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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 000-018579

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

Published 7 July 2022, 9:47am

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

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

Nottingham Trent University

50 Shakespeare Street

Nottingham

NG1 4FQ

#### **Contact**

Dean Scaife

#### **Email**

[dean.scaife@ntu.ac.uk](mailto:dean.scaife@ntu.ac.uk)

#### **Telephone**

+44 1158482921

#### **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

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**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**

- 79411000 - General management 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**

Lot 1 – Mentoring focussed on Strategy, Organisation and Leadership

Lot No

Lot 1

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

- 79411000 - General management 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**

Lot 2 - Mentoring focussed on Practical & Strategic Financial Management

Lot No

Lot 2

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

- 79411000 - General management consultancy services

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

NUTS codes

- UKF14 - Nottingham

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

Lot 2 - Mentoring focussed on 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**

Lot 3 - Mentoring focussed on Sales, Marketing and Positioning

Lot No

Lot 3

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

- 79411000 - General management consultancy services

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

NUTS codes

- UKF14 - Nottingham

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

Lot 3 - Mentoring focussed on 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**

Lot 4 - Mentoring focussed on Operations, Systems & Digitalisation

Lot No

Lot 4

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

- 79411000 - General management consultancy services

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

NUTS codes

- UKF14 - Nottingham

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

Lot 4 Mentoring focussed on 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**

Lot 5 - Mentoring focussed on Sustainable Growth of Social Enterprises or Charities

Lot No

Lot 5

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

- 79411000 - General management consultancy services

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

NUTS codes

- UKF14 - Nottingham

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

Lot 5 - Mentoring focussed on 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**

Mentoring focussed on 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](mailto: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](mailto: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](mailto: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](mailto: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](mailto: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**

Red Bus Ltd (t/a The Brand Strategy)

61 Highland Drive

Loughborough

LE11 2HT

Email

[mark@thebrandstrategy.co.uk](mailto: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**

Self Develop Services

1 Trysull Gardens

Wolverhampton

WV3 7LD

Email

[s.atwal@selfdevelopservices.com](mailto: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**

Ursula Cameron Limited

Herbalshaw Meadow Barn, Weston Underwood

Derby

DE6 4PP

Email

[ursula@ursulacameron.co.uk](mailto: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](mailto: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 1AN

Email

[maria@vispera.co.uk](mailto: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

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

### **Contract No**

NTU/22/2094/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](mailto: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](mailto: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](mailto: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

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## **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](mailto: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**

Broadhurst Digital Limited

18 St Nicholas Place, Milford Street

Derby

DE1 3GD

Email

[martin@broadhurst.digital.co.uk](mailto:martin@broadhurst.digital.co.uk)

Country

United Kingdom

NUTS code

- UKF11 - Derby

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](mailto: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](mailto: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](mailto: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](mailto: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](mailto: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](mailto: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 1AN

Email

[maria@vispera.co.uk](mailto: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

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## **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**

All 3 Circles Limited

Telegraph House, 59 Wolverhampton Road

Stafford

ST17 4AW

Email

[Sara.s.phipps@all3circles.com](mailto:Sara.s.phipps@all3circles.com)

Country

United Kingdom

NUTS code

- UKG24 - Staffordshire CC

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](mailto: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](mailto: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](mailto: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](mailto: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

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## **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](mailto: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](mailto: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](mailto: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](mailto: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

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## **Section VI. Complementary information**

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

Correction to previous Contract Award Notice reference: 2022/S 000-018254, to correct the awarded suppliers for Lot 4 Operations, Systems & Digitalisation, due to omission of All 3 Circles Ltd.

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

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

Royal Courts of Justice

The Strand

London

WC2A 2LL

Country

United Kingdom