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Contract

## **Farm Advisory Service One to Many & One to One**

Scottish Government

F03: Contract award notice

Notice identifier: 2024/S 000-021009

Procurement identifier (OCID): ocds-h6vhtk-03df6b

Published 10 July 2024, 10:05am

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

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

Scottish Government

4 Atlantic Quay, 70 York St

Glasgow

G2 8EA

#### **Email**

[ross.cameron@gov.scot](mailto:ross.cameron@gov.scot)

#### **Telephone**

+44 1412420133

#### **Country**

United Kingdom

#### **NUTS code**

UKM - Scotland

**Internet address(es)**

Main address

<http://www.scotland.gov.uk>

Buyer's address

[https://www.publiccontractsscotland.gov.uk/search/Search\\_AuthProfile.aspx?ID=AA10482](https://www.publiccontractsscotland.gov.uk/search/Search_AuthProfile.aspx?ID=AA10482)

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

The contract is awarded by a central purchasing body

**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**

Farm Advisory Service One to Many & One to One

Reference number

Case 641426

**II.1.2) Main CPV code**

- 71241000 - Feasibility study, advisory service, analysis

**II.1.3) Type of contract**

Services

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

Provision of a Farm Advisory Service (FAS)

which consists of 2 separate Lots. Lot 1 will be for FAS One to Many and Lot 2 will be for FAS One to One

#### **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: £21,290,566

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

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

Farm Advisory Service One to Many

Lot No

1

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

- 03000000 - Agricultural, farming, fishing, forestry and related products

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

NUTS codes

- UKM - Scotland

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

The One to Many Farm Advisory Service will be a professional, modern, customer focussed advisory service that supports incremental and step-changes in the economic and environmental performance of farmers, crofters and land managers throughout Scotland.

The service will offer structured support, through a period of change, whilst innovating and supporting future challenges, in particular the Scottish Government's target for net-zero by 2045 and reduction of 75% of CO2 equivalent by 2030, as well as restoration and regeneration of biodiversity across the country by 2045.

It will achieve this through provision of high quality advice, delivered by a range of media, tailored to a variety of customers, operating in collaboration with industry bodies, and supported by the Scottish Government's policies related to the sector, including the promotion and communication of pertinent and topical themes and policies throughout the period of the contract. Ad hoc advice and support will be delivered as and when issues arise.

The FAS will be delivered through two contracts; the One to Many; and One to One contract. Delivery will be integrated through an advice line and administrative hub, with a shared helpdesk facility and website, so customers engaging with the programme should not perceive any split and be seamlessly directed to the most relevant service to meet their needs.

#### Priorities:

- supporting Scotland's high quality food production;
- producing food in a way that underpins delivery of the - -- Scottish Government's climate change and biodiversity targets;
- fostering knowledge transfer and innovation in agriculture, forestry and rural areas;
- enhancing the viability and competitiveness of agriculture, and promoting use of innovative farm systems, technologies and techniques;
- sustainable forest management;
- promoting food chain organisation, animal welfare and risk management in agriculture;
- promoting resource efficiency and supporting the shift toward a low-carbon and climate resilient economy in the agriculture, food and forestry sectors; and restoring, preserving and enhancing ecosystems related to agriculture and forestry.

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

Quality criterion - Name: Quality / Weighting: 70

Price - Weighting: 30

#### **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**

Farm Advisory Service One to One

Lot No

2

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

- 03000000 - Agricultural, farming, fishing, forestry and related products

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

NUTS codes

- UKM - Scotland

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

The One to One Farm Advisory Service will provide an advice line facility where calls and emails from customers can be triaged for Farm Advisory Service support and facilitate access to high quality one to one consultancy support. This will include advice to: improve biodiversity; increase awareness of habitat and carbon sequestration benefits of woodland planting; promote climate change adaptation and mitigation opportunities; improve business management and efficiency; encourage inclusivity by supporting new entrants and women in agriculture; and helping to support the industry and the Scottish Government's policies related to the sector, in particular the Scottish Government's target for net-zero by 2045 and reduction of 75% CO2 equivalent by 2030, and restoration and regeneration of biodiversity across the country by 2045.

The FAS will be delivered through two contracts; the One to Many; and One to One contract. Delivery will be integrated through an advice line and administrative hub, with a shared helpdesk facility and website, so customers engaging with the programme should not perceive any split and be seamlessly directed to the most relevant service to meet their needs.

Priorities:

- supporting Scotland's high quality food production;

- producing food in a way that underpins delivery of the Scottish Government's climate change and biodiversity targets;
- fostering knowledge transfer and innovation in agriculture, forestry and rural areas;
- enhancing the viability and competitiveness of agriculture, and promoting use of innovative farm systems, technologies and techniques;
- sustainable forest management;
- promoting food chain organisation, animal welfare and risk management in agriculture;
- promoting resource efficiency and supporting the shift toward a low-carbon and climate resilient economy in the agriculture, food and forestry sectors; and restoring, preserving and enhancing ecosystems related to agriculture and forestry.

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

Quality criterion - Name: Quality / Weighting: 70

Price - Weighting: 30

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

Options: Yes

Description of options

In the event that demand for the One to One products exceeds the budget, the Scottish Government will have the discretion to increase the One to One budget by up to 25% on a pro-rata basis.

#### **II.2.13) Information about European Union Funds**

The procurement is related to a project and/or programme financed by European Union funds: No

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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: [2024/S 000-004360](#)

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

### **Lot No**

1

### **Title**

Farm Advisory Service One to Many

A contract/lot is awarded: Yes

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

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

13 June 2024

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

Number of tenders received: 1

Number of tenders received from SMEs: 0

Number of tenders received from tenderers from other EU Member States: 0

Number of tenders received from tenderers from non-EU Member States: 1

Number of tenders received by electronic means: 1

The contract has been awarded to a group of economic operators: No

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

SAC Commercial Ltd

King's Buildings, West Mains Road

Edinburgh

EH9 3JG

Country

United Kingdom

NUTS code

- UKM75 - Edinburgh, City of

The contractor is an SME

No

**V.2.4) Information on value of contract/lot (excluding VAT)**

Total value of the contract/lot: £14,999,999

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**Section V. Award of contract**

**Lot No**

2

**Title**

Farm Advisory Service One to One

A contract/lot is awarded: Yes



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

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

21 June 2024

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

Number of tenders received: 1

Number of tenders received from SMEs: 0

Number of tenders received from tenderers from other EU Member States: 0

Number of tenders received from tenderers from non-EU Member States: 1

Number of tenders received by electronic means: 1

The contract has been awarded to a group of economic operators: No

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

Ricardo AEA Ltd

18 Blythswood Square

Glasgow

G2 4BG

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

No

### **V.2.4) Information on value of contract/lot (excluding VAT)**

Total value of the contract/lot: £6,290,567

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## **Section VI. Complementary information**

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

(SC Ref:771983)

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

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

Edinburgh Sheriff Court and Justice of the Peace Court

Edinburgh

EH11LB

Country

United Kingdom