: £45,000

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## **Section V. Award of contract**

### **Lot No**

2

### **Title**

One-to-one Existing and Growing Businesses Advisory Services

A contract/lot is awarded: Yes

### **V.2) Award of contract**

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

12 October 2023

#### **V.2.2) Information about tenders**

Number of tenders received: 5

Number of tenders received from SMEs: 5

Number of tenders received from tenderers from other EU Member States: 0

Number of tenders received from tenderers from non-EU Member States: 5

Number of tenders received by electronic means: 5

The contract has been awarded to a group of economic operators: Yes

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

Campion Comms & Coaching

1 King Haakon Street

Lerwick

ZE1 0JX

Telephone

+44 7554795882

Country

United Kingdom

NUTS code

- UKM66 - Shetland Islands

The contractor is an SME

Yes

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

Creative Consulting

12 Excelsior Place

Lerwick

ZE10XU

Telephone

+44 7889256394

Country

United Kingdom

NUTS code

- UKM6 - Highlands and Islands

The contractor is an SME

Yes

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

Diana Abernethy

19 Sycamore avenue, Scalloway

Shetland

ZE10UX

Telephone

+44 7748242844

Country

United Kingdom

NUTS code

- UKM66 - Shetland Islands

The contractor is an SME

Yes

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

Jeffrey Gaskell

The Gostries, Culswick, Westerskeld

SHETLAND

ZE2 9NL

Telephone

+44 7541304002

Country

United Kingdom

NUTS code

- UKM66 - Shetland Islands

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

- UKM66 - Shetland Islands

The contractor is an SME

Yes

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

Initial estimated total value of the contract/lot: £45,000

Total value of the contract/lot: £45,000

## **Section V. Award of contract**

### **Lot No**

3

### **Title**

One-to-many Start-up Advisory Services

A contract/lot is awarded: Yes

### **V.2) Award of contract**

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

12 October 2023

#### **V.2.2) Information about tenders**

Number of tenders received: 3

Number of tenders received from SMEs: 3

Number of tenders received from tenderers from other EU Member States: 0

Number of tenders received from tenderers from non-EU Member States: 3

Number of tenders received by electronic means: 3

The contract has been awarded to a group of economic operators: Yes

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

Campion Comms & Coaching

1 King Haakon Street

Lerwick

ZE1 0JX

Telephone

+44 7554795882

Country

United Kingdom

NUTS code

- UKM66 - Shetland Islands

The contractor is an SME

Yes

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

Creative Consulting

12 Excelsior Place

Lerwick

ZE10XU

Telephone

+44 7889256394

Country

United Kingdom

NUTS code

- UKM6 - Highlands and Islands

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

- UKM66 - Shetland Islands

The contractor is an SME

Yes

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

Initial estimated total value of the contract/lot: £45,000

Total value of the contract/lot: £45,000

## **Section V. Award of contract**

### **Lot No**

4

### **Title**

One-to-many Existing and Growing Businesses Advisory Services

A contract/lot is awarded: Yes

### **V.2) Award of contract**

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

12 October 2023

#### **V.2.2) Information about tenders**

Number of tenders received: 3

Number of tenders received from SMEs: 3

Number of tenders received from tenderers from other EU Member States: 0

Number of tenders received from tenderers from non-EU Member States: 3

Number of tenders received by electronic means: 3

The contract has been awarded to a group of economic operators: Yes

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

Campion Comms & Coaching

1 King Haakon Street

Lerwick

ZE1 0JX

Telephone

+44 7554795882

Country

United Kingdom

NUTS code

- UKM66 - Shetland Islands

The contractor is an SME

Yes

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

Creative Consulting

12 Excelsior Place

Lerwick

ZE10XU

Telephone

+44 7889256394

Country

United Kingdom

NUTS code

- UKM6 - Highlands and Islands

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

- UKM66 - Shetland Islands

The contractor is an SME

Yes

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

Initial estimated total value of the contract/lot: £45,000

Total value of the contract/lot: £45,000

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## **Section VI. Complementary information**

### **VI.3) Additional information**

The Invitation To Tender Document, Single Procurement Document (SPD) and all supporting information as detailed in the Contract Notice had to be fully completed and returned. Tenderers were referred to Tender Submission Checklist.

The Framework Agreement is subject to Scots Law and the jurisdiction of the Scottish Courts.

(SC Ref:749987)

### **VI.4) Procedures for review**

#### **VI.4.1) Review body**

Lerwick Sheriff Court

King Erik Street

Lerwick

ZE1 0DH

Email

[lerwick@scotcourts.gov.uk](mailto:lerwick@scotcourts.gov.uk)

Telephone

+44 1595693914

Country

United Kingdom