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Tender

## **CN250241 Kent and Medway Growth Hub**

Kent County Council

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

Notice identifier: 2025/S 000-017415

Procurement identifier (OCID): ocds-h6vhtk-0508a6 ([view related notices](#))

Published 28 April 2025, 4:33pm

### **Scope**

### **Reference**

CN250241

### **Description**

The Kent and Medway Growth Hub ("KMGH") is a government funded service that enables small and medium sized businesses in Kent and Medway to access local and national business support. Funded via a grant from the Department for Business and Trade (DBT), the Growth Hub provides a one stop shop for business support services that offers:

- Information, navigation, and signposting via a coordinated, multi-channel service.
- Structured support to small and medium enterprises, incorporating a diagnostic assessment of business needs and advice and guidance.

Kent County Council (KCC) is the Accountable Body for the Kent & Medway Growth Hub service.

Kent and Medway have a strong track record of practical delivery, underpinned by a long track record of excellent partnership working between business and local government. The Kent and Medway Economic Partnership (KMEP) is the economic partnership for Kent and Medway and takes the strategic lead in the Kent and Medway areas for economic growth.

The provider of the current core Growth Hub service for Kent and Medway, is the Kent Invicta Chamber of Commerce (KICC).

The Kent and Medway Economic Partnership is responsible for the delivery of the objectives set out in Kent and Medway Economic Framework (Kent & Medway Economic Framework). It sets out the actions that businesses and local authorities in Kent and Medway, together we will take to drive forward delivery of the following aims:

- Ambition 1: Enabling innovative creative and productive businesses.
- Ambition 2: Widening opportunities and unlocking talent.
- Ambition 3: Securing resilient infrastructure for planned, sustained growth.
- Ambition 4: Placing economic opportunity at the centre of community wellbeing and prosperity.
- Ambition 5: Creating diverse, distinctive and vibrant places.

The Core service activities include:

- Marketing and Engagement of the service to relevant businesses
- Provision of single point of contact for business support services
- Assessment of business need and signposting to relevant support
- Direct one to one business support for ambitious and high growth companies
- Development of strategic partnerships and robust referral networks
- Data collection, verification, and reporting

Further Information regarding the opportunity has been provided within the procurement documents. These documents can be accessed by registering your interest on the Kent Business Portal via the link provided in this notice.

## **Total value (estimated)**

- £904,525 excluding VAT
- £904,525 including VAT

Above the relevant threshold

## **Contract dates (estimated)**

- 1 August 2025 to 31 March 2028
- Possible extension to 31 March 2029
- 3 years, 8 months

Description of possible extension:

The Council plan to extend the provision of the service until 31st March 2029, subject to confirmation of funding from the Department of Business and Trade (DBT), and successful delivery of the Contract.

## **Options**

The right to additional purchases while the contract is valid.

The County Council shall include 'Option Provisions' such that it can purchase additional activity up to 50% of the original contract package dependent on available budget, Supplier performance and due diligence requirements. Additional funding may be provided to deliver additional activity to address a significant economic impact. Historically, additional funding has been provided to address the significant impact of Covid-19. Subject to satisfactory performance within the contract, the Council would consider the provision of additional works in alignment with Schedule 8, Paragraph 8 of the Procurement Act 2023.

## **Main procurement category**

## Services

### **CPV classifications**

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

### **Contract locations**

- UKJ - South East (England)

### **Justification for not using lots**

Contract lotting was considered for this opportunity. However, the Council have decided that a single supplier model will be used to deliver the Kent and Medway Growth Hub service. It is critical that the standard of service is retained and is consistent across Kent and Medway. Additionally, a single point of contact for Growth Hub services allows clear signposting to ensure that business support remains accessible for all local SMEs.

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## **Participation**

### **Legal and financial capacity conditions of participation**

Please refer to the procurement documents for further information.

### **Technical ability conditions of participation**

Please refer to the procurement documents for further information.

## **Particular suitability**

Small and medium-sized enterprises (SME)

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## **Submission**

### **Enquiry deadline**

16 May 2025, 5:00pm

### **Submission type**

Tenders

### **Tender submission deadline**

28 May 2025, 12:00pm

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

All submissions must be submitted via the Kent Business Portal -  
<https://www.kentbusinessportal.org.uk/>.

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

Yes

### **Languages that may be used for submission**

English

**Award decision date (estimated)**

11 July 2025

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**Award criteria**

| Name    | Description   | Type    |
|---------|---|---------|
| Price   | Price is not the only award criteria and all criterion are stated in the procurement documents. | Price   |
| Quality | Price per Quality Point (PQP).  | Quality |

**Weighting description**

Price is not the only award criteria and all criterion are stated in the procurement documents.

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**Other information****Conflicts assessment prepared/revised**

Yes

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**Procedure**

## **Procedure type**

Competitive flexible procedure

## **Competitive flexible procedure description**

Procurement Procedure - Competitive Flexible Procedure (Modelled on an Open Procedure with optional negotiation)

The procurement process the Council is undertaking to procure the required services is a Competitive Flexible Procedure, as permitted under Section 20 of the Procurement Act 2023. The Council reserves the right to hold an optional Negotiation stage, followed by final tender submissions, if required.

KCC will communicate whether optional negotiation sessions will be used via the Kent Business Portal, following the initial evaluation of tenders. If the optional sessions are used, tenderers may be required to submit a final tender following the session. This stage is called the Invitation to Submit Final Tender (ISFT). Full details of the ISFT stage will be communicated in the negotiation session.

Justification for not conducting preliminary market engagement - The KCC have conducted informal market testing through recent similar requirements (Business Support Workshops), and on-going engagement with the market through the Kent and Medway Growth Hub and Business Support Steering Group, Maidstone Innovation Centre Steering Group and Business Advisory Board.

In summary, the Kent and Medway Growth Hub team feel that they have sufficient insights to inform the upcoming procurement project due to the recent procurement exercise and on-going engagement with the market.

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## **Documents**

### **Associated tender documents**

<https://procontract.due-north.com/Advert?advertId=6509b43f-3824-f011-8136-005056b64545&p=8691483f-2f3d-e711-80e1-005056b64545>

Please access the tender documents using the link above.

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## **Contracting authority**

### **Kent County Council**

- Public Procurement Organisation Number: PLDL-8938-YGYW

County Hall

Maidstone

ME14 1XQ

United Kingdom

Email: [Joseph.Kay@kent.gov.uk](mailto:Joseph.Kay@kent.gov.uk)

Region: UKJ45 - Mid Kent

Organisation type: Public authority - sub-central government