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Tender

## **Framework for the Provision of Commercial Advisors**

Scottish Government

F02: Contract notice

Notice identifier: 2021/S 000-026743

Procurement identifier (OCID): ocds-h6vhtk-02efe4

Published 26 October 2021, 10:34am

The closing date and time has been changed to:

**26 November 2021, 12:00pm**

See the [change notice](#).

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

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

Scottish Government

4 Atlantic Quay, 70 York St

Glasgow

G2 8EA

#### **Contact**

Alison Gardiner

#### **Email**

[alison.gardiner@gov.scot](mailto:alison.gardiner@gov.scot)

**Telephone**

+44 1312446007

**Country**

United Kingdom

**NUTS code**

UKM - Scotland

**Internet address(es)**

Main address

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

Buyer's address

[https://www.publiccontractsscotland.gov.uk/search/Search\\_AuthProfile.aspx?ID=AA10482](https://www.publiccontractsscotland.gov.uk/search/Search_AuthProfile.aspx?ID=AA10482)

**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://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/>

Electronic communication requires the use of tools and devices that are not generally available. Unrestricted and full direct access to these tools and devices is possible, free of charge, at

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

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

Ministry or any other national or federal 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 for the Provision of Commercial Advisors

Reference number

Case 565709

#### **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**

The aim is to establish a timely, efficient and effective mechanism to conduct a range of urgent due diligence on companies in difficulty to inform decision making.

Due diligence assignments will encompass a wide range of activities including financial analysis, market information and risk assessment to inform the viability of companies facing challenges and assess the likelihood of successful outcome.

It is anticipated that a maximum of six suppliers will be appointed to the framework.

The estimated value of the Framework provides for the initial three years plus one potential extension year.

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

Value excluding VAT: £32,000,000

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

This contract is divided into lots: No

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

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

NUTS codes

- UKM - Scotland

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

The Rapid Response Unit (RRU) has been created to tackle a wide range of economic challenges as a result of Covid-19 and Brexit to enhance The Scottish Government's (SG) support for business resilience and ensure access to economic analysis, company information and sector specific inputs capable of obtaining risks and offering help and support.

Accordingly, to assist a business in crisis, the RRU will:

- Scale up and enhance analytical capacity to provide for evidence-based decisions on business support reinforced by a number of new systems and tools; and
- Scale up and enhance existing capacity to deal with actions emerging from special cases, where interventions involve repurposing or some other form of longer term support for transition before handing back to policy teams for business as usual activities.

Pace is critical when responding to companies at risk and the aim is to establish a timely, efficient and effective mechanism to conduct a range of due diligence on companies in difficulty to inform decision making.

Due diligence assignments will encompass a wide range of activities including financial analysis, market information and risk assessment to inform the viability of companies facing challenges and assess the likelihood of successful outcome.

It is uncertain as to the number of instances of referral of businesses in crisis and as each case will be unique, it is difficult to determine as to the duration of the due diligence that would be undertaken by commercial advisors. It is likely that the commercial advice and inputs required may vary considerably due to differing contexts and business considerations.

It is anticipated that a maximum of six suppliers will be appointed to the framework. It is envisaged that the appointed suppliers will be multi-disciplinary agencies or consortia offering a range of integrated professional services including but not limited to: accountancy/financial management, and tax advice, commercial advisory services, restructuring and turnaround specialisms, specialist technical expertise such as economic and market analysis and other considerations including impacts of Subsidy Control (formerly State Aid).

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

Quality criterion - Name: Technical / Weighting: 70

Price - Weighting: 30

#### **II.2.6) Estimated value**

Value excluding VAT: £32,000,000

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

Duration in months

36

This contract is subject to renewal

Yes

Description of renewals

Following the end of the initial three year term, the Framework may be extended by a period of up to 12 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

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

#### **III.1) Conditions for participation**

##### **III.1.2) Economic and financial standing**

List and brief description of selection criteria

#### Statement for 4B.4

Bidders must demonstrate a Current Ratio of no less than 1.0.

Current Ratio will be calculated as follows:

net current assets divided by net current liabilities.

There must be no qualification or contra-indication from any evidence provided in support of the bidders economic and financial standing.

Bidders should state if they have applied IFRS15 to their Accounts.

Minimum level(s) of standards possibly required

Bidders must have in place the following minimum insurance levels:

- Public Liability Insurance - 5,000,000 GBP
- Professional Indemnity Insurance - 5,000,000 GBP
- Employer's Liability Insurance - 5,000,000 GBP

Such insurances must be maintained for the duration of the Contract and for a minimum of 5 years following the expiry or termination of the Contract as appropriate.

#### **III.1.3) Technical and professional ability**

Selection criteria as stated in the procurement documents

#### **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: 6

#### **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**

Originally published as:

Date

25 November 2021

Local time

12:00pm

Changed to:

Date

26 November 2021

Local time

12:00pm

See the [change notice](#).

**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: 6 (from the date stated for receipt of tender)

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

Date

25 November 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.2) Information about electronic workflows**

Electronic ordering will be used

Electronic invoicing will be accepted

Electronic payment will be used

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

Question Scoring Methodology for Award Criteria outlined in invitation to tender:

0 — Unacceptable. Nil or inadequate response. Fails to demonstrate an ability to meet the requirement.

1 — Poor. Response is partially relevant but generally poor. The response addresses some elements of the

requirement but contains insufficient/limited detail or explanation to demonstrate how the requirement will be

fulfilled.

2 — Acceptable. Response is relevant and acceptable. The response addresses a broad understanding of the

requirement but may lack details on how the requirement will be fulfilled in certain areas.

3 — Good. Response is relevant and good. The response is sufficiently detailed to demonstrate a good

understanding and provides details on how the requirements will be fulfilled.

4 — Excellent. Response is completely relevant and excellent overall.

Bidders must complete the SPD (Scotland) to demonstrate adherence to the Exclusion and Selection Criteria for this procurement.

If there are named subcontractors/technicians upon which the bidder will rely to meet the selection criteria, these named parties must complete and reattach the SPD Supplier Response Form attached to SPD

questions 2C.1.1 (Technicians) and 2D.1.2 (Subcontractors) on PCS-T. These parties must complete the first three sections of the SPD

form, as well as any part of the section 4 selection criteria that the main bidder will rely upon the parties to fulfil. If parties have not yet been identified, this information may be required at a later

date. Scottish Government reserves the right to request this information from relevant parties upon whom the

main bidder will not rely to fulfil selection criteria.

4C.10 Bidders will be required to confirm whether they intend to sub-contract and if so, for what proportion of the contract.

The buyer is using PCS-Tender to conduct this ITT exercise. The Project code is 19914. For more information see:

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

A sub-contract clause has been included in this contract. For more information see:

<http://www.publiccontractsscotland.gov.uk/info/InfoCentre.aspx?ID=2363>

Community benefits are included in this requirement. For more information see:

<https://www.gov.scot/policies/public-sector-procurement/community-benefits-in-procurement/>

A summary of the expected community benefits has been provided as follows:

The Scottish Government is committed to contributing to the social, economic & environmental well-being of the people of Scotland, in order to create a more successful country, with opportunities for all of Scotland to flourish, through increasing sustainable economic growth. Accordingly, while the following community benefit objectives will not be evaluated as part of the tender process, the successful service provider will be expected to present a community benefit proposal with their tender detailing how, in the event that they should be successful in winning the contract, they will address Community Benefits.

The Community Benefit proposed for this contract should be provided specifically if successful in this tender process and should not be a Community Benefit which is already being undertaken by the organisation. Examples of Community Benefits include:

- ? Graduate, Apprentice, work placements and/or trainee placements
- ? Supplier engagement with schools, colleges and/or universities
- ? Holding educational and raising awareness events for the community
- ? Professional advice, mentoring and support provided to the community
- ? Providing funding for new community facilities
- ? Support and development opportunities delivered to young people
- ? Opening up sub-contracting opportunities to SME's and third sector organisations
- ? Monetary value of contributions to community activities

(SC Ref:670908)

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

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

Edinburgh Sheriff Court and Justice of the Peace Court

27 Chambers Street

Edinburgh

EH1 1LB

Telephone

+44 1312252525

Country

United Kingdom

Internet address

<https://www.scotcourts.gov.uk/the-courts/court-locations/edinburgh-sheriff-court-and-justice-of-the-peace-court>