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Contract

## **Framework Agreement for the Provision of Specialist Business Support to Small and Medium Enterprises**

Falkirk Council

F03: Contract award notice

Notice identifier: 2023/S 000-025653

Procurement identifier (OCID): ocds-h6vhtk-028d26

Published 31 August 2023, 3:27pm

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

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

Falkirk Council

Abbotsford House, David's Loan

Falkirk

FK2 7YZ

#### **Email**

[cpu@falkirk.gov.uk](mailto:cpu@falkirk.gov.uk)

#### **Telephone**

+44 1324506566

#### **Country**

United Kingdom

#### **NUTS code**

UKM76 - Falkirk

**Internet address(es)**

Main address

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

Buyer's address

[https://www.publiccontractsscotland.gov.uk/search/Search\\_AuthProfile.aspx?ID=AA00184](https://www.publiccontractsscotland.gov.uk/search/Search_AuthProfile.aspx?ID=AA00184)

**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 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**

Framework Agreement for the Provision of Specialist Business Support to Small and Medium Enterprises

Reference number

(PS/205/23)

**II.1.2) Main CPV code**

- 79411100 - Business development consultancy services

**II.1.3) Type of contract**

## Services

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

The service is expected to provide high quality specialist advice in particular areas of expertise, to existing and start up businesses with growth potential in the Falkirk Council area. Support may also be targeted to help businesses become more resilient or assist with survivability .

Falkirk Council requires to set up a framework of suitably qualified and experienced providers to deliver projects which will provide up to three days of Specialist support (known as Expert Help) for each beneficiary business

### **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: £475,000

## **II.2) Description**

### **II.2.1) Title**

Lot 1: Marketing

Lot No

1

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

- 79990000 - Miscellaneous business-related services
- 79900000 - Miscellaneous business and business-related services
- 79996000 - Business organisation services
- 72221000 - Business analysis consultancy services
- 79410000 - Business and management consultancy services
- 79400000 - Business and management consultancy and related services
- 79000000 - Business services: law, marketing, consulting, recruitment, printing and security

- 79413000 - Marketing management consultancy services
- 79340000 - Advertising and marketing services
- 79342000 - Marketing services

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

NUTS codes

- UKM76 - Falkirk

Main site or place of performance

Falkirk Council areas of operation.

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

See available tender documentation.

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

Quality criterion - Name: Quality Assessment / Weighting: 80

Price - Weighting: 20

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

See available tender documentation.

## **II.2) Description**

### **II.2.1) Title**

Lot 2: IT and Digital Media

Lot No

2

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

- 79900000 - Miscellaneous business and business-related services
- 79990000 - Miscellaneous business-related services
- 79996000 - Business organisation services
- 72221000 - Business analysis consultancy services
- 72212482 - Business intelligence software development services
- 72223000 - Information technology requirements review services
- 72222300 - Information technology services

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

NUTS codes

- UKM76 - Falkirk

Main site or place of performance

Falkirk Council areas of operation.

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

See available tender documentation.

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

Quality criterion - Name: Quality Assessment / Weighting: 80

Price - Weighting: 20

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

See available tender documentation.

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

#### **II.2.1) Title**

Lot 3: Organisational Development, HR and Strategy

Lot No

3

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

- 79996000 - Business organisation services
- 79990000 - Miscellaneous business-related services
- 79900000 - Miscellaneous business and business-related services
- 79410000 - Business and management consultancy services
- 79400000 - Business and management consultancy and related services
- 72221000 - Business analysis consultancy services
- 79414000 - Human resources management consultancy services

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

NUTS codes

- UKM76 - Falkirk

Main site or place of performance

Falkirk Council areas of operation.

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

See available tender documentation.

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

Quality criterion - Name: Quality Assessment / Weighting: 80

Price - Weighting: 20

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

See available tender documentation.

## **II.2) Description**

### **II.2.1) Title**

Lot 4: Procurement

Lot No

4

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

- 79900000 - Miscellaneous business and business-related services
- 79990000 - Miscellaneous business-related services
- 79996000 - Business organisation services
- 79410000 - Business and management consultancy services
- 79400000 - Business and management consultancy and related services
- 79418000 - Procurement consultancy services

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

NUTS codes

- UKM76 - Falkirk

Main site or place of performance

Falkirk Council areas of operation.

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

See available tender documentation.

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

Quality criterion - Name: Quality Assessment / Weighting: 80

Price - Weighting: 20

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

See available tender documentation.

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

#### **II.2.1) Title**

Lot 5: Finance

Lot No

5

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

- 79996000 - Business organisation services
- 79990000 - Miscellaneous business-related services
- 79900000 - Miscellaneous business and business-related services
- 79410000 - Business and management consultancy services
- 79400000 - Business and management consultancy and related services



- 72221000 - Business analysis consultancy services
- 66000000 - Financial and insurance services
- 66171000 - Financial consultancy services
- 79412000 - Financial management consultancy services

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

NUTS codes

- UKM76 - Falkirk

Main site or place of performance

Falkirk Council areas of operation.

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

See available tender documentation.

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

Quality criterion - Name: Quality Assessment / Weighting: 80

Price - Weighting: 20

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

See available tender documentation.

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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: [2023/S 000-011740](#)

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

### **Lot No**

1

### **Title**

Lot 1: Marketing

A contract/lot is awarded: Yes

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

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

31 July 2023

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

Number of tenders received: 9

Number of tenders received from SMEs: 9

Number of tenders received from tenderers from other EU Member States: 0

Number of tenders received from tenderers from non-EU Member States: 9

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**

STEP

John Player building

Stirling

FK7 7RP

Telephone

+44 1786468358

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

Yes

**V.2.3) Name and address of the contractor**

GAP Communications

55 Loudoun Road

Newmilns

KA16 9HJ

Telephone

+44 7733394641

Country

United Kingdom

NUTS code

- UKM93 - East Ayrshire and North Ayrshire mainland

The contractor is an SME

Yes

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

Total value of the contract/lot: £95,000

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

### **Lot No**

2

### **Title**

Lot 2: IT and Digital Media

A contract/lot is awarded: Yes

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

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

31 July 2023

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

Number of tenders received: 5

Number of tenders received from SMEs: 5

Number of tenders received from tenderers from other EU Member States: 0

Number of tenders received from tenderers from non-EU Member States: 5

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**

STEP

John Player building

Stirling

FK7 7RP

Telephone

+44 1786468358

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

Yes

**V.2.3) Name and address of the contractor**

Solutions on Demand Ltd

11 Standalane

Stewarton

KA3 5BG

Telephone

+44 1560428031

Country

United Kingdom

NUTS code

- UKM93 - East Ayrshire and North Ayrshire mainland

The contractor is an SME

Yes

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

Total value of the contract/lot: £142,500

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

### **Lot No**

3

### **Title**

Lot 3: Organisational Development, HR and Strategy

A contract/lot is awarded: Yes

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

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

31 July 2023

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

Number of tenders received: 10

Number of tenders received from SMEs: 10

Number of tenders received from tenderers from other EU Member States: 0

Number of tenders received from tenderers from non-EU Member States: 10

Number of tenders received by electronic means: 10

The contract has been awarded to a group of economic operators: Yes

#### **V.2.3) Name and address of the contractor**

STEP

John Player building

Stirling

FK7 7RP

Telephone

+44 1786468358

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

Yes

**V.2.3) Name and address of the contractor**

Uxl Ltd

20 Maybole Drive

Airdrie

ML6 9XJ

Telephone

+44 7946706743

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: £190,000



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

### **Lot No**

4

### **Title**

Lot 4: Procurement

A contract/lot is awarded: Yes

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

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

31 July 2023

#### **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**

Intend Business Development Ltd

Office 16, Stirling Business Centre, 3 Whitehouse Road

Stirling

FK7 7SP

Telephone

+44 7808294981

Country

United Kingdom

NUTS code

- UKM77 - Perth & Kinross and Stirling

The contractor is an SME

Yes

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

Total value of the contract/lot: £23,750

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

### **Lot No**

5

### **Title**

Lot 5: Finance

A contract/lot is awarded: Yes

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

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

31 July 2023

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

Number of tenders received: 3

Number of tenders received from SMEs: 3

Number of tenders received from tenderers from other EU Member States: 0

Number of tenders received from tenderers from non-EU Member States: 3

Number of tenders received by electronic means: 3

The contract has been awarded to a group of economic operators: Yes

#### **V.2.3) Name and address of the contractor**

STEP

John Player building

Stirling

FK7 7RP

Telephone

+44 1786468358

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

Yes

**V.2.3) Name and address of the contractor**

Brett Nicholls Associates

Herbert House, 24 Herbert Street

Glasgow

G20 6NB

Telephone

+44 1413341318

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: £23,750

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## **Section VI. Complementary information**

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

See available tender documentation.

(SC Ref:742347)

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

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

Sheriff Court

Falkirk Sheriff Court and Justice of the Peace Court, Sheriff Court House, Main Street,  
Camelon

Falkirk

FK1 4AR

Country

United Kingdom