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Tender

Export Support Programme

West Midlands Combined Authority

F02: Contract notice

Notice identifier: 2024/S 000-017463

Procurement identifier (OCID): ocds-h6vhtk-046db0

Published 5 June 2024, 3:22pm

Section I: Contracting authority

I.1) Name and addresses

West Midlands Combined Authority

16 Summer Lane

Birmingham

B19 3SD

Email

Bhupinder.Chadha@wmca.org.uk

Telephone

+44 3453036760

Country

United Kingdom

Region code

UK - United Kingdom

Internet address(es)

Main address

<https://www.wmca.org.uk/>

I.3) Communication

The procurement documents are available for unrestricted and full direct access, free of charge, at

<https://wmca.bravosolution.co.uk/>

Additional information can be obtained from the above-mentioned address

Tenders or requests to participate must be submitted electronically via

<https://wmca.bravosolution.co.uk/>

Tenders or requests to participate must be submitted to the above-mentioned address

I.4) Type of the contracting authority

Regional or local authority

I.5) Main activity

General public services

Section II: Object

II.1) Scope of the procurement

II.1.1) Title

Export Support Programme

Reference number

05500-2023

II.1.2) Main CPV code

- 79400000 - Business and management consultancy and related services

II.1.3) Type of contract

Services

II.1.4) Short description

The West Midlands Combined Authority (WMCA) is commissioning a range of business support programmes to address the region's economic priorities. The Export Support Programme forms part of these suite of programmes and will be funded via the UK Shared Prosperity Fund, aiming to complement existing schemes available locally as well as nationally.

The Export Support Programme aims to support high-growth businesses in the West Midlands (WM) to manage their exporting activity more sustainably, to increase the pace of growth and its duration. It will do this through a range of potential interventions including, but not limited to, intensive one-to-one coaching, peer-to-peer support, and workshops.

II.1.5) Estimated total value

Value excluding VAT: £1,000,000

II.1.6) Information about lots

This contract is divided into lots: No

II.2) Description**II.2.3) Place of performance**

NUTS codes

- UK - United Kingdom

II.2.4) Description of the procurement

WMCA intend to award one contract to a Provider with a demonstrable track record of providing in-depth support to Small and Medium-Sized Enterprises (SMEs). The provider can be a single organisation or part of a consortium. If bidding as a consortium, a declaration must be made confirming all members of the consortium and their respective roles in delivery of the services and a lead organisation must be appointed to enter the contract with WMCA if successful.

The Export Support Programme will:

- Complement rather than compete with or replace existing Department for Business and Trade (DBT) support.
- Operate in tandem with existing support such as SPF projects, Made Smarter, Innovate UK EDGE to collate demand and generate ideas.
- Be 1-2-1 and in-person.
- Exploit UK assets to unearth export potential e.g. DBT sector leads; Innovate UK projects; DBT/FCO staff in post; foreign-owned companies in the WM.
- Collate demand and create collaborative responses.
- Be Cluster-specific – relating to the Plan for Growth rather than generic

In delivering the programme, the Provider will be required to carry out the following activities:

Deliverable 1: Brand and Collateral

Deliverable 2: Business Engagement & Recruitment

Deliverable 3: Active Account Management

Deliverable 4: Assist and Inform an Independent Evaluation

The overarching aims of the programme are:

1. Raise awareness of the Export Support Programme through different networks to set up a funnel of companies with opportunities for growth and scalability.
2. Review and critically analyse current business plans and policies (including marketing strategy, HR strategy, environmental policies etc), governance, management and processes of businesses and identify risks, opportunities, strengths, and weaknesses which can be resolved or exploited.
3. Support those businesses to resolve or exploit those risks, opportunities, strengths, and weaknesses in a sustained and intensive manner to achieve demonstrable outputs within the duration of the programme.

II.2.5) Award criteria

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

II.2.6) Estimated value

Value excluding VAT: £1,000,000

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

End date

31 March 2025

This contract is subject to renewal

Yes

Description of renewals

The WMCA will be incorporating an extension option into the contract of up to a further 12 months (1 year) and up to an additional value of £1,000,000, subject to funding availability and mutual agreement between the WMCA and Provider. This means a total potential contract value of £2,000,000 over a 19-month period.

II.2.10) Information about variants

Variants will be accepted: No

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 III. Legal, economic, financial and technical information

III.1) Conditions for participation

III.1.2) Economic and financial standing

Selection criteria as stated in the procurement documents

III.1.3) Technical and professional ability

Selection criteria as stated in the procurement documents

Section IV. Procedure

IV.1) Description

IV.1.1) Type of procedure

Open procedure

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.2.2) Time limit for receipt of tenders or requests to participate

Date

5 July 2024

Local time

12:00pm

IV.2.4) Languages in which tenders or requests to participate may be submitted

English

IV.2.6) Minimum time frame during which the tenderer must maintain the tender

Duration in months: 6 (from the date stated for receipt of tender)

IV.2.7) Conditions for opening of tenders

Date

5 July 2024

Local time

12:00pm

Section VI. Complementary information

VI.1) Information about recurrence

This is a recurrent procurement: No

VI.4) Procedures for review

VI.4.1) Review body

WMCA

Birmingham

Country

United Kingdom