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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

Telephone

+44 1412876964

Country

United Kingdom

NUTS code

UKM82 - Glasgow City

Internet address(es)

Main address

www.glasgow.gov.uk

Buyer's address

https://www.publiccontractsscotland.gov.uk/search/Search_AuthProfile.aspx?ID=AA0019

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 Itd

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

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

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

UxI 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

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

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 Itd
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

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

NUTS code

• UKM82 - Glasgow City

The contractor is an SME

Yes

V.2.3) Name and address of the contractor

Sniffer

ECCI, 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
V.2.3) Name and address of the contractor Divisor Ltd
Divisor Ltd
Divisor Ltd 10 Park Circus
Divisor Ltd 10 Park Circus Glasgow
Divisor Ltd 10 Park Circus Glasgow G3 6AX
Divisor Ltd 10 Park Circus Glasgow G3 6AX Telephone
Divisor Ltd 10 Park Circus Glasgow G3 6AX Telephone +44 7885562499
Divisor Ltd 10 Park Circus Glasgow G3 6AX Telephone +44 7885562499 Country

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

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

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 binditself 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 subcontractors in respect of these services are paid timeously and that as a minimum invoices renderedby 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

Country

United Kingdom

Internet address

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.