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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): ocids-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

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

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

2

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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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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- A comprehensive programme of workshops/masterclasses, delivered by industry experts across a range of topics.
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- Support to access new markets and supply chains via the Supply Chain Network
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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

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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](#)

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

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

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

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

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

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

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