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Contract

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

Scottish Government

F03: Contract award notice

Notice identifier: 2022/S 000-027285

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

Published 29 September 2022, 10:25am

### **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.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.

Six suppliers are appointed to the framework.

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

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

This contract is divided into lots: No

### **II.1.7) Total value of the procurement (excluding VAT)**

Value excluding VAT: £32,000,000

## **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.

Six suppliers are appointed to the framework 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.2.11) 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 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: [2021/S 000-026743](#)

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

### **Contract No**

Case 565709

A contract/lot is awarded: Yes

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

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

31 August 2022

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

Number of tenders received: 11

Number of tenders received from SMEs: 0

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

Number of tenders received from tenderers from non-EU Member States: 11

Number of tenders received by electronic means: 11

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

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

Teneo Restructuring Limited

100 West George Street

Glasgow

G2 1PP

Telephone

+44 1416191609

Country

United Kingdom

NUTS code

- UKM - Scotland

The contractor is an SME

No

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

FRP Advisory

Level 2 The Beacon, 176 St Vincent Street

Glasgow

G2 5SG

Telephone

+44 7935708468

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

No

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

Ernst & Young LLP (EY)

G1 Building, 5 George Square

Glasgow

G2 1DY

Telephone

+44 2079512000

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

No

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

McKinsey & Company

No. 1 Jermyn Street, London

london

SW1Y 4UH

Telephone

+44 2079616192

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

No

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

Interpath Advisory

1 Kings Arms Yard

London

EC2R 7AF

Telephone

+44 2033074191

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

No

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

PwC

London, 8

London

SE1 2RX

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

No

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

Initial estimated total value of the contract/lot: £32,000,000

Total value of the contract/lot: £32,000,000

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## **Section VI. Complementary information**

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

(SC Ref:708114)

### **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>