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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): ocids-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](mailto: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](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

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## **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

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## **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](#)

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## **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

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## **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



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## **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

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## **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

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## **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

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## **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](mailto: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](mailto:SPOEprocurement@scotland.gsi.gov.uk)

Telephone

+44 1412425466

Country

United Kingdom

Internet address

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