

This is a published notice on the Find a Tender service: <https://www.find-tender.service.gov.uk/Notice/018254-2022>

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

The contractor is an SME

Yes

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