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Planning

## **Business Support and Expert Help Services 2025 – 2029**

North Lanarkshire Council  
South Lanarkshire Council

F01: Prior information notice  
Prior information only  
Notice identifier: 2024/S 000-026356  
Procurement identifier (OCID): ocds-h6vhtk-0491dd  
Published 19 August 2024, 4:51pm

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

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

North Lanarkshire Council  
  
Civic Centre, Windmillhill Street  
  
Motherwell  
  
ML1 1AB

#### **Email**

[corporateprocurement@northlan.gov.uk](mailto:corporateprocurement@northlan.gov.uk)

#### **Country**

United Kingdom

#### **NUTS code**

UKM84 - North Lanarkshire

**Internet address(es)**

Main address

<https://www.northlanarkshire.gov.uk/>

Buyer's address

[https://www.publiccontractsscotland.gov.uk/search/Search\\_AuthProfile.aspx?ID=AA00010](https://www.publiccontractsscotland.gov.uk/search/Search_AuthProfile.aspx?ID=AA00010)

**I.1) Name and addresses**

South Lanarkshire Council

Council Headquarters, Almada Street

Hamilton

ML3 0AA

**Email**

[procurement\\_service@southlanarkshire.gov.uk](mailto:procurement_service@southlanarkshire.gov.uk)

**Country**

United Kingdom

**NUTS code**

UKM95 - South Lanarkshire

**Internet address(es)**

Main address

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

Buyer's address

[https://www.publiccontractsscotland.gov.uk/search/Search\\_AuthProfile.aspx?ID=AA00410](https://www.publiccontractsscotland.gov.uk/search/Search_AuthProfile.aspx?ID=AA00410)

**I.2) Information about joint procurement**

The contract involves joint procurement

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

Additional information can be obtained from the above-mentioned address

### **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**

Business Support and Expert Help Services 2025 – 2029

Reference number

NLC-CPT-24-057

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

- 79400000 - Business and management consultancy and related services

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

Services

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

North Lanarkshire Council in partnership with South Lanarkshire Council are seeking to appoint a range of skilled business consultants across a variety of disciplines to deliver business support and expert help consultancy services for Lanarkshire based SME's in addition to the support delivered via the core Business Gateway Lanarkshire service.

Business Gateway Lanarkshire is a publicly funded, nationally branded service that provides free business support and impartial advice for start-up and existing businesses based in Scotland. The delivery of the Business Gateway service across Scotland is managed by local government. In Lanarkshire the lead local authority North Lanarkshire Council, works in partnership with South Lanarkshire Council to manage the delivery across Lanarkshire.

This approach detailed within this Prior Information Notice will augment the support delivered via the core Business Gateway Lanarkshire service and other business support mechanisms provided by the councils; it does not duplicate any business support that is available via the above support streams.

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

This contract is divided into lots: No

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

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

- 79410000 - Business and management consultancy services
- 79411100 - Business development consultancy services
- 80510000 - Specialist training services

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

NUTS codes

- UKM84 - North Lanarkshire

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

Following the expiry of the current arrangements in March 2025, it is proposed that a new framework agreement will be developed and competitively procured that will result in Lanarkshire based businesses having access to support and advice in the form of:

- 1-2-1 Expert Help Support;
- Training Workshops; and
- Surgeries

It is proposed that a new approach to deliver support to Lanarkshire businesses (at all stages including pre-start, new start and existing) by way of access to suitably qualified consultants and professional bespoke advice and support, focused on sustainability and growth areas such as:

- reviewing existing processes, strategies, policies or plans;
- supporting businesses to improve these accordingly or to introduce new processes, strategies, policies or plans as required;
- Introduce new products or services; and
- Reach new markets

At present, it is anticipated that any framework agreement procured would comprise of eight individual Lots, as outlined below.

- Business Financial Management;
- Business Growth and Development;

- Human Resources, Leadership and Skills;
- Procurement;
- Marketing;
- Information Technology and Digital;
- Energy Efficiency and Net Zero; and
- New Market Opportunities and Internationalisation

The overarching aim of this proposed framework agreement is to better equip local businesses to sustain, grow, innovate, increase turnover and profitability, creating more local jobs and outputs for the Lanarkshire economy.

The framework agreement is anticipated to have a maximum total value of 1,400,000 GBP with an individual budget allocated to each lot which is yet to be determined. It is anticipated that the total budget applied to the framework agreement would support circa 2,400 businesses throughout its full term.

Currently, it is proposed that the framework agreement is scheduled to commence on 01 April 2025 with a total term of four years made up of four individual 12 month periods.

To meet the proposed commencement date detailed above, it is anticipated that the invitation to tender package will be published in late September / early October 2024.

### **II.3) Estimated date of publication of contract notice**

27 September 2024

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## **Section IV. Procedure**

### **IV.1) Description**

#### **IV.1.8) Information about the Government Procurement Agreement (GPA)**

The procurement is covered by the Government Procurement Agreement: Yes

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## Section VI. Complementary information

### VI.3) Additional information

Potential suppliers interested in finding out more about this opportunity are invited to attend an online supplier engagement meeting on the 12 September 2024 at 2pm. Registration for this event can be accessed via the following link (copy and paste into your browser):

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<https://www.sdpScotland.co.uk/events/business-gateway-lanarkshire-expert-help-programme-and-external-business-advice-1753/>

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The proposed procurement process, scope, budget etc.. detailed within this Prior Information Notice are all subject to adequate funding being received and therefore subject to change as the project evolves.

The Council may amalgamate and anonymise data obtained via this Prior Information Notice and subsequent supplier engagement meeting for inclusion in further stages of any procurement procedure undertaken.

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NOTE: To register your interest in this notice and obtain any additional information please visit the Public Contracts Scotland Web Site at

[https://www.publiccontractsscotland.gov.uk/Search/Search\\_Switch.aspx?ID=775595](https://www.publiccontractsscotland.gov.uk/Search/Search_Switch.aspx?ID=775595).

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