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Planning

## **Business Wales Accelerated Growth Programme Services**

Llywodraeth Cymru / Welsh Government

F01: Prior information notice

Prior information only

Notice identifier: 2023/S 000-018950

Procurement identifier (OCID): ocids-h6vhtk-03de82

Published 4 July 2023, 10:25am

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

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

Llywodraeth Cymru / Welsh Government

Gwasanaethau Caffael Corfforaethol / Corporate Procurement Services, Parc Cathays / Cathays Park

Caerdydd / Cardiff

CF10 3NQ

#### **Contact**

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#### **Telephone**

+44 3000615991

**Country**

United Kingdom

**NUTS code**

UKL - Wales

**Internet address(es)**

Main address

<http://www.sell2wales.gov.wales>

Buyer's address

[https://www.sell2wales.gov.wales/search/Search\\_AuthProfile.aspx?ID=AA0007](https://www.sell2wales.gov.wales/search/Search_AuthProfile.aspx?ID=AA0007)

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

The contract is awarded by a central purchasing body

**I.3) Communication**

Additional information can be obtained from the above-mentioned address

**I.4) Type of the contracting authority**

Ministry or any other national or federal authority

**I.5) Main activity**

General public services

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**Section II: Object****II.1) Scope of the procurement****II.1.1) Title**

Business Wales Accelerated Growth Programme Services

Reference number

C077/2023/2024

### **II.1.2) Main CPV code**

- 79000000 - Business services: law, marketing, consulting, recruitment, printing and security

### **II.1.3) Type of contract**

Services

### **II.1.4) Short description**

Through Business Wales, the Welsh Government offers business support services to inspire entrepreneurs and SMEs to help start, sustain, and grow businesses in Wales. Business Wales is delivered through a blend of external suppliers, grant awards (third party providers) and 'in-house' teams within Welsh Government. The Business Wales service encompasses a range of products and services offering information, advice, and support, online, via phone, virtually or in person in both English and Welsh.

Certain elements of the Business Wales service are currently delivered by external suppliers, which is expected to run until 2029.

This Prior Information Notice relates to the Welsh Government's intention to procure suitably skilled supplier(s) to deliver the Accelerated Growth Programme Services element of the Business Wales services from November 2023 to end of March 2029 (the "Service").

The anticipated aggregate value of the Service for the contract period is GBP 15.7m net (2023-2029). Aligned to the wider Welsh Government budget position, the budget for this activity is secured for financial years 2023/24 and 2024/25 only. Therefore, the proposed duration of the Service contract is expected to be structured for a period of up to 5 years and 5 months; an initial period of 17 months, with an option to extend, on an annual basis, for a further 4 years at the sole discretion of the Welsh Government, and subject always to budget approval.

There is an additional contract value of up to a further GBP 15.7m net for additional activities; GBP 31.4m net total value. These activities will be aligned to emerging Welsh Government priorities that may occur. There is no obligation placed on the Contracting Authority to utilise the additional spend value (GBP 15.7m net) and the additional services may or may not occur.

The overarching aims of Business Wales are:

1. To build confidence and inspire individuals, entrepreneurs and micro / small medium

enterprises (SME) businesses to reach their full potential. To work with key stakeholders to develop a cohesive ecosystem that is visible, simple and connected to ensure Wales is a great place to start and grow a business in the foundation or growth economies.

2. To address a key gap by creating the conditions for businesses to start, sustain and grow through the missing middle in inclusive and sustainable ways.

3. To support the productivity, resilience, growth, decarbonising, and sustainability of micro and SMEs. To secure their long-term future ownership within Wales, cementing their continued contribution to the Welsh economy.

#### **II.1.5) Estimated total value**

Value excluding VAT: £31,400,000

#### **II.1.6) Information about lots**

This contract is divided into lots: No

### **II.2) Description**

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

- 79000000 - Business services: law, marketing, consulting, recruitment, printing and security

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

NUTS codes

- UKL - Wales

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

This Prior Information Notice relates to the Welsh Government's intention to procure suitably skilled supplier(s) to deliver the Accelerated Growth Programme Services element of the Business Wales services from November 2023 to end of March 2029 (the "Service").

The Business Wales Accelerated Growth Programme works to support the objectives of the:

- Programme for Government: <https://gov.wales/programme-for-government-2021-to-2026-html>

- Wellbeing of Future Generations Act: <https://gov.wales/well-being-of-future-generations-wales>

- Co-operation Agreement between Welsh Government and Plaid Cymru published in 2021 - The Co-operation Agreement: 2021 | GOV.WALES

- Economic Resilience and Reconstruction Mission - Economic resilience and reconstruction mission | GOV.WALES

The successful Supplier will be required to target pre-revenue and established businesses that demonstrate the potential for high growth: -

- To deliver a range of pan-Wales high growth support interventions to ambitious entrepreneurs (pre revenue) and rapid high growth businesses (SMEs), via a relationship management model.

- To develop tailored business support packages that will stimulate high growth job creation, support sustainable green business growth, strengthen positive employment practices while improving workplace equality and promoting Fair Work for BW AGP participants.

- To deliver a fully accessible and inclusive high growth support service to entrepreneurs and businesses in Wales whilst addressing under-representation and inspiring high growth entrepreneurs, and business owners from all communities to build the confidence, skills, and resilience to develop their businesses.

- To increase the turnover, employment, profits, and international export sales of the high growth businesses supported on the BW AGP.

- To introduce and embed the Welsh Government Economic Contract to all businesses registered onto the programme.

- To work closely with the wider Welsh Government business support (including but not limited to Innovation & Export support), other parts of Business Wales support services, the Development Bank of Wales, the entrepreneurial ecosystem including academia, private, public and third sector, and financial sector organisations in order to complement services and support high growth development in Wales.

### **II.3) Estimated date of publication of contract notice**

17 July 2023

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## **Section IV. Procedure**

### **IV.1) Description**

#### **IV.1.8) Information about the Government Procurement Agreement (GPA)**

The procurement is covered by the Government Procurement Agreement: Yes

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## **Section VI. Complementary information**

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

The Welsh Government is placing this PIN to notify suitably skilled Supplier(s) of a potential contract opportunity.

Note: this is not a call for competition, and the Welsh Government does not guarantee that a call for competition will subsequently take place as a result of this PIN.

Any formal tender process subsequently undertaken will be in accordance with Open award procedure (Reg.27, Public Contracts Regulations 2015 (as amended)) and will be advertised under a separate Contract Notice.

The aim of any subsequent tender process will be to appoint a Supplier to deliver Services set out in the Contract Notice and the applicable award criteria will be on the basis of the most economically advantageous tender.

The Welsh Government would welcome consortium bids or groups of more than one legal entity bidding together. For further information on joint bidding, please see the information at:

- Joint bidding for public contracts: guidance for consortia | GOV.WALES

The Welsh Government will seek proposals that deliver its social value, economic and environmental sustainability objectives, and contract performance conditions may relate to social value, economic and environmental considerations.

The Welsh Government will not reimburse, and shall not be responsible for, any costs, charges or expenses incurred by organisations responding to this PIN.

Any subsequent tender process will be undertaken and administered via Sell2Wales and eTenderWales; once live, all communications will be sent via eTenderWales only.

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NOTE: To register your interest in this notice and obtain any additional information please visit the Sell2Wales Web Site at

[https://www.sell2wales.gov.wales/Search/Search\\_Switch.aspx?ID=132857](https://www.sell2wales.gov.wales/Search/Search_Switch.aspx?ID=132857).

(WA Ref:132857)