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Contract

## **Hull and East Yorkshire Growth Hub Business Growth Scheme 2022/2023**

Hull City Council

F03: Contract award notice

Notice identifier: 2022/S 000-018982

Procurement identifier (OCID): ocds-h6vhtk-03261e

Published 12 July 2022, 9:11am

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

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

Hull City Council

The Guildhall, Alfred Gelder Street

Hull

HU1 2AA

#### **Contact**

Paul Robinson (PROCUREMENT)

#### **Email**

[paul.robinson2@hullcc.gov.uk](mailto:paul.robinson2@hullcc.gov.uk)

#### **Telephone**

+44 1482612769

**Country**

United Kingdom

**NUTS code**

UKE11 - Kingston upon Hull, City of

**National registration number**

168524345

**Internet address(es)**

Main address

<https://www.hull.gov.uk/>

Buyer's address

<https://uk.eu-supply.com/ctm/Company/CompanyInformation/Index/104102>

**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

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## **Section II: Object**

### **II.1) Scope of the procurement**

#### **II.1.1) Title**

Hull and East Yorkshire Growth Hub Business Growth Scheme 2022/2023

Reference number

SM/2022

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

- 80532000 - Management training services

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

Services

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

The HEY Growth Hub's ERDF funded #GrowMySME - Business Growth Scheme is seeking the delivery of a programme of workshops, webinars and 1-2-1 masterclasses across 4 Lots:

- Sales and Marketing
- Business Productivity and Business Improvement Processes
- Business Leadership, Innovation & Culture
- Recruitment, HR, and Workforce Development.

#### **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: £205,000

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

## **II.2.1) Title**

Sales and Marketing

Lot No

1

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

- 80532000 - Management training services

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

NUTS codes

- UKE13 - North and North East Lincolnshire
- UKE12 - East Riding of Yorkshire
- UKE11 - Kingston upon Hull, City of

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

The BGS provides a range of business support interventions to help SMEs become more productive, efficient, competitive, to develop new products, services & process, to enter new markets & supply chains, and to also create and safeguard jobs.

The BGS supports this SME growth across different types of intervention activity, including:

- One to one advice from Growth Hub Business Advisors to determine the needs of the client, including a detailed diagnostic and development of an action plan of support required to achieve growth objectives
- A comprehensive programme of workshops/masterclasses, delivered by industry experts across a range of topics.
- A Scale Up support programme for SMEs with high/rapid growth potential
- Support to access new markets and supply chains via the Supply Chain Network
- Voucher/grant support to SMEs based on projects identified through one to one advice and support.

- Sector Development support provided via bespoke commissioned interventions, for example the Humber Social Enterprise Accelerator Pilot.
- Electronic delivery – a suite of webinars and recordings, online content and other digital tools for SMEs to use to aid their growth.

The primary objective of this commission is for the provision of information, advice and guidance to SME businesses on the 4 Lots - Sales and Marketing, Business Productivity and Business Improvement Processes, Business Leadership, Innovation & Culture and Recruitment, HR, and Workforce Development topics.

## **II.2.5) Award criteria**

Quality criterion - Name: Quality / Weighting: 75

Quality criterion - Name: Social Value / Weighting: 10

Price - Weighting: 15

## **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: Yes

Identification of the project

These schemes have been approved under a response to competitive calls for European Regional Development Fund (ERDF) projects released by the Department for Levelling up Housing and Communities for the 2014-2020 European Structural and Investment Funds (ESIF) Programme.

## **II.2) Description**

### **II.2.1) Title**

Business Productivity and Business Improvement Processes

Lot No

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

- 80532000 - Management training services

**II.2.3) Place of performance**

NUTS codes

- UKE13 - North and North East Lincolnshire
- UKE12 - East Riding of Yorkshire
- UKE11 - Kingston upon Hull, City of

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

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Quality criterion - Name: Social Value / Weighting: 10

Price - Weighting: 15

### **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: Yes

Identification of the project

These schemes have been approved under a response to competitive calls for European Regional Development Fund (ERDF) projects released by the Department for Levelling up Housing and Communities for the 2014-2020 European Structural and Investment Funds (ESIF) Programme.

## **II.2) Description**

### **II.2.1) Title**

Business Leadership, Innovation and Culture

Lot No

3

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

- 80532000 - Management training services

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

NUTS codes

- UKE13 - North and North East Lincolnshire
- UKE12 - East Riding of Yorkshire
- UKE11 - Kingston upon Hull, City of

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

The BGS provides a range of business support interventions to help SMEs become more productive, efficient, competitive, to develop new products, services & process, to enter new markets & supply chains, and to also create and safeguard jobs.

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### **II.2.5) Award criteria**



Quality criterion - Name: Quality / Weighting: 75

Quality criterion - Name: Social Value / Weighting: 10

Price - Weighting: 15

### **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: Yes

Identification of the project

These schemes have been approved under a response to competitive calls for European Regional Development Fund (ERDF) projects released by the Department for Levelling up Housing and Communities for the 2014-2020 European Structural and Investment Funds (ESIF) Programme.

## **II.2) Description**

### **II.2.1) Title**

Recruitment, HR and Workforce Development

Lot No

4

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

- 80532000 - Management training services

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

NUTS codes

- UKE13 - North and North East Lincolnshire
- UKE12 - East Riding of Yorkshire

- UKE11 - Kingston upon Hull, City of

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

The BGS provides a range of business support interventions to help SMEs become more productive, efficient, competitive, to develop new products, services & process, to enter new markets & supply chains, and to also create and safeguard jobs.

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Quality criterion - Name: Quality / Weighting: 75

Quality criterion - Name: Social Value / Weighting: 10

Price - Weighting: 15

### **II.2.11) Information about options**

Options: No

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The procurement is related to a project and/or programme financed by European Union funds: Yes

Identification of the project

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## **Section IV. Procedure**

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

#### **IV.1.1) Type of procedure**

Open procedure

#### **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 000-008068](#)

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

### **Contract No**

1

### **Lot No**

3 - Business Leadership and 4 - Recruitment, HR and WD

### **Title**

Hull and East Yorkshire Growth Hub Business Growth Scheme 2022/2023

A contract/lot is awarded: Yes

### **V.2) Award of contract**

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

12 July 2022

#### **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: No

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

Biskit Ltd.

Room 134, Regus, 1st Floor East Suite Waterfront, Salts Mill Road

Shipley

BD17 7TD

Email

[edward@biskit.co.uk](mailto:edward@biskit.co.uk)

Country

United Kingdom

NUTS code

- UKE4 - West Yorkshire

National registration number

4959465

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: £100,000

Total value of the contract/lot: £100,000

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

### **Contract No**

2

### **Lot No**

1 - Sales and Marketing

### **Title**

Hull and East Yorkshire Growth Hub Business Growth Scheme 2022/2023

A contract/lot is awarded: Yes

### **V.2) Award of contract**

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

12 July 2022

#### **V.2.2) Information about tenders**

Number of tenders received: 7

Number of tenders received from SMEs: 6

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: No

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

Client Marketing

10, Croftway, Sherburn in Elmet

Leeds

LS25 6BW

Email

[info@clientmarketing.co.uk](mailto:info@clientmarketing.co.uk)

Country

United Kingdom

NUTS code

- UKE4 - West Yorkshire

National registration number

8588369

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: £555,000

Total value of the contract/lot: £55,000

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

### **Contract No**

3

### **Lot No**

2 - Business Productivity

### **Title**

Hull and East Yorkshire Growth Hub Business Growth Scheme 2022/2023

A contract/lot is awarded: Yes

### **V.2) Award of contract**

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

12 July 2022

#### **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: No

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

PAGE Consulting Ltd

Clementhorpe Cottage



Gilberdyke

HU15 2UE

Email

[enquiries@pageconsulting.ltd.uk](mailto:enquiries@pageconsulting.ltd.uk)

Country

United Kingdom

NUTS code

- UKE12 - East Riding of Yorkshire

National registration number

4713171

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: £50,000

Total value of the contract/lot: £50,000

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## **Section VI. Complementary information**

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

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

Hu City Council

Hull City Council, The Guildhall, Alfred Gelder Street,,

Hull

HU1 1AA

Telephone

+44 1482300300

Country

United Kingdom