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Tender

## **goStrategy: Strategic Business Development**

East Ayrshire Council

F02: Contract notice

Notice identifier: 2023/S 000-022145

Procurement identifier (OCID): ocds-h6vhtk-03eba4

Published 31 July 2023, 12:11pm

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

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

East Ayrshire Council

Corporate Procurement Team, London Road HQ

Kilmarnock

KA3 7BU

#### **Email**

[zoe.wilson@east-ayrshire.gov.uk](mailto:zoe.wilson@east-ayrshire.gov.uk)

#### **Country**

United Kingdom

#### **NUTS code**

UKM93 - East Ayrshire and North Ayrshire mainland

#### **Internet address(es)**

Main address

<http://www.east-ayrshire.gov.uk>

Buyer's address

[https://www.publiccontractsscotland.gov.uk/search/Search\\_AuthProfile.aspx?ID=AA00223](https://www.publiccontractsscotland.gov.uk/search/Search_AuthProfile.aspx?ID=AA00223)

### **I.3) Communication**

The procurement documents are available for unrestricted and full direct access, free of charge, at

<https://www.publictendersscotland.publiccontractsscotland.gov.uk/>

Additional information can be obtained from the above-mentioned address

Tenders or requests to participate must be submitted electronically via

<https://www.publictendersscotland.publiccontractsscotland.gov.uk/>

### **I.4) Type of the contracting authority**

Regional or local 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**

goStrategy: Strategic Business Development

Reference number

PS/23/85

#### **II.1.2) Main CPV code**

- 79411100 - Business development consultancy services

### **II.1.3) Type of contract**

Services

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

Strategic Business Development consultancy framework.

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

This contract is divided into lots: No

## **II.2) Description**

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

- 79411100 - Business development consultancy services

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

NUTS codes

- UKM93 - East Ayrshire and North Ayrshire mainland

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

The Council require to tender in order to put in place a framework of up to 10 providers, which will enable East Ayrshire Council to deliver expert advice and strategic business support to local businesses under the GoStrategy Brand

GoStrategy will focus on building a strategic understanding within a business to help it achieve a positive operational transformation over the long term.

GoStrategy will help a business determine where it is going over the next year or more and how it will get there, providing a strategic emphasis.

It is expected that the consultants selected for GoStrategy will undertake a process that will include the following elements:

- a. Strategic analysis – a review of internal and external business environment and an evaluation of the challenges and opportunities it presents
- b. Strategic direction – setting the strategic goals and selecting the best strategies for achieving them
- c. Strategic Plan – to assist the development and implementation of a strategic plan,

including identifying the tactics associated with reaching stated objectives, specifying responsibilities and timelines and setting out the budgetary requirements.

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

Quality criterion - Name: Quality / Weighting: 80

Price - Weighting: 20

#### **II.2.7) Duration of the contract, framework agreement or dynamic purchasing system**

Duration in months

24

This contract is subject to renewal

Yes

Description of renewals

2 x 1 year extensions

#### **II.2.10) Information about variants**

Variants will be accepted: No

#### **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 III. Legal, economic, financial and technical information**

#### **III.2) Conditions related to the contract**

##### **III.2.3) Information about staff responsible for the performance of the contract**

Obligation to indicate the names and professional qualifications of the staff assigned to performing the contract

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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

Framework agreement with several operators

Envisaged maximum number of participants to the framework agreement: 10

#### **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.2.2) Time limit for receipt of tenders or requests to participate**

Date

30 August 2023

Local time

12:00pm

#### **IV.2.4) Languages in which tenders or requests to participate may be submitted**

English

#### **IV.2.7) Conditions for opening of tenders**

Date

30 August 2023

Local time

12:00pm

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## **Section VI. Complementary information**

### **VI.1) Information about recurrence**

This is a recurrent procurement: Yes

Estimated timing for further notices to be published: Yes, if funding available. In 2, 3 or 4 years.

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

The buyer is using PCS-Tender to conduct this ITT exercise. The Project code is 24805. For more information see:

<http://www.publiccontractsscotland.gov.uk/info/InfoCentre.aspx?ID=2343>

(SC Ref:740253)

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

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

Kilmarnock Sheriff Court

St Marnock Street

Kilmarnock

Country

United Kingdom