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Contract

High Growth Ventures Specialist Business Support Framework

Scottish Enterprise

F03: Contract award notice

Notice identifier: 2022/S 000-021331

Procurement identifier (OCID): ocds-h6vhtk-03282d

Published 3 August 2022, 4:31pm

Section I: Contracting authority

I.1) Name and addresses

Scottish Enterprise

Atrium Court, 50 Waterloo Street

Glasgow

G2 6HQ

Contact

Joanne Napier

Email

joanne.napier@scotent.co.uk

Telephone

+44 1414686024

Country

United Kingdom

NUTS code

UKM82 - Glasgow City

Internet address(es)

Main address

<http://www.scottish-enterprise.com/>

Buyer's address

https://www.publiccontractsscotland.gov.uk/search/Search_AuthProfile.aspx?ID=AA00398

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 Agency/Office

I.5) Main activity

Economic and financial affairs

Section II: Object

II.1) Scope of the procurement

II.1.1) Title

High Growth Ventures Specialist Business Support Framework

Reference number

P22-0124

II.1.2) Main CPV code

- 79400000 - Business and management consultancy and related services

II.1.3) Type of contract

Services

II.1.4) Short description

The purpose of this ITT is to appoint multiple suppliers to a 5-lot framework, each lot may have up to 5 suppliers, to deliver entrepreneurial specialist business support to Scottish Enterprise's High Growth Ventures (HGV) companies.

The framework is expected to be in place for 2 years with the option to extend for a further 12 months if required.

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: £1,875,000

II.2) Description

II.2.1) Title

Leadership

Lot No

1

II.2.2) Additional CPV code(s)

- 79400000 - Business and management consultancy and related services
- 79410000 - Business and management consultancy services
- 79411000 - General management consultancy services
- 72220000 - Systems and technical consultancy services

II.2.3) Place of performance

NUTS codes

- UKM - Scotland

II.2.4) Description of the procurement

The main aim of this framework is to support and accelerate early-stage high growth companies aligned to the economic opportunities and national programmes above, with their journey towards closing significant investment to scale. Activity will focus on SE's High Growth Ventures (HGV) companies, clients from the High Growth Spinout Programme (HGSP), and early-stage Account Managed Scale-Ups (AM Scale Ups).

For Lot 1 providers will be expected to demonstrate experience of supporting early-stage founder/CEOs, of leading or significantly influencing a new or growing business at Board level, and/or be able to demonstrate experience of leading an innovative enterprise trading internationally.

II.2.5) Award criteria

Quality criterion - Name: Project Team Structure, Business and Sectoral Knowledge / Weighting: 35

Quality criterion - Name: Investment Networks / Weighting: 20

Quality criterion - Name: Methodology / Weighting: 15

Quality criterion - Name: Added Value and Innovation / Weighting: 15

Quality criterion - Name: Information Security / Weighting: 10

Quality criterion - Name: Fair Work First / Weighting: 5

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

Investment and Corporate Governance

Lot No

2

II.2.2) Additional CPV code(s)

- 79410000 - Business and management consultancy services
- 79400000 - Business and management consultancy and related services
- 79411000 - General management consultancy services
- 72220000 - Systems and technical consultancy services

II.2.3) Place of performance

NUTS codes

- UKM - Scotland

II.2.4) Description of the procurement

The main aim of this framework is to support and accelerate early-stage high growth companies aligned to the economic opportunities and national programmes above, with their journey towards closing significant investment to scale. Activity will focus on SE's High Growth Ventures (HGV) companies, clients from the High Growth Spinout Programme (HGSP), and early-stage Account Managed Scale-Ups (AM Scale Ups).

For Lot 2 intense 1:1 support is required in those early stages to enable companies to prepare for investment and attract the right investors at the right time. Providers must be

able to demonstrate knowledge and experience of helping early-stage companies raise significant investment, and of working at Board level with these types of start-ups.

II.2.5) Award criteria

Quality criterion - Name: Project Team Structure, Business and Sectoral Knowledge / Weighting: 35

Quality criterion - Name: Investment Networks / Weighting: 20

Quality criterion - Name: Methodology / Weighting: 20

Quality criterion - Name: Added Value and Innovation / Weighting: 14

Quality criterion - Name: Information Security / Weighting: 10

Quality criterion - Name: Fair Work First / Weighting: 5

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

Innovation and Commercialisation

Lot No

3

II.2.2) Additional CPV code(s)

- 79400000 - Business and management consultancy and related services
- 79410000 - Business and management consultancy services

- 79411000 - General management consultancy services
- 72220000 - Systems and technical consultancy services

II.2.3) Place of performance

NUTS codes

- UKM - Scotland

II.2.4) Description of the procurement

The main aim of this framework is to support and accelerate early-stage high growth companies aligned to the economic opportunities and national programmes above, with their journey towards closing significant investment to scale. Activity will focus on SE's High Growth Ventures (HGV) companies, clients from the High Growth Spinout Programme (HGSP), and early-stage Account Managed Scale-Ups (AM Scale Ups).

For Lot 3 providers will be expected to demonstrate experience of helping early stage companies map, plan and commercialise their product/service development, and have a track record of being involved in similar high growth innovation driven enterprises in appropriate sectors.

II.2.5) Award criteria

Quality criterion - Name: Project Team Structure, Business and Sectoral Knowledge / Weighting: 35

Quality criterion - Name: Investment Networks / Weighting: 20

Quality criterion - Name: Methodology / Weighting: 15

Quality criterion - Name: Added Value and Innovation / Weighting: 15

Quality criterion - Name: Information Security / Weighting: 10

Quality criterion - Name: Fair Work First / Weighting: 5

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

Data Opportunities

Lot No

4

II.2.2) Additional CPV code(s)

- 79400000 - Business and management consultancy and related services
- 79410000 - Business and management consultancy services
- 79411000 - General management consultancy services
- 72220000 - Systems and technical consultancy services

II.2.3) Place of performance

NUTS codes

- UKM - Scotland

II.2.4) Description of the procurement

The main aim of this framework is to support and accelerate early-stage high growth companies aligned to the economic opportunities and national programmes above, with their journey towards closing significant investment to scale. Activity will focus on SE's High Growth Ventures (HGV) companies, clients from the High Growth Spinout Programme (HGSP), and early-stage Account Managed Scale-Ups (AM Scale Ups).

For Lot 4 suppliers must have an in-depth knowledge and experience of working with businesses to explore and develop data-driven insights and commercial opportunities.

II.2.5) Award criteria

Quality criterion - Name: Project Team Structure, Business and Sectoral Knowledge / Weighting: 35

Quality criterion - Name: Investment Networks / Weighting: 20

Quality criterion - Name: Methodology / Weighting: 15

Quality criterion - Name: Added Value and Innovation / Weighting: 15

Quality criterion - Name: Information Security / Weighting: 10

Quality criterion - Name: Fair Work First / Weighting: 5

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

Executive Education Programme

Lot No

5

II.2.2) Additional CPV code(s)

- 79400000 - Business and management consultancy and related services
- 79410000 - Business and management consultancy services
- 79411000 - General management consultancy services
- 72220000 - Systems and technical consultancy services

II.2.3) Place of performance

NUTS codes

- UKM - Scotland

II.2.4) Description of the procurement

The main aim of this framework is to support and accelerate early-stage high growth companies aligned to the economic opportunities and national programmes above, with their journey towards closing significant investment to scale. Activity will focus on SE's High Growth Ventures (HGV) companies, clients from the High Growth Spinout Programme (HGSP), and early-stage Account Managed Scale-Ups (AM Scale Ups).

For Lot 5 providers must have experience of coaching/mentoring/educating early-stage, high growth ventures both at individual and cohort level.

II.2.5) Award criteria

Quality criterion - Name: Project Team Structure, Business and Sectoral Knowledge / Weighting: 35

Quality criterion - Name: Investment Networks / Weighting: 20

Quality criterion - Name: Methodology / Weighting: 15

Quality criterion - Name: Added Value and Innovation / Weighting: 15

Quality criterion - Name: Information Security / Weighting: 10

Quality criterion - Name: Fair Work First / Weighting: 5

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

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 000-008594](#)

Section V. Award of contract

Lot No

1

Title

Leadership

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

21 June 2022

V.2.2) Information about tenders

Number of tenders received: 8

Number of tenders received from SMEs: 7

Number of tenders received from tenderers from other EU Member States: 7

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

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

Entrepreneur Business School Ltd

6th Floor, Gordon Chambers, 90 Mitchell Street

GLASGOW

G1 3NQ

Telephone

+44 7909911957

Country

United Kingdom

NUTS code

- UKM82 - Glasgow City

The contractor is an SME

Yes

V.2.3) Name and address of the contractor

High Growth Start-Up Specialists Ltd

The Coach House, Ramoyle

Dunblane

FK15 0BE

Telephone

+44 7880733103

Country

United Kingdom

NUTS code

- UKM77 - Perth & Kinross and Stirling

The contractor is an SME

Yes

V.2.3) Name and address of the contractor

(GW Partners LTD t/a) Metta

3rd Floor, 86-90 Paul Street

London

EC2A 4NE

Telephone

+44 7545180461

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

Yes

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

Total value of the contract/lot: £375,000

Section V. Award of contract

Lot No

2

Title

Investment and Corporate Governance

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

21 June 2022

V.2.2) Information about tenders

Number of tenders received: 8

Number of tenders received from SMEs: 7

Number of tenders received from tenderers from other EU Member States: 7

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

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

Entrepreneur Business School Ltd

6th Floor, Gordon Chambers, 90 Mitchell Street

GLASGOW

G1 3NQ

Telephone

+44 7909911957

Country

United Kingdom

NUTS code

- UKM82 - Glasgow City

The contractor is an SME

Yes

V.2.3) Name and address of the contractor

High Growth Start-Up Specialists Ltd

The Coach House, Ramoyle

Dunblane

FK15 0BE

Telephone

+44 7880733103

Country

United Kingdom

NUTS code

- UKM77 - Perth & Kinross and Stirling

The contractor is an SME

Yes

V.2.3) Name and address of the contractor

(GW Partners LTD t/a) Metta

3rd Floor, 86-90 Paul Street

London

EC2A 4NE

Telephone

+44 7545180461

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

Yes

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

Total value of the contract/lot: £468,750

Section V. Award of contract

Lot No

3

Title

Innovation and Commercialisation

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

21 June 2022

V.2.2) Information about tenders

Number of tenders received: 9

Number of tenders received from SMEs: 8

Number of tenders received from tenderers from other EU Member States: 8

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

Number of tenders received by electronic means: 9

The contract has been awarded to a group of economic operators: Yes

V.2.3) Name and address of the contractor

Entrepreneur Business School Ltd

6th Floor, Gordon Chambers, 90 Mitchell Street

GLASGOW

G1 3NQ

Telephone

+44 7909911957

Country

United Kingdom

NUTS code

- UKM82 - Glasgow City

The contractor is an SME

Yes

V.2.3) Name and address of the contractor

High Growth Start-Up Specialists Ltd

The Coach House, Ramoyle

Dunblane

FK15 0BE

Telephone

+44 7880733103

Country

United Kingdom

NUTS code

- UKM77 - Perth & Kinross and Stirling

The contractor is an SME

Yes

V.2.3) Name and address of the contractor

Oxentia Ltd

Willow Court, , 7 West Way, Oxford

Oxford

OX2 0JB

Telephone

+44 1865636282

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

Yes

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

Total value of the contract/lot: £656,250

Section V. Award of contract

Lot No

4

Title

Data Opportunities

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

21 June 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: 4

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

Number of tenders received by electronic means: 5

The contract has been awarded to a group of economic operators: Yes

V.2.3) Name and address of the contractor

Effini Limited

94 Findhorn Place

Edinburgh

EH9 2NZ

Telephone

+44 7753610456

Country

United Kingdom

NUTS code

- UKM - Scotland

The contractor is an SME

Yes

V.2.3) Name and address of the contractor

Bellrock Technology

Centrum Building, 38 Queen Street

Glasgow

G1 3DX

Telephone

+44 7743626023

Country

United Kingdom

NUTS code

- UKM82 - Glasgow City

The contractor is an SME

Yes

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

Total value of the contract/lot: £281,250

Section V. Award of contract

Lot No

5

Title

Executive Education Programme

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

21 June 2022

V.2.2) Information about tenders

Number of tenders received: 6

Number of tenders received from SMEs: 5

Number of tenders received from tenderers from other EU Member States: 5

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

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

Entrepreneur Business School Ltd

6th Floor, Gordon Chambers, 90 Mitchell Street

GLASGOW

G1 3NQ

Telephone

+44 7909911957

Country

United Kingdom

NUTS code

- UKM82 - Glasgow City

The contractor is an SME

Yes

V.2.3) Name and address of the contractor

(GW Partners LTD t/a) Metta

3rd Floor, 86-90 Paul Street

London

EC2A 4NE

Telephone

+44 7545180461

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

Yes

V.2.3) Name and address of the contractor

Effini Limited

94 Findhorn Place

Edinburgh

EH9 2NZ

Telephone

+44 7753610456

Country

United Kingdom

NUTS code

- UKM - Scotland

The contractor is an SME

Yes

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

Total value of the contract/lot: £93,750

Section VI. Complementary information

VI.3) Additional information

03/08/2022 - THIS IS A CONTRACT AWARD NOTICE

SPD Statement for 2A.17 – Form of Participation (Notably as part of a group, consortium, joint venture or similar).

Any contract will be entered into with the nominated lead organisation and all members of the consortium, who will in these circumstances each be required to execute said contract together with all ancillary documentation, evidencing their joint and several liability in respect of the obligations and liabilities of the contract. It will be for members of the consortium to sort out their respective duties and liabilities amongst each other. For

administrative purposes, any associated documentation will be sent to the nominated lead organisation.

SPD Statement for 2C.1 - Where the main bidder relies on the capacities of other entities in order to meet the selection criteria, the bidder must provide a separate SPD response setting out the information required under SPD (Scotland): Part II (sections A and B); Part III exclusion grounds; the relevant part of Section IV selection criteria; and Part V (if applicable) for each of the entities concerned.

SPD Statement for 2D.1.2 – If the bidder proposes to subcontract any part(s) of the service and those sub-contractors are not relied upon, they should arrange for a separate SPD response from each potential subcontractor. The subcontractors must complete the relevant parts of the SPD (Scotland) (Sections A and B of Part II and Part III only) to self-declare whether there are grounds for their exclusion. This may be requested at the selection stage or prior to the subcontractor commencing work on the contract.

(SC Ref:700897)

VI.4) Procedures for review

VI.4.1) Review body

Glasgow Sheriff Court and Justice of the Peace Court

Sheriff Clerk's Office, PO Box 23, 1 Carlton Place,

Glasgow

G5 9DA

Telephone

+44 1414298888

Country

United Kingdom

Internet address

<https://www.scotcourts.gov.uk/the-courts/court-locations/glasgow-sheriff-court-and-justice-of-the-peace-court>

VI.4.2) Body responsible for mediation procedures

Scottish Government

5 Atlantic Quay, 150 Broomielaw

Glasgow

G2 8LU

Email

SPOEprocurement@scotland.gsi.gov.uk

Telephone

+44 1412425466

Country

United Kingdom

Internet address

<http://www.gov.scot/Topics/Government/Procurement/Selling/supplier-enquiries>

VI.4.3) Review procedure

Precise information on deadline(s) for review procedures

In the first instance, contact the Head of Facilities Management and Procurement at Scottish Enterprise, with any concerns or enquiries. Email: <https://www.scottish-enterprise.com/help/contact-us>.

An economic operator that suffers, or risks suffering, loss or damage attributable to a breach of duty under the Public Contracts (Scotland) Regulations 2015, may bring

proceedings that will be started in the High Court.

VI.4.4) Service from which information about the review procedure may be obtained

Scottish Government

5 Atlantic Quay, 150 Broomielaw

Glasgow

G2 8LU

Email

SPOEprocurement@scotland.gsi.gov.uk

Telephone

+44 1412425466

Country

United Kingdom

Internet address

<http://www.gov.scot/Topics/Government/Procurement/Selling/supplier-enquiries>