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Contract

# NTU/22/2094/DS - Help To Grow Mentoring Services

Nottingham Trent University

F03: Contract award notice

Notice identifier: 2022/S 000-018254

Procurement identifier (OCID): ocds-h6vhtk-0317e0

Published 5 July 2022, 10:13am

## **Section I: Contracting authority**

## I.1) Name and addresses

Nottingham Trent University

50 Shakespeare Street

Nottingham

NG1 4FQ

#### Contact

**Procurement Department** 

#### **Email**

dean.scaife@ntu.ac.uk

#### **Telephone**

+44 1158482921

Fax

+44 1158488770

## Country

**United Kingdom** 

**NUTS** code

UKF14 - Nottingham

Internet address(es)

Main address

https://in-tendhost.co.uk/ntu

Buyer's address

https://in-tendhost.co.uk/ntu

## I.4) Type of the contracting authority

Body governed by public law

I.5) Main activity

Education

# **Section II: Object**

## II.1) Scope of the procurement

II.1.1) Title

NTU/22/2094/DS - Help To Grow Mentoring Services

Reference number

NTU/22/2094/DS

#### II.1.2) Main CPV code

• 79411100 - Business development consultancy services

#### II.1.3) Type of contract

Services

#### II.1.4) Short description

Announced at Budget 2021, 'Help to Grow' is an executive development programme to support SMEs to boost their business performance and growth potential. Small business leaders will develop their strategic skills to increase their business's long-term productivity, resilience and capacity to innovate. Help to Grow is a hybrid virtual/in person programme, providing 50 hours of support over 12 weeks. Designed to be manageable alongside full time work. Support will be delivered via the following formats: 8 x Virtual webinars, 4 x Face to Face Case Study Workshops, 8 x Peer Group Calls, 10 hours of 1:1 support from a mentor to develop a business growth plan and Alumni Programme.

#### 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: £696,000

## II.2) Description

#### II.2.1) Title

Mentoring focussed on Strategy, Organisation and Leadership

Lot No

Lot 1

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

• 79411100 - Business development consultancy services

#### II.2.3) Place of performance

**NUTS** codes

• UKF14 - Nottingham

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

Lot 1 – Mentoring focussed on Strategy, Organisation and Leadership.

#### II.2.5) Award criteria

Quality criterion - Name: Technical Experience, Technical Expertise & Competencies, Service Delivery, Communication & Interpersonal Skills, Sustainability and Added Value. / Weighting: 95%

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

Practical & Strategic Financial Management

Lot No

Lot 2

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

79411100 - Business development consultancy services

#### II.2.3) Place of performance

**NUTS** codes

• UKF14 - Nottingham

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

Lot 2 Practical & Strategic Financial Management.

#### II.2.5) Award criteria

Quality criterion - Name: Technical Experience, Technical Expertise & Competencies, Service Delivery, Communication & Interpersonal Skills, Sustainability and Added Value. / Weighting: 95%

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, Marketing and Positioning

Lot No

Lot 3

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

• 79411100 - Business development consultancy services

#### II.2.3) Place of performance

**NUTS** codes

• UKF14 - Nottingham

## II.2.4) Description of the procurement

Lot 3 Sales, Marketing and Positioning.

#### II.2.5) Award criteria

Quality criterion - Name: Technical Experience, Technical Expertise & Competencies, Service Delivery, Communication & Interpersonal Skills, Sustainability and Added Value. / Weighting: 95%

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

Operations, Systems & Digitalisation

Lot No

Lot 4

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

• 79411100 - Business development consultancy services

#### II.2.3) Place of performance

**NUTS** codes

• UKF14 - Nottingham

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

Lot 4 Operations, Systems & Digitalisation.

#### II.2.5) Award criteria

Quality criterion - Name: Technical Experience, Technical Expertise & Competencies, Service Delivery, Communication & Interpersonal Skills, Sustainability and Added Value. / Weighting: 95%

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

Sustainable Growth of Social Enterprises or Charities

Lot No

Lot 5

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

• 79411100 - Business development consultancy services

#### II.2.3) Place of performance

**NUTS** codes

• UKF14 - Nottingham

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

Lot 5 Sustainable Growth of Social Enterprises or Charities.

#### II.2.5) Award criteria

Quality criterion - Name: Technical Experience, Technical Expertise & Competencies, Service Delivery, Communication & Interpersonal Skills, Sustainability and Added Value. / Weighting: 95%

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: 2022/S 000-004420

## Section V. Award of contract

#### **Contract No**

NTU/22/2094/DS

#### Lot No

Lot 1

#### **Title**

Organisation, Leadership & Management

A contract/lot is awarded: Yes

#### V.2) Award of contract

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

5 July 2022

#### V.2.2) Information about tenders

Number of tenders received: 23

Number of tenders received from SMEs: 23

Number of tenders received from tenderers from other EU Member States: 2

Number of tenders received from tenderers from non-EU Member States: 0

Number of tenders received by electronic means: 23

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

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

Asking Better Questions Ltd

Flat 1, 35 Newcastle Drive

Nottingham

# NG7 1AA Email steve@askingbetterquestions.co.uk Country **United Kingdom NUTS** code • UKF14 - Nottingham The contractor is an SME Yes V.2.3) Name and address of the contractor **Business Centred Solutions Limited** 57 Tiddington Road Stratford upon Avon **CV37 7AF** Email anita@bcsl.consulting.co.uk Country **United Kingdom NUTS** code • UKG13 - Warwickshire The contractor is an SME Yes

V.2.3) Name and address of the contractor

**GrowthMesh Limited** Elton House, Church Lane, Thrumpton Nottingham NG11 0AX Email ben.wilson@growthmesh.com Country **United Kingdom** NUTS code • UKF14 - Nottingham The contractor is an SME Yes V.2.3) Name and address of the contractor Kear Technology Solutions 215 Avon Road Chelmsford CM1 2LB Email steven@kearts.co.uk Country **United Kingdom NUTS** code

• UKH35 - West Essex

The contractor is an SME
Yes
V.2.3) Name and address of the contractor
Kennedy-Little Associates Ltd
21 Sterling Close, Denby
Derby
DE5 8NU
Email
anne@kennedy-little.co.uk
Country
United Kingdom
NUTS code
UKF11 - Derby
The contractor is an SME
Yes
V.2.3) Name and address of the contractor
Self Develop Services
1 Trysull Gardens
Wolverhampton
WV3 7LD
Email
s.atwal@selfdevelopservices.com
Country

## **United Kingdom**

**NUTS** code

• UKG39 - Wolverhampton

The contractor is an SME

Yes

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

Red Bus Ltd (t/a The Brand Strategy)

61 Highland Drive

Loughborough

**LE11 2HT** 

Email

mark@thebrandstrategy.co.uk

Country

**United Kingdom** 

**NUTS** code

• UKF22 - Leicestershire CC and Rutland

The contractor is an SME

Yes

# V.2.3) Name and address of the contractor

Ursula Cameron Limited

Herbalshaw Meadow Barn, Weston Underwood

Derby

DE6 4PP

#### Email

## ursula@ursulacameron.co.uk

Country

**United Kingdom** 

**NUTS** code

• UKF11 - Derby

The contractor is an SME

Yes

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

Virtue Business Services

12 Hazelwood, Duffield

Derbyshire

**DE56 4DP** 

Email

## Clive.bridge@virtuebusinessservices.co.uk

Country

**United Kingdom** 

**NUTS** code

• UKF11 - Derby

The contractor is an SME

Yes

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

Vispera Ltd

62-64 Market Street

Ashby-de-la-Zouch

LE65 1

Email

maria@vispera.co.uk

Country

**United Kingdom** 

**NUTS** code

• UKF22 - Leicestershire CC and Rutland

The contractor is an SME

Yes

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

Initial estimated total value of the contract/lot: £200,000

Total value of the contract/lot: £200,000

## Section V. Award of contract

#### **Contract No**

NTU/2094/DS

#### Lot No

Lot 2

#### **Title**

Mentoring focussed on Practical & Strategic Financial Management

A contract/lot is awarded: Yes

#### V.2) Award of contract

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

5 July 2022

## V.2.2) Information about tenders

Number of tenders received: 6

Number of tenders received from SMEs: 6

Number of tenders received from tenderers from other EU Member States: 2

Number of tenders received from tenderers from non-EU Member States: 0

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

Oxentia Ltd

Willow Court, 7 West Way

Oxford

# OX2 0Jb Email Tim.hart@oxentia.com Country **United Kingdom NUTS** code • UKJ14 - Oxfordshire The contractor is an SME Yes V.2.3) Name and address of the contractor The Business Engine Room Ltd Castle Cavendish Business Centre, Dorking Road Nottingham NG7 5PN Email alice@businessengineroom.com Country **United Kingdom NUTS** code • UKF14 - Nottingham The contractor is an SME Yes

V.2.3) Name and address of the contractor

This is Southside Ltd Ivy Cottage, Finkle Street Lane, Wortley Sheffield S35 7DH Email thisissouthside@btinternet.com Country **United Kingdom NUTS** code • UKE32 - Sheffield The contractor is an SME Yes V.2.4) Information on value of contract/lot (excluding VAT) Initial estimated total value of the contract/lot: £80,000 Total value of the contract/lot: £80,000 Section V. Award of contract **Contract No** NTU/22/2094/DS Lot No Lot 3

**Title** 

Mentoring focussed on Sales, Marketing and Positioning

A contract/lot is awarded: Yes

## V.2) Award of contract

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

5 July 2022

## V.2.2) Information about tenders

Number of tenders received: 18

Number of tenders received from SMEs: 18

Number of tenders received from tenderers from other EU Member States: 2

Number of tenders received from tenderers from non-EU Member States: 0

Number of tenders received by electronic means: 18

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

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

Asking Better Questions Ltd

Flat 1, 35 Newcastle Drive

Nottingham

NG7 1AA

Email

steve@askingbetterquestions.co.uk

Country

**United Kingdom** 

**NUTS** code

• UKF14 - Nottingham

The contractor is an SME

#### Yes

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

GrowthMesh Limited

Elton House, Church Lane, Thrumpton

Nottingham

NG11 0AX

Email

ben.wilson@growthmesh.com

Country

**United Kingdom** 

**NUTS** code

• UKF14 - Nottingham

The contractor is an SME

Yes

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

Kear Technology Solutions

215 Avon Road

Chelmsford

CM1 2LB

Email

steven@kearts.co.uk

Country

**United Kingdom** 

#### **NUTS** code

• UKH35 - West Essex

The contractor is an SME

Yes

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

Kennedy-Little Associates Ltd

21 Sterling, Denby

Derbyshire

DE5 8NU

Email

anne@kennedy-little.co.uk

Country

United Kingdom

**NUTS** code

• UKF11 - Derby

The contractor is an SME

Yes

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

M4G UK Limited

78 Repton Road

Nottingham

NG2 7EL

Email

## Mick.m4g@gmail.com

Country

**United Kingdom** 

**NUTS** code

• UKF14 - Nottingham

The contractor is an SME

Yes

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

**Passion Marketing Limited** 

6 Harcourt Place

Derby

DE74 2XJ

Email

lindsey@passionmarketingsolutions.co.uk

Country

**United Kingdom** 

**NUTS** code

• UKF11 - Derby

The contractor is an SME

Yes

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

Red Bus Ltd (t/a The Brand Strategy)

61 Highland Drive

# Loughborough LE11 2HT Email mark@thebrandstrategy.co.uk Country **United Kingdom NUTS** code • UKF22 - Leicestershire CC and Rutland The contractor is an SME Yes V.2.3) Name and address of the contractor Vispera Ltd 62-64 Market Street Ashby-de-la-Zouch LE65 1 Email maria@vispera.co.uk Country **United Kingdom NUTS** code • UKF22 - Leicestershire CC and Rutland

Yes

The contractor is an SME

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

**Broadhurst Digital Limited** 

18 St Nicholas Place, Milford Street

Derby

DE1 3GD

Email

martin@broadhurst.digital.co.uk

Country

**United Kingdom** 

NUTS code

• UKF11 - Derby

The contractor is an SME

Yes

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

Initial estimated total value of the contract/lot: £200,000

Total value of the contract/lot: £200,000

# Section V. Award of contract

#### **Contract No**

NTU/22/2094/DS

Lot No

Lot 4

**Title** 

Mentoring focussed on Operations, Systems & Digitalisation

A contract/lot is awarded: Yes

#### V.2) Award of contract

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

5 July 2022

#### V.2.2) Information about tenders

Number of tenders received: 10

Number of tenders received from SMEs: 10

Number of tenders received from tenderers from other EU Member States: 2

Number of tenders received from tenderers from non-EU Member States: 0

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

**Business Centred Solutions Limited** 

57 Tiddington Road

Stratford upon Avon

**CV37 7AF** 

Email

anita@bcsl.consulting.co.uk

Country

**United Kingdom** 

**NUTS** code

• UKG13 - Warwickshire The contractor is an SME Yes V.2.3) Name and address of the contractor Kear Technology Solutions 215 Avon Road Chelmsford CM1 2LB Email steven@kearts.co.uk Country **United Kingdom** NUTS code • UKH35 - West Essex The contractor is an SME Yes V.2.3) Name and address of the contractor **Tretis Limited** 71-75 Shelton, Covent Garden London WC2H 9JQ Email

hello@victoriatretis.co.uk

#### Country

**United Kingdom** 

**NUTS** code

• UKI31 - Camden and City of London

The contractor is an SME

Yes

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

ValueX Partners Ltd

85 Great Portland Street, First Floor

London

W1W 7LT

Email

Michael.okwusogu@valuexadvisory.com

Country

**United Kingdom** 

NUTS code

• UKI31 - Camden and City of London

The contractor is an SME

Yes

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

Initial estimated total value of the contract/lot: £160,000

Total value of the contract/lot: £160,000

## Section V. Award of contract

#### **Contract No**

NTU/22/2094/DS

#### Lot No

Lot 5

#### **Title**

Mentoring focussed on Sustainable Growth of Social Enterprises or Charities

A contract/lot is awarded: Yes

#### V.2) Award of contract

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

5 July 2022

## 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: 1

Number of tenders received from tenderers from non-EU Member States: 0

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

Ask the Chameleon Ltd

39 Tower Road

Burton upon Trent.

# **DE15 0NH** Email rachel@askthechameleon.co.uk Country **United Kingdom NUTS** code • UKG24 - Staffordshire CC The contractor is an SME Yes V.2.3) Name and address of the contractor **Brand Clear** The McLaren Building, 46 The Priory Queensway Birmingham **B4** 7LR Email sean@brandclear.co.uk Country **United Kingdom NUTS** code • UKG31 - Birmingham The contractor is an SME Yes V.2.3) Name and address of the contractor

GrowthMesh Limited Elton House, Church Lane, Thrumpton Nottingham NG11 0AX Email ben.wilson@growthmesh.com Country **United Kingdom** NUTS code • UKF14 - Nottingham The contractor is an SME Yes V.2.3) Name and address of the contractor Red Bus Ltd (t/a The Brand Strategy) 61 Highland Drive Loughborough LE11 2HT Email mark@thebrandstrategy.co.uk Country **United Kingdom NUTS** code

• UKF22 - Leicestershire CC and Rutland

The contractor is an SME

Yes

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

Initial estimated total value of the contract/lot: £56,000

Total value of the contract/lot: £56,000

# **Section VI. Complementary information**

## VI.4) Procedures for review

VI.4.1) Review body

Royal Courts of Justice

The Strand

London

WC2A 2LL

Country

**United Kingdom**