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Tender

## **Business Development Role Within the Green New Deal Fund (GNDF) in the North Of Tyne**

The North of Tyne Combined Authority (“NTCA”) is conducting this procurement on behalf of the Green New Deal Fund Limited Partnership (“GNDF LP”) – please see ITT for further details. The contract arising from this procurement will be with the GNDF LP and not NTCA

F02: Contract notice

Notice identifier: 2021/S 000-022306

Procurement identifier (OCID): ocids-h6vhtk-02de91

Published 8 September 2021, 3:55pm

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

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

The North of Tyne Combined Authority (“NTCA”) is conducting this procurement on behalf of the Green New Deal Fund Limited Partnership (“GNDF LP”) – please see ITT for further details. The contract arising from this procurement will be with the GNDF LP and not NTCA

North of Tyne Combined Authority c/o Strategic Procurement Quadrant, Cobalt Business Park, The Silverlink North

North Tyneside

NE27 0BY

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+44 1916435660

**Country**

United Kingdom

**NUTS code**

UKC - North East (England)

**Internet address(es)**

Main address

<https://www.northoftyne-ca.gov.uk/>

Buyer's address

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

**I.3) Communication**

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

<https://procontract.due-north.com/>

Additional information can be obtained from the above-mentioned address

Tenders or requests to participate must be submitted electronically via

<https://procontract.due-north.com/>

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

Other type

The Green New Deal Fund Limited Partnership (“GNDF LP”) – please see ITT for further details.

## **I.5) Main activity**

Environment

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## **Section II: Object**

### **II.1) Scope of the procurement**

#### **II.1.1) Title**

Business Development Role Within the Green New Deal Fund (GNDF) in the North Of Tyne

Reference number

DN566986

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

- 79000000 - Business services: law, marketing, consulting, recruitment, printing and security

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

Services

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

The NTCA has established a Green New Deal Fund (“GNDF”) to catalyse investment in green growth. Committing £9m over the next three years, this fund will form a mechanism to stimulate innovation and business growth in the areas of heat decarbonisation, energy efficiency, renewables, energy systems, low carbon transport and natural capital. The focus of the GNDF is to support the ‘green growth economy’ by, prioritising projects which can deliver significant carbon reductions as well as supporting new industry and jobs in areas where emissions reductions are most needed.

In June 2021, the NTCA announced, under Delegated Decision, the appointment of Amber Fund Management Limited (“AFML”), a sister company of Amber Infrastructure Limited (“Amber”) to act as Fund Manager for the GNDF. As part of Amber’s expression of interest for the GNDF, Amber proposed to appoint a business development partner to assist with the delivery of the GNDF.

A partner with knowledge of the local business ecosystem is required to support the Green New Deal Fund Limited Partnership (“GNDF LP”) in a Business Development role (“BD Partner”). The BD Partner must have premises with the ability to host up to a

maximum of 1.5 FTE members of the Amber team within the region, as well as meeting space to host local clients. The selected BD Partner will support Amber in a business development and origination capacity and will be required to source, manage and review applications from eligible organisations including SMEs and public sector bodies including local authorities, housing associations, education bodies, the NHS and community partnerships for the GNDF.

The BD Partner will actively engage with Amber and provide support to ensure the deployment of the Fund, in accordance with the NTCA's requirements, will meet the desired outcomes and will manage a diversified portfolio of clients and pipeline proposals. In addition, the BD Partner will indicate if they are able to leverage private and/or public funding through co-financing options alongside the NTCA's £9 million investment. The BD Partner will support Amber in providing a flexible investment strategy that will encourage regional business growth and employment in the low carbon supply chain, provide match funding of last resort to low carbon capital projects that can demonstrate significant jobs impacts, and run relevant exercises such as Expressions of Interest and/or technology challenges to stimulate pipeline development.

#### **II.1.5) Estimated total value**

Value excluding VAT: £193,000

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

This contract is divided into lots: No

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

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

NUTS codes

- UKC - North East (England)

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

The primary objective of the BD Partner is to support Amber to identify investment opportunities in net zero and low carbon projects within the North of Tyne region.

This will include but not be limited to:

- Identifying local companies and projects to add to the existing pipeline ranging from commercialisation of new innovative technologies through to the funding of more established low carbon projects;

- The development of key themes within the scope of net zero across the North of Tyne region and establishing relationships with key stakeholders that will inform and support the GNDF investment strategy. Organise and manage pipeline targeted events, this could include for example a specific event targeting housing associations or community projects;
- Supporting the Fund pipeline to maximise on the Fund outputs, this includes reduction of CO2 and the creation of new green jobs and skills within the region;
- Support on the development of research into the local pipeline and contribution towards the development of existing partnerships in the academic and industrial sectors; and
- Bringing together different aspects of a local energy stakeholder network and identify various stakeholders including community energy groups that will deliver projects in line with the GNDF requirements of delivering a sustainable low carbon economy, that will create jobs in the local economy and stimulate growth and skills through investment into regional energy initiatives.

The BD Partner will not be responsible in a decision-making capacity with all final decisions resting with Amber as the Fund Manager.

It is expected that the Business Development role will continue to grow existing NTCA networks and introduce new business opportunities worthy of investment from the GNDF through attending events and networking, hosting open days and horizon scanning of low carbon energy project opportunities, initiating discussions, and responding to incoming leads. The BD Partner should have premises with the ability to host up to a maximum of 1.5 FTE members of the Amber team within the region, as well as meeting space to host local clients to develop these opportunities.

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

Price is not the only award criterion and all criteria are stated only in the procurement documents

### **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

Option to extend for 1 x 24 months

**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

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

Date

8 October 2021

Local time

12:00pm

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

English

#### **IV.2.6) Minimum time frame during which the tenderer must maintain the tender**

Duration in months: 3 (from the date stated for receipt of tender)

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

Date

8 October 2021

Local time

12:00pm

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## **Section VI. Complementary information**

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

This is a recurrent procurement: No

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

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

Royal Courts of Justice

Strand

London

WC2A 2LL

Country

United Kingdom