

This is a published notice on the Find a Tender service: <https://www.find-tender.service.gov.uk/Notice/017766-2023>

Contract

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

Glasgow City Council

F03: Contract award notice

Notice identifier: 2023/S 000-017766

Procurement identifier (OCID): ocds-h6vhtk-039882

Published 22 June 2023, 11:25am

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

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

Glasgow City Council

Chief Executives Department, City Chambers

Glasgow

G2 1DU

#### **Email**

[lindsay.mcgibbon@glasgow.gov.uk](mailto:lindsay.mcgibbon@glasgow.gov.uk)

#### **Telephone**

+44 1412876964

#### **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.2) Information about joint procurement**

The contract is awarded by a central purchasing body

**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**

Glasgow Business Growth Framework - Phase 3

Reference number

GCC005516CPU

#### **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**

Glasgow City Council (the Council) requires a framework of suppliers to deliver a range of business growth consultancy services to eligible organisations across the city to aide a sustainable growth agenda and improve business start-up and survival rates.

As the organisations accessing support via this Framework have different needs, the services provided must be offered flexibly. This includes, but is not limited to, face to face, digitally, by phone and one to one at suitable times and locations.

The Framework is made up of 10 Lots as detailed below and aligned to the specialist area of business support to be provided.

Please note funding totaling 1.9m GBP is currently confirmed for the first two years of the Framework. This therefore represents the estimated minimum total Framework value.

Should funding equal to this initial value be subsequently secured this will be used to deliver years three and four respectively and aligns with the higher maximum value noted in II.1.5

Lot 1- Business Structuring

Lot 2 - Business Growth

Lot 3 - Leadership, Skills and Resource

Lot 4 - Business Financial Management

Lot 5 - Design Thinking and Innovation

Lot 6 - Sales and Marketing

Lot 7 -Internationalisation

Lot 8 - Digital

Lot 9 - Green Business Support

Lot 10 - Business Acceleration

### **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: £3,800,000

## **II.2) Description**

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

Business Structuring

Lot No

1

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

- 79410000 - Business and management consultancy services
- 72221000 - Business analysis consultancy services
- 72224000 - Project management consultancy services
- 79411100 - Business development consultancy services
- 79411000 - General management consultancy services
- 79400000 - Business and management consultancy and related services

- 66519310 - Insurance 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 specialist consultancy support to help determine the assignment and coordination of roles, power and responsibilities and define how information flows between the different levels of management within a business.

Specific sub-category services to be delivered under this Lot include but are not limited to-

Board Development

Company Structuring

Franchising

Business Succession/Acquisition / Management Buy outs/ Employee ownership

Company Governance, Business Law / Contracts

Ethical Management

Intellectual Property

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

Quality criterion - Name: Service Delivery and Approach / Weighting: 30

Quality criterion - Name: Team and Account Management / Weighting: 20

Quality criterion - Name: Commitment to the City and Ethics / Weighting: 10

Quality criterion - Name: Knowledge of SMEs / Weighting: 10

Quality criterion - Name: Inclusive Growth / Weighting: 5

Quality criterion - Name: Understanding of Social Enterprises / Weighting: 10

Quality criterion - Name: Sustainability / Weighting: 5

Quality criterion - Name: Fair Work First / Weighting: 5

Price - Weighting: 5

### **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**

Business Growth

Lot No

2

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

- 72221000 - Business analysis consultancy services
- 72224000 - Project management consultancy services
- 79411100 - Business development consultancy services
- 79411000 - General management consultancy services
- 79418000 - Procurement consultancy services
- 79410000 - Business and management 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 specialist consultancy support to identify areas of improvement processes which help to improve some measure of an organisations

success.

Specific sub-categories services to be delivered under this Lot include but are not limited to-

Strategic Planning

Change Management

Pitching and Procurement

Operations Management

Turnaround

Mergers and Acquisition

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

Quality criterion - Name: Service Delivery and Approach / Weighting: 30

Quality criterion - Name: Team and Account Management / Weighting: 20

Quality criterion - Name: Commitment to the City and Ethics / Weighting: 10

Quality criterion - Name: Knowledge of SMEs / Weighting: 10

Quality criterion - Name: Inclusive Growth / Weighting: 5

Quality criterion - Name: Understanding of Social Enterprises / Weighting: 10

Quality criterion - Name: Sustainability / Weighting: 5

Quality criterion - Name: Fair Work First / Weighting: 5

Price - Weighting: 5

#### **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**

Leadership, Skills and Resource

Lot No

3

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

- 79411000 - General management consultancy services
- 79414000 - Human resources management consultancy services
- 79411100 - Business development 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 specialist consultancy support that may involve reviewing existing leadership development processes and preparing a report on their future suitability and/or making recommendations for future actions. This also includes capacity building and comprehensive HR support.

Specific sub-category services to be delivered under this Lot include, but are not limited to  
-

Organisational Development and Succession Planning

Leadership and Management

Accreditation

Capacity Building and HR Support

Hybrid Working / Remote Leadership Skills

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

Quality criterion - Name: Service Delivery and Approach / Weighting: 30

Quality criterion - Name: Team and Account Management / Weighting: 20

Quality criterion - Name: Commitment to the City and Ethics / Weighting: 10

Quality criterion - Name: Knowledge of SMEs / Weighting: 10

Quality criterion - Name: Inclusive Growth / Weighting: 5

Quality criterion - Name: Understanding of Social Enterprises / Weighting: 10

Quality criterion - Name: Sustainability / Weighting: 5

Quality criterion - Name: Fair Work First / Weighting: 5

Price - Weighting: 5

### **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**

Business Financial Management

Lot No

4

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

- 66171000 - Financial consultancy services

- 66170000 - Financial consultancy, financial transaction processing and clearing-house 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 provide specialist consultancy support 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.

Specific sub-categories services to be delivered under this Lot include but are not limited to-

Financial Management

Financial Readiness

Preparing for Investment

Alternative Finance

Company Valuation / Succession Planning

Taxation

Cloud Accounting

Turnaround

Mergers and Acquisition

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

Quality criterion - Name: Service Delivery and Approach / Weighting: 30

Quality criterion - Name: Team and Account Management / Weighting: 20

Quality criterion - Name: Commitment to the City and Ethics / Weighting: 10

Quality criterion - Name: Knowledge of SMEs / Weighting: 10

Quality criterion - Name: Inclusive Growth / Weighting: 5

Quality criterion - Name: Understanding of Social Enterprises / Weighting: 10

Quality criterion - Name: Sustainability / Weighting: 5

Quality criterion - Name: Fair Work First / Weighting: 5

Price - Weighting: 5

### **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**

Design Thinking and Innovation

Lot No

5

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

- 79415200 - Design consultancy services
- 79400000 - Business and management consultancy and related services
- 79410000 - Business and management consultancy services
- 79411000 - General management consultancy services
- 72242000 - Design-modelling services

- 72413000 - World wide web (www) site design services
- 79421200 - Project-design services other than for construction work
- 79822500 - Graphic design services
- 79930000 - Specialty design services
- 79933000 - Design support services

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

NUTS codes

- UKM82 - Glasgow City

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

The Design Thinking & Innovation Lot will provide specialist consultancy services to help integrate design thinking principles into a range of organisations across different industry sectors and 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.

Specific sub-categories services to be delivered under this Lot include but are not limited to

Problem Solving

Development

Testing and validation

Understanding Innovation (Architectural, Radical, Incremental and Disruptive)

Product (Market-driven) Innovation

Process (Technology-driven) Innovation:

Service (Business Model) Innovation

Service Products

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

Quality criterion - Name: Service Delivery and Approach / Weighting: 30

Quality criterion - Name: Team and Account Management / Weighting: 20

Quality criterion - Name: Commitment to the City and Ethics / Weighting: 10

Quality criterion - Name: Knowledge of SME's / Weighting: 10

Quality criterion - Name: Inclusive Growth / Weighting: 5

Quality criterion - Name: Understanding of Social Enterprises / Weighting: 10

Quality criterion - Name: Sustainability / Weighting: 5

Quality criterion - Name: Fair Work First / Weighting: 5

Price - Weighting: 5

### **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**

Sales and Marketing

Lot No

6

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

- 79413000 - Marketing management consultancy services
- 72212481 - Sales or marketing software development services
- 79340000 - Advertising and marketing services

- 79342000 - Marketing services

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

NUTS codes

- UKM82 - Glasgow City

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

Expert consultancy services under the Sales and Marketing Lot will assist businesses with the practical approach to marketing, including writing a marketing plan and establishing a marketing communications plan for integrating traditional and digital communications. It will also offer support with developing a marketing and/ or sales strategy, with pricing and market penetration strategies

Specific sub-categories services to be delivered under this Lot include but are not limited to

Sales

Marketing Strategies

Branding

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

Quality criterion - Name: Service Delivery and Approach / Weighting: 30

Quality criterion - Name: Team and Account Management / Weighting: 20

Quality criterion - Name: Commitment to the City and Ethics / Weighting: 10

Quality criterion - Name: Knowledge of SMEs / Weighting: 10

Quality criterion - Name: Inclusive Growth / Weighting: 5

Quality criterion - Name: Understanding of Social Enterprises / Weighting: 10

Quality criterion - Name: Sustainability / Weighting: 5

Quality criterion - Name: Fair Work First / Weighting: 5

Price - Weighting: 5

### **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**

Internationalisation

Lot No

7

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

- 72221000 - Business analysis 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

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

NUTS codes

- UKM82 - Glasgow City

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

The Internationalisation Lot will provide specialist consultancy support to businesses to access overseas markets, offering an opportunity to increase sales to a much wider customer base.

Specific sub-categories services to be delivered under this Lot include but are not limited to-

Support for Importing / Exporting/ Taxes and Tariffs

Market Analysis and Development

Structuring for Internationalisation / international Strategy

Visa Sponsorship Licensing

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

Quality criterion - Name: Service Delivery and Approach / Weighting: 30

Quality criterion - Name: Team and Account Management / Weighting: 20

Quality criterion - Name: Commitment to the City and Ethics / Weighting: 10

Quality criterion - Name: Knowledge of SMEs / Weighting: 10

Quality criterion - Name: Inclusive Growth / Weighting: 5

Quality criterion - Name: Understanding of Social Enterprises / Weighting: 10

Quality criterion - Name: Sustainability / Weighting: 5

Quality criterion - Name: Fair Work First / Weighting: 5

Price - Weighting: 5

### **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**

Digital Development and Innovation

Lot No

8

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

- 79400000 - Business and management consultancy and related services
- 79411100 - Business development consultancy services
- 79410000 - Business and management consultancy services
- 73220000 - Development consultancy services

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

NUTS codes

- UKM82 - Glasgow City

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

The Digital Development and Innovation Lot will provide specialist consultancy support to businesses to use technology to benefit their internal and/or external operations.

Specific sub-categories services to be delivered under this Lot include but are not limited to-

Social Media

Data Analytics and exploitation

Customisation of software or App development

Expertise to support the business to exploit technology for business improvement

Cyber Security and GDPR

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

Quality criterion - Name: Service Delivery and Approach / Weighting: 30

Quality criterion - Name: Team and Account Management / Weighting: 20

Quality criterion - Name: Commitment to the City and Ethics / Weighting: 10

Quality criterion - Name: Knowledge of SMEs / Weighting: 10

Quality criterion - Name: Inclusive Growth / Weighting: 5

Quality criterion - Name: Understanding of Social Enterprises / Weighting: 10

Quality criterion - Name: Sustainability / Weighting: 5

Quality criterion - Name: Fair Work First / Weighting: 5

Price - Weighting: 5

### **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**

Green Business Support

Lot No

9

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

- 71314300 - Energy-efficiency consultancy services
- 66171000 - Financial consultancy services
- 72221000 - Business analysis consultancy services
- 72220000 - Systems and technical consultancy services
- 73000000 - Research and development services and related consultancy services
- 79400000 - Business and management consultancy and related services
- 79411100 - Business development consultancy services
- 79411000 - General management consultancy services

- 90713000 - Environmental issues consultancy services

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

NUTS codes

- UKM82 - Glasgow City

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

The Green Business Support Lot will offer specialist consultancy services to help businesses improve their practices and environmental performance, whilst simultaneously reducing costs and building long-term resilience to the impacts of climate change.

Specific sub-categories services to be delivered under this Lot include but are not limited to-

Energy Efficiency and Renewables

Circular Economy

Climate Resilience and Adaptation

Sustainability

Active Travel

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

Quality criterion - Name: Service Delivery and Approach / Weighting: 30

Quality criterion - Name: Team and Account Management / Weighting: 20

Quality criterion - Name: Commitment to the City and Ethics / Weighting: 10

Quality criterion - Name: Knowledge of SMEs / Weighting: 10

Quality criterion - Name: Inclusive Growth / Weighting: 5

Quality criterion - Name: Understanding of Social Enterprises / Weighting: 10

Quality criterion - Name: Sustainability / Weighting: 5

Quality criterion - Name: Fair Work First / Weighting: 5

Price - Weighting: 5

### **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**

Business Acceleration

Lot No

10

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

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

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

NUTS codes

- UKM82 - Glasgow City

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

This Lot will provide support in a different, more targeted, and innovative way for organisations at various stages of growth. These interventions could focus on emerging themes and would target the key and emerging sectors. They could combine traditional teaching methodologies with guidance and mentorship.

These programmes could include expert services as outlined in Lots 1-9 Business Growth; Business Structuring; Leadership and Skills; Financial Management; Design Thinking and Innovation; Sales and Marketing; Internationalisation; Digital Development

and Innovation and Green Business Support.

Learning-by-doing is vital to the process of scaling any venture, and the point of any type of acceleration programme is to accelerate that process. In this way, businesses are able to compress a large amount of learning into a shorter period of time. The Accelerator programmes will deliver specialist consultancy support that is relevant, accessible and practical for ambitious businesses in the city looking to scale up.

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

Quality criterion - Name: Service Delivery and Approach / Weighting: 30

Quality criterion - Name: Team and Account Management / Weighting: 20

Quality criterion - Name: Commitment to the City and Ethics / Weighting: 10

Quality criterion - Name: Knowledge of SMEs / Weighting: 10

Quality criterion - Name: Inclusive Growth / Weighting: 5

Quality criterion - Name: Understanding of Social Enterprises / Weighting: 10

Quality criterion - Name: Sustainability / Weighting: 5

Quality criterion - Name: Fair Work First / Weighting: 5

Price - Weighting: 5

#### **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 000-001540](#)

---

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

### **Lot No**

3

### **Title**

Leadership, Skills and Resource

A contract/lot is awarded: Yes

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

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

24 April 2023

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

Number of tenders received: 9

Number of tenders received from SMEs: 9

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

Number of tenders received from tenderers from non-EU Member States: 9

Number of tenders received by electronic means: 9

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

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

Uxl ltd

20 Maybole Drive

Airdrie

ML6 9XJ

Telephone

+44 7946706743

Country

United Kingdom

NUTS code

- UKM82 - Glasgow City

The contractor is an SME

Yes

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

Strategem (Scotland) Ltd

St Georges Building, 5 St Vincent Street

Glasgow

G1 2DH

Telephone

+44 1412754842

Country

United Kingdom

NUTS code

- UKM82 - Glasgow City

The contractor is an SME

Yes

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

Business Success Partnership

20 Glanderston Avenue, Newton Mearns

Glasgow

G77 6SY

Telephone

+44 7789277168

Country

United Kingdom

NUTS code

- UKM83 - Inverclyde, East Renfrewshire and Renfrewshire

The contractor is an SME

Yes

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

Connect Three Solutions

Second Floor, Rogart Street Campus, 4 Rogart Street

Glasgow

G40 2AA

Telephone

+44 7835662365

Country

United Kingdom

NUTS code

- UKM82 - Glasgow City

The contractor is an SME

Yes

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

Blue Ptarmigan

119 Avalon Gardens

Linlithgow

EH49 7PL

Telephone

+44 7720699869

Fax

+44 1506844451

Country

United Kingdom

NUTS code

- UKM - Scotland

The contractor is an SME

Yes

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

Total value of the contract/lot: £190,000

---

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

### **Lot No**

7

### **Title**

Internationalisation

A contract/lot is awarded: Yes

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

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

24 April 2023

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

Number of tenders received: 9

Number of tenders received from SMEs: 9

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

Number of tenders received from tenderers from non-EU Member States: 9

Number of tenders received by electronic means: 9

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

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

Where Now Consulting Ltd

Redholm House, Wemyss Bay Road

Wemyss BAY

PA18 6AD

Telephone

+44 1413708999

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

Yes

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

Strategem (Scotland) Ltd

St Georges Building, 5 St Vincent Street

Glasgow

G1 2DH

Telephone

+44 1412754842

Country

United Kingdom

NUTS code

- UKM82 - Glasgow City

The contractor is an SME

Yes

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

Genoa Black

Easter Solsgirth

Dollar

FK14 7NB

Telephone

+44 7450213357

Country

United Kingdom

NUTS code

- UKM76 - Falkirk

The contractor is an SME

Yes

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

Russell McLeod Limited

32 Inverary Drive, Bishopbriggs

Glasgow

G64 3HZ

Telephone

+44 1417723700

Country

United Kingdom

NUTS code

- UKM81 - East Dunbartonshire, West Dunbartonshire and Helensburgh & Lomond

The contractor is an SME

Yes

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

Intend Business Development Ltd

Office 16, Stirling Business Centre, 3 Whitehouse Road

Stirling

FK7 7SP

Telephone

+44 7808294981

Country

United Kingdom

NUTS code

- UKM77 - Perth & Kinross and Stirling

The contractor is an SME

Yes

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

Total value of the contract/lot: £190,000

---

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

### **Lot No**

1

### **Title**

Business Structuring

A contract/lot is awarded: Yes

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

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

24 April 2023

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

Number of tenders received: 5

Number of tenders received from SMEs: 4

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**

Harper Macleod LLP

The Ca'd'oro, 45 Gordon Street

Glasgow

G1 3PE

Telephone

+44 1412279411

Country

United Kingdom

NUTS code

- UKM82 - Glasgow City

The contractor is an SME

No

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

Martin Aitken & Co Limited

Caledonia House, 89 Seaward Street

Glasgow

G41 1HJ

Telephone

+44 1412720000

Country

United Kingdom

NUTS code

- UKM82 - Glasgow City

The contractor is an SME

Yes

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

Jump Cut Crew

401 Govan Road

Glasgow

G51 2QJ

Telephone

+44 7808739106

Country

United Kingdom

NUTS code

- UKM82 - Glasgow City

The contractor is an SME

Yes

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

High Growth Support Specialists

34 The Quadrant

Clarkston

G76 8AG

Telephone

+44 7803034343

Country

United Kingdom

NUTS code

- UKM82 - Glasgow City

The contractor is an SME

Yes

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

Where Now Consulting Ltd

Redholm House, Wemyss Bay Road

Wemyss BAY

PA18 6AD

Telephone

+44 1413708999

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

Yes

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

Total value of the contract/lot: £380,000

---

**Section V. Award of contract**

**Lot No**

10

**Title**

Business Acceleration

A contract/lot is awarded: Yes

**V.2) Award of contract**

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

24 April 2023

**V.2.2) Information about tenders**

Number of tenders received: 9

Number of tenders received from SMEs: 9

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

Number of tenders received from tenderers from non-EU Member States: 9

Number of tenders received by electronic means: 9

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

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

Jump Cut Crew

401 Govan Road

Glasgow

G51 2QJ

Telephone

+44 7808739106

Country

United Kingdom

NUTS code

- UKM82 - Glasgow City

The contractor is an SME

Yes

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

Uxl ltd

20 Maybole Drive

Airdrie

ML6 9XJ

Telephone

+44 7946706743

Country

United Kingdom

NUTS code

- UKM82 - Glasgow City

The contractor is an SME

Yes

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

Lanarkshire Enterprise Services

Atrium Business Centre, North Caldeen Road

Coatbridge

ML5 4EF

Telephone

+44 1236702020

Country

United Kingdom

NUTS code

- UKM84 - North Lanarkshire

The contractor is an SME

Yes

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

Connect Three Solutions

Second Floor, Rogart Street Campus, 4 Rogart Street

Glasgow

G40 2AA

Telephone

+44 7835662365

Country

United Kingdom

NUTS code

- UKM82 - Glasgow City

The contractor is an SME

Yes

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

Anchored In Ltd

27 Bow Lane

London

N12 0JR

Telephone

+44 7751188469

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

Yes

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

Elevator

Elevator at The HUB, Exploration Drive, Aberdeen Energy Park

Aberdeen

AB23 8GX

Telephone

+44 7775868583

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

Yes

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

Total value of the contract/lot: £380,000

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

### **Lot No**

2

### **Title**

Business Growth

A contract/lot is awarded: Yes

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

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

24 April 2023

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

Number of tenders received: 16

Number of tenders received from SMEs: 16

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

Number of tenders received from tenderers from non-EU Member States: 16

Number of tenders received by electronic means: 16

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

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

Martin Aitken & Co Limited

Caledonia House, 89 Seaward Street

Glasgow

G41 1HJ

Telephone

+44 1412720000

Country

United Kingdom

NUTS code

- UKM82 - Glasgow City

The contractor is an SME

Yes

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

Jump Cut Crew

401 Govan Road

Glasgow

G51 2QJ

Telephone

+44 7808739106

Country

United Kingdom

NUTS code

- UKM82 - Glasgow City

The contractor is an SME

Yes

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

Optimum Business Growth Limited

204-206 Bath Street

Glasgow

G2 4HW

Telephone

+44 7917862142

Country

United Kingdom

NUTS code

- UKM82 - Glasgow City

The contractor is an SME

Yes

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

Uxl ltd

20 Maybole Drive

Airdrie

ML6 9XJ

Telephone

+44 7946706743

Country

United Kingdom

NUTS code

- UKM82 - Glasgow City

The contractor is an SME

Yes

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

Strategem (Scotland) Ltd

St Georges Building, 5 St Vincent Street

Glasgow

G1 2DH

Telephone

+44 1412754842

Country

United Kingdom

NUTS code

- UKM82 - Glasgow City

The contractor is an SME

Yes

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

Genoa Black

Easter Solsgirth

Dollar

FK14 7NB

Telephone

+44 7450213357

Country

United Kingdom

NUTS code

- UKM76 - Falkirk

The contractor is an SME

Yes

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

Lanarkshire Enterprise Services

Atrium Business Centre, North Caldeen Road

Coatbridge

ML5 4EF

Telephone

+44 1236702020

Country

United Kingdom

NUTS code

- UKM84 - North Lanarkshire

The contractor is an SME

Yes

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

Total value of the contract/lot: £380,000

---

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

### **Lot No**

4

### **Title**

Business Financial Management

A contract/lot is awarded: Yes

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

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

24 April 2023

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

Number of tenders received: 10

Number of tenders received from SMEs: 9

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

Number of tenders received from tenderers from non-EU Member States: 10

Number of tenders received by electronic means: 10

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

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

Harper Macleod LLP

The Ca'd'oro, 45 Gordon Street

Glasgow

G1 3PE

Telephone

+44 1412279411

Country

United Kingdom

NUTS code

- UKM82 - Glasgow City

The contractor is an SME

No

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

Martin Aitken & Co Limited

Caledonia House, 89 Seaward Street

Glasgow

G41 1HJ

Telephone

+44 1412720000

Country

United Kingdom

NUTS code

- UKM82 - Glasgow City

The contractor is an SME

Yes

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

Jump Cut Crew

401 Govan Road

Glasgow

G51 2QJ

Telephone

+44 7808739106

Country

United Kingdom

NUTS code

- UKM82 - Glasgow City

The contractor is an SME

Yes

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

High Growth Support Specialists

34 The Quadrant

Clarkston

G76 8AG

Telephone

+44 7803034343

Country

United Kingdom

NUTS code

- UKM82 - Glasgow City

The contractor is an SME

Yes

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

Amas Murrison Ltd

8 Miller Road

Ayr

KA7 2AY

Telephone

+44 7395280780

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

Yes

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

CJM Project Financial Management Ltd

AFM House, 6 Crofthead Road

Prestwick

KA9 1HW

Telephone

+44 1292671119

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

Yes

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

Total value of the contract/lot: £380,000

---

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

#### **Lot No**

8

#### **Title**

Digital Development and Innovation

A contract/lot is awarded: Yes

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

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

24 April 2023

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

Number of tenders received: 8

Number of tenders received from SMEs: 8

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

Number of tenders received from tenderers from non-EU Member States: 8

Number of tenders received by electronic means: 8

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

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

Lanarkshire Enterprise Services

Atrium Business Centre, North Caldeen Road

Coatbridge

ML5 4EF

Telephone

+44 1236702020

Country

United Kingdom

NUTS code

- UKM84 - North Lanarkshire

The contractor is an SME

Yes

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

Divisor Ltd

10 Park Circus

Glasgow

G3 6AX

Telephone

+44 7885562499

Country

United Kingdom

NUTS code

- UKM82 - Glasgow City

The contractor is an SME

Yes

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

Elevator

Elevator at The HUB, Exploration Drive, Aberdeen Energy Park

Aberdeen

AB23 8GX

Telephone

+44 7775868583

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

Yes

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

NSDesign Ltd

22 Montrose Street, Merchant City

Glasgow

G1 1RE

Telephone

+44 1415856390

Country

United Kingdom

NUTS code

- UKM82 - Glasgow City

The contractor is an SME

Yes

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

Flourish Marketing Ltd

31 Stamperland Crescent, Glasgow

Glasgow

G76 8LH

Telephone

+44 7990548023

Country

United Kingdom

NUTS code

- UKM83 - Inverclyde, East Renfrewshire and Renfrewshire

The contractor is an SME

Yes

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

Total value of the contract/lot: £380,000

---

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

**Lot No**

9

## **Title**

Green Business Support

A contract/lot is awarded: Yes

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

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

24 April 2023

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

Number of tenders received: 6

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: 6

Number of tenders received by electronic means: 6

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

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

Connect Three Solutions

Second Floor, Rogart Street Campus, 4 Rogart Street

Glasgow

G40 2AA

Telephone

+44 7835662365

Country

United Kingdom

NUTS code

- UKM82 - Glasgow City

The contractor is an SME

Yes

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

Sniffer

ECCL, High School yards, Infirmary St

Edinburgh

EH1 1LZ

Telephone

+44 7712896934

Country

United Kingdom

NUTS code

- UKM - Scotland

The contractor is an SME

Yes

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

Glasgow Chamber of Commerce

30 George Square

Glasgow

G2 1EQ

Telephone

+44 7761759932

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

Yes

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

Material UK (Scotland) Limited

20 South Frederick Street

Glasgow

G1 1HJ

Telephone

+44 1412047970

Country

United Kingdom

NUTS code

- UKM - Scotland

The contractor is an SME

Yes

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

Total value of the contract/lot: £380,000

---

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

### **Lot No**

6

### **Title**

Sales and Marketing

A contract/lot is awarded: Yes

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

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

24 April 2023

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

Number of tenders received: 16

Number of tenders received from SMEs: 16

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

Number of tenders received from tenderers from non-EU Member States: 16

Number of tenders received by electronic means: 16

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

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

High Growth Support Specialists

34 The Quadrant

Clarkston

G76 8AG

Telephone

+44 7803034343

Country

United Kingdom

NUTS code

- UKM82 - Glasgow City

The contractor is an SME

Yes

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

Strategem (Scotland) Ltd

St Georges Building, 5 St Vincent Street

Glasgow

G1 2DH

Telephone

+44 1412754842

Country

United Kingdom

NUTS code

- UKM82 - Glasgow City

The contractor is an SME

Yes

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

Genoa Black

Easter Solsgirth

Dollar

FK14 7NB

Telephone

+44 7450213357

Country

United Kingdom

NUTS code

- UKM76 - Falkirk

The contractor is an SME

Yes

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

Lanarkshire Enterprise Services

Atrium Business Centre, North Caldeen Road

Coatbridge

ML5 4EF

Telephone

+44 1236702020

Country

United Kingdom

NUTS code

- UKM84 - North Lanarkshire

The contractor is an SME

Yes

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

NSDesign Ltd

22 Montrose Street, Merchant City

Glasgow

G1 1RE

Telephone

+44 1415856390

Country

United Kingdom

NUTS code

- UKM82 - Glasgow City

The contractor is an SME

Yes

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

Flourish Marketing Ltd

31 Stamperland Crescent, Glasgow

Glasgow

G76 8LH

Telephone

+44 7990548023

Country

United Kingdom

NUTS code

- UKM83 - Inverclyde, East Renfrewshire and Renfrewshire

The contractor is an SME

Yes

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

Total value of the contract/lot: £380,000

---

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

#### **Lot No**

5

#### **Title**

Design Thinking and Innovation

A contract/lot is awarded: Yes

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

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

24 April 2023

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

Number of tenders received: 7

Number of tenders received from SMEs: 7

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

Number of tenders received from tenderers from non-EU Member States: 7

Number of tenders received by electronic means: 7

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

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

Uxl Ltd

20 Maybole Drive

Airdrie

ML6 9XJ

Telephone

+44 7946706743

Country

United Kingdom

NUTS code

- UKM82 - Glasgow City

The contractor is an SME

Yes

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

Divisor Ltd

10 Park Circus

Glasgow

G3 6AX

Telephone

+44 7885562499

Country

United Kingdom

NUTS code

- UKM82 - Glasgow City

The contractor is an SME

Yes

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

Filament PD Ltd

18 Elliot Place, Skypark

Glasgow

G3 8EP

Telephone

+44 1412487695

Country

United Kingdom

NUTS code

- UKM82 - Glasgow City

The contractor is an SME

Yes

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

Anchored In Ltd

27 Bow Lane

London

N12 0JR

Telephone

+44 7751188469

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

Yes

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

Graven Images Ltd

175 Albion Street

Glasgow

G1 1RU

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

Yes

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

SPRENG THOMSON

The Herald Building, 155 Albion Street,

Glasgow

G1 1RU

Telephone

+44 1415485191

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

Yes

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

Elevator

Elevator at The HUB, Exploration Drive, Aberdeen Energy Park

Aberdeen

AB23 8GX

Telephone

+44 7775868583

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

Yes

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

Total value of the contract/lot: £380,000

---

## **Section VI. Complementary information**

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

The Council are seeking to appoint 5-7 suppliers per Lot. All Lots will be unranked.

Bidders may be excluded from this competition if they are in any situations referred to in regulation 58 of the Public Contracts

(Scotland) Regulations 2015. Bidders must hold certificates for Quality Assurance & Environmental Management Standards or comply with all questions noted in the SPD Section 4D. Bidders are also required to provide detail of all relevant industry standards, accreditation, affiliations or memberships that they may hold.

#### Freedom of Information Act

Information on the FOI Act is contained in Appendix A of the ITT. Applicants must note the implications of this legislation and ensure that any information they wish the council to consider withholding is specifically indicated on the FOI certificate (NB the council does not bind itself to withhold this information).

#### Tenderers Amendments

Bidders must enter any clause, condition, amendment to specification or any other qualification they may wish to make conditional to this

offer.

#### Prompt Payment

The successful Suppliers shall, as a condition of being awarded the tender, be required to demonstrate to the Council's satisfaction that all funds due to the Supplier's permitted sub-contractors in respect of these services are paid timeously and that as a minimum invoices rendered by subcontractors shall (unless formally disputed by the tenderer) be paid within 30 days of receipt. The successful Bidders shall also impose this condition on its sub-contractors in respect of payments due to any sub-sub-contractors, if any.

#### Non Collusion

Bidders will be required to complete the Non Collusion certificate.

#### Insurance Mandate

All successful suppliers will be required to sign an Insurance Mandate, contained in the suppliers attachments area within PCS-T

authorising the Council to request copies of insurance documents from the supplier's insurance provider. If the mandate is not signed

and returned the Council reserves the right to request copies of insurance certificates from bidders at any point during the contract period.

Terms and Conditions are located within the attachments area within the PCS Tender portal referenced Document 3.

Additional information pertaining to this framework is contained in the ITT Document One.

Bidders must ensure they read all the attachments available in the attachment area in line with this contract notice.

The buyer is using PCS-Tender to conduct this ITT exercise. The Project code is 23169.

For more information see

<https://www.publictendersscotland.publiccontractsscotland.gov.uk>

(SC Ref:734332)

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

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

Glasgow Sheriff Court and Justice of the Peace Court

PO Box 23 1 Carlton Place

Glasgow

G2 9DA

Email

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

Country

United Kingdom

Internet address

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

### **VI.4.3) Review procedure**

Precise information on deadline(s) for review procedures

Precise information on deadline(s) for review procedures:

Glasgow City Council must, by notice in writing as soon as possible after the decision has been made, inform all tenderers and candidates

concerned of its decision to award the contract. The Council must allow a period of at least the relevant standstill period (where the notice

is sent by facsimile or electronic means the period is 10 days ending at midnight at the end of the 10th day after that on which the last

notice is sent, when sent by other means the period is 15 days) to elapse between the date of despatch of the notice referred to in Regulation

86 of The Public Contract (Scotland) Regulations 2015 (“the Regulations”). The Council is obliged to comply with the Regulations and any

eligible economic operator can bring an action in the Sheriff Court or the Court of Session where as a consequence of a breach by the

Council, suffers or risks suffering loss or damage. The bringing of court proceedings during the standstill period means that the Council

must not enter into the contract unless the proceedings are determined, discontinued or disposed of;

or the court, by interim order, brings to an end the prohibition. The bringing of court proceedings after the standstill period has elapsed and

the remedies that are available to the courts are detailed in the Regulations. Economic Operators can write to the Council seeking further

clarification on the notice, to which the Council must respond within 15 days. Economic Operators should be mindful to seek their own

independent legal advice when they consider appropriate to do so.