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Contract

## **XpoNorth Digital**

Highlands and Islands Enterprise

F03: Contract award notice

Notice identifier: 2022/S 000-021539

Procurement identifier (OCID): ocds-h6vhtk-032865

Published 5 August 2022, 12:00pm

## **Section I: Contracting authority**

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

Highlands and Islands Enterprise

An Lòchran, 10 Inverness Campus

Inverness

IV2 5NA

#### **Email**

[hieprocurement@hient.co.uk](mailto:hieprocurement@hient.co.uk)

#### **Telephone**

+44 1463245245

#### **Country**

United Kingdom

**NUTS code**

UKM6 - Highlands and Islands

**National registration number**

313

**Internet address(es)**

Main address

<http://www.hie.co.uk>

Buyer's address

[http://www.publiccontractsscotland.gov.uk/search/Search\\_AuthProfile.aspx?ID=AA00313](http://www.publiccontractsscotland.gov.uk/search/Search_AuthProfile.aspx?ID=AA00313)

**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

XpoNorth Digital

Reference number

FTS017

#### II.1.2) Main CPV code

- 79411100 - Business development consultancy services

#### II.1.3) Type of contract

Services

#### II.1.4) Short description

THIS IS A CONTRACT AWARD NOTICE AND AS SUCH THE PROCUREMENT PROCESS IS COMPLETE.

The XpoNorth Digital contract is delivered under the Northern Innovation Hub (NIH): the NIH is part of the Inverness and Highland City-Region Deal - a joint initiative supported by GBP315m investment from the UK and Scottish governments, The Highland Council, HIE and the University of the Highlands and Islands.

The XpoNorth Digital programme has the specific intention of supporting businesses to develop digital practices and to maximise exploitation of the crowd economy.

The services will be required from 1 August 2022 for an initial period of 2 years (until 31 July 2024), with HIE having the option to extend two times for a period or periods together not exceeding 1 year following the Initial Term (2+1+1 years - latest potential expiry date: 31 July 2026).

The initial 2-year budget currently available to deliver this service was between GBP 438,000 and GBP 732,000 (excluding VAT). The budget includes funding from HIE to allow the services to be delivered across the whole Highlands and Islands region, although the volume of clients outside of the Highland Council area is currently limited due to funding.

## **II.1.6) Information about lots**

This contract is divided into lots: No

## **II.1.7) Total value of the procurement (excluding VAT)**

Value excluding VAT: £1,327,240

## **II.2) Description**

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

- 79410000 - Business and management consultancy services
- 73220000 - Development consultancy services
- 79400000 - Business and management consultancy and related services
- 80510000 - Specialist training services
- 80570000 - Personal development training services

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

NUTS codes

- UKM6 - Highlands and Islands

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

The programme of activity will work with clients to:

- Increase the impact of the crowd economy in the region – more effectively using consumers to buy, to test new ideas on and to promote the business / organisation/community.
- Assess opportunities for digital innovation around the individual clients' current business.
- Support the planning, development and delivery of new immersive content and experiences to engage consumers more effectively.
- Encourage and support the development of new digital business models for the creative sector, including the use of platforms such as Patreon.

-Access networks training and advice to maximise exploitation of IP and other assets digitally.

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

Quality criterion - Name: Cyber Security / Weighting: Pass/Fail

Quality criterion - Name: Management and Delivery Methodology / Weighting: 20%

Quality criterion - Name: Management and Delivery team - Core Team / Weighting: 15%

Quality criterion - Name: Additional Resources / Weighting: 10%

Quality criterion - Name: Added Value / Weighting: 10%

Quality criterion - Name: Community Benefits / Weighting: 5%

Price - Weighting: 40%

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

Options: Yes

Description of options

HIE may require the supplier to provide additional services. Any such modification shall be in terms of Regulation 72 of Please see the Scope of Requirements for further details.

### **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.2.14) Additional information**

Economic operators may be excluded from this competition if they are in any of the situations referred to in Regulation 58 of the Public Contracts (Scotland) Regulations 2015.

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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 000-008650](#)

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

### **Contract No**

FTS 017

A contract/lot is awarded: Yes

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

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

19 July 2022

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

Number of tenders received: 1

Number of tenders received from SMEs: 1

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**

Ironworks Venue Limited

Inverness

IV3 5PR

Country

United Kingdom

NUTS code

- UKM - Scotland

National registration number

Forbes House, 36 Huntly Street

The contractor is an SME

Yes

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

Total value of the contract/lot: £1,327,240

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## **Section VI. Complementary information**

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

The total value of the services over the maximum 4 years is 1,327,240 GBP (excluding VAT). This is the figure that has been used in II.1.7 & V.2.4.

(SC Ref:699660)

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

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

Inverness Sheriff Court and Justice of the Peace Court

The Inverness Justice Centre, Longman Road

Inverness

IV1 1AH

Email

[inverness@scotcourts.gov.uk](mailto:inverness@scotcourts.gov.uk)

Telephone

+44 1463230782

Country

United Kingdom

Internet address

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

### **VI.4.3) Review procedure**

Precise information on deadline(s) for review procedures

An economic operator that suffers, or is at risk of suffering, loss or damage attributable to a breach of duty under the Public Contracts (Scotland) Regulations 2015 or the Procurement Reform (Scotland) Act 2014 , may bring proceedings in the Sheriff Court or the Court of Session.