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Tender

Business Wales Accelerated Growth Programme Services

Llywodraeth Cymru / Welsh Government

F02: Contract notice

Notice identifier: 2023/S 000-022535

Procurement identifier (OCID): ocds-h6vhtk-03de82

Published 3 August 2023, 8:34am

Section I: Contracting authority

I.1) Name and addresses

Llywodraeth Cymru / Welsh Government

Gwasanaethau Caffael Corfforaethol / Corporate Procurement Services, Parc Cathays / Cathays Park

Caerdydd / Cardiff

CF10 3NQ

Contact

Matthew Collins

Email

matthew.collins@gov.wales

Telephone

+44 3000615991

Country

United Kingdom

NUTS code

UKL - Wales

Internet address(es)

Main address

<http://www.sell2wales.gov.wales>

Buyer's address

https://www.sell2wales.gov.wales/search/Search_AuthProfile.aspx?ID=AA0007

I.2) Information about joint procurement

The contract is awarded by a central purchasing body

I.3) Communication

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

<https://etenderwales.bravosolution.co.uk>

Additional information can be obtained from the above-mentioned address

Tenders or requests to participate must be submitted electronically via

<https://etenderwales.bravosolution.co.uk>

I.4) Type of the contracting authority

Ministry or any other national or federal authority

I.5) Main activity

General public services

Section II: Object

II.1) Scope of the procurement

II.1.1) Title

Business Wales Accelerated Growth Programme Services

Reference number

C077/2023/2024

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

Through Business Wales, the Welsh Government offers business support services to inspire entrepreneurs and SMEs to help start, sustain, and grow businesses in Wales. Business Wales is delivered through a blend of external suppliers, grant awards (third party providers) and 'in-house' teams within Welsh Government. The Business Wales service encompasses a range of products and services offering information, advice, and support, online, via phone, virtually or in person in both English and Welsh.

Certain elements of the Business Wales service are currently delivered by external suppliers, which is expected to run until 2029.

This Contract Notice relates to the Welsh Government's intention to procure suitably skilled supplier(s) to deliver the Accelerated Growth Programme Services element of the Business Wales services from November 2023 to end of March 2029 (the "Service").

The anticipated aggregate value of the Service for the contract period is GBP 15.8m net (2023-2029). Aligned to the wider Welsh Government budget position, the budget for this activity is secured for financial years 2023/24 and 2024/25 only. Therefore, the proposed

duration of the Service contract is expected to be structured for a period of up to 5 years and 5 months; an initial period of 17 months, with an option to extend, on an annual basis, for a further 4 years at the sole discretion of the Welsh Government, and subject always to budget approval.

There is an additional contract value of up to a further GBP 15.8m net for additional activities; GBP 31.6m net total value. These activities will be aligned to emerging Welsh Government priorities that may occur. There is no obligation placed on the Contracting Authority to utilise the additional spend value (GBP 15.8m net) and the additional services may or may not occur.

The overarching aims of Business Wales are:

1. To build confidence and inspire individuals, entrepreneurs and micro / small medium enterprises (SME) businesses to reach their full potential. To work with key stakeholders to develop a cohesive ecosystem that is visible, simple and connected to ensure Wales is a great place to start and grow a business in the foundation or growth economies.
2. To address a key gap by creating the conditions for businesses to start, sustain and grow through the missing middle in inclusive and sustainable ways.
3. To support the productivity, resilience, growth, decarbonising, and sustainability of micro and SMEs. To secure their long-term future ownership within Wales, cementing their continued contribution to the Welsh economy.

II.1.5) Estimated total value

Value excluding VAT: £31,600,000

II.1.6) Information about lots

This contract is divided into lots: No

II.2) Description

II.2.2) Additional CPV code(s)

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

II.2.3) Place of performance

NUTS codes

- UKL - Wales

II.2.4) Description of the procurement

To procure suitably skilled supplier(s) to deliver the Accelerated Growth Programme Services element of the Business Wales services from November 2023 to end of March 2029 (the "Service").

The Business Wales Accelerated Growth Programme works to support the objectives of the:

- Programme for Government: <https://gov.wales/programme-for-government-2021-to-2026.html>
- Wellbeing of Future Generations Act: <https://gov.wales/well-being-of-future-generations-wales>
- Co-operation Agreement between Welsh Government and Plaid Cymru published in 2021 - The Co-operation Agreement: 2021 | GOV.WALES
- Economic Resilience and Reconstruction Mission - Economic resilience and reconstruction mission | GOV.WALES

The successful Supplier will be required to target pre-revenue and established businesses that demonstrate the potential for high growth: -

- To deliver a range of pan-Wales high growth support interventions to ambitious entrepreneurs (pre revenue) and rapid high growth businesses (SMEs), via a relationship management model.
- To develop tailored business support packages that will stimulate high growth job creation, support sustainable green business growth, strengthen positive employment practices while improving workplace equality and promoting Fair Work for BW AGP participants.
- To deliver a fully accessible and inclusive high growth support service to entrepreneurs and businesses in Wales whilst addressing under-representation and inspiring high growth entrepreneurs, and business owners from all communities to build the confidence, skills, and resilience to develop their businesses.
- To increase the turnover, employment, profits, and international export sales of the high growth businesses supported on the BW AGP.
- To introduce and embed the Welsh Government Economic Contract to all businesses registered onto the programme.

- To work closely with the wider Welsh Government business support (including but not limited to Innovation & Export support), other parts of Business Wales support services, the Development Bank of Wales, the entrepreneurial ecosystem including academia, private, public and third sector, and financial sector organisations in order to complement services and support high growth development in Wales.

II.2.5) Award criteria

Quality criterion - Name: Technical / Weighting: 90

Price - Weighting: 10

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

Duration in months

65

This contract is subject to renewal

Yes

Description of renewals

The contract term is for an initial period of up to 17 months, with an option to extend - at the sole discretion of the Contracting Authority - for a further 4 years (in 12-month increments).

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 III. Legal, economic, financial and technical information

III.1) Conditions for participation

III.1.2) Economic and financial standing

Selection criteria as stated in the procurement documents

III.1.3) Technical and professional ability

Selection criteria as stated in the procurement documents

III.2) Conditions related to the contract

III.2.2) Contract performance conditions

As stated in the procurement documents

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

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: [2023/S 000-018950](#)

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

Date

19 September 2023

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: 120 (from the date stated for receipt of tender)

IV.2.7) Conditions for opening of tenders

Date

20 September 2023

Local time

12:00pm

Place

<https://etenderwales.bravosolution.co.uk>

Section VI. Complementary information

VI.1) Information about recurrence

This is a recurrent procurement: Yes

Estimated timing for further notices to be published: Potentially renewed post contract expiration.

VI.2) Information about electronic workflows

Electronic ordering will be used

Electronic invoicing will be accepted

Electronic payment will be used

VI.3) Additional information

E-Tender Information:

<https://etenderwales.bravosolution.co.uk>

- The first person from your Organisation to use the Platform will be required to register on behalf of the Organisation.
- Registration involves accepting a User Agreement, and providing basic information about your Organisation and about the User performing the Registration.
- On registering on the Platform the Super User will select a Username and will receive a password.
- The Password will be sent by e-mail to the email address that was specified in the User Details section of the Registration page.
- In order to log-in to the Platform please enter your Username and Password.
- Note: If you forget your Password then visit the homepage and click “Forgot your password?”
- Registration should only be performed once for each Organisation.
- If you think that someone in your Organisation may have already registered on this Platform

then you must not register again.

- Please contact the person who Registered (i.e. the Super User) in order to arrange access to the Platform.
- Contact the Helpdesk immediately if you are unable to contact the Super User (for example if they have left your Organisation).
- Note: If your Organisation is already registered on the Platform then you must not make any additional registration. Please contact the

Helpdesk to gain access to the Platform.

- Tenders must be uploaded to the BravoSolution portal by 12:00 midday on the date stipulated. Late bids will not be accepted.

How To Find The ITT:

- Once logged in you must click on 'ITT's Open to all Suppliers'
- The e-tender references for this contract are: project_54018 and itt_104181
- Click on the title to access summary details of the contract. If you are still interested in submitting a tender, click the 'Express an Interest' button. This will move the ITT from the 'Open to all Suppliers' area to the 'My ITT's' on the home page.
- You will then see the full details of the ITT in the qualification and technical envelopes along with any relevant documents in the 'Attachments' area.
- Any questions on the ITT, please use the 'Messages' area to contact the buyer directly – Please do not contact the named person at the top of this notice.

NOTE: The authority is using eTenderwales to carry out this procurement process. To obtain further information record your interest on Sell2Wales at

https://www.sell2wales.gov.wales/search/search_switch.aspx?ID=133764

Under the terms of this contract the successful supplier(s) will be required to deliver Community Benefits in support of the authority's economic and social objectives. Accordingly, contract performance conditions may relate in particular to social and environmental considerations. The Community Benefits included in this contract are:

- Create employment and training opportunities particularly for those who face barriers to employment and/or who are located in deprived areas, and for people in industries with known skills shortages or in high growth sectors.

- Deliver additional environmental benefits in the performance of the contract including working towards net zero greenhouse gas emissions.

(WA Ref:133764)

The buyer considers that this contract is suitable for consortia.

VI.4) Procedures for review

VI.4.1) Review body

High Court

Royal Courts of Justice, The Strand

London

WC2A 2LL

Telephone

+44 2079477501

Country

United Kingdom