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Tender

DED - Commercial Advisor Framework 2

Scottish Government

F02: Contract notice

Notice identifier: 2025/S 000-028702

Procurement identifier (OCID): ocds-h6vhtk-04de02

Published 30 May 2025, 10:59am

Section I: Contracting authority

I.1) Name and addresses

Scottish Government

4 Atlantic Quay, 70 York St

Glasgow

G2 8EA

Contact

Jonathan Nicolson

Email

jonathan.nicolson@gov.scot

Telephone

+44 412425466

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

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/esop/pts-host/public/pts/web/login.html>

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/esop/pts-host/public/pts/web/login.html>

I.4) Type of the contracting authority

Ministry or any other national or federal authority

I.5) Main activity

Economic and financial affairs

Section II: Object

II.1) Scope of the procurement

II.1.1) Title

DED - Commercial Advisor Framework 2

Reference number

758186

II.1.2) Main CPV code

- 66171000 - Financial consultancy services

II.1.3) Type of contract

Services

II.1.4) Short description

SCOPE OF REQUIREMENTS

The scope of work will comprise of standard due diligence and financial governance. This is what will be termed 'core' work representing ongoing business activities of advice, guidance, reporting, engagement with the business, meetings and costing on a planned, regular programme. The second part relates to cases where we consider that more complex analysis will be required and that appropriate time and rates are proportionate for this activity.

Core Scope

Provision of advisory services as may be required to provide expert strategic, financial and commercial advice in respect of core services:

Advice & guidance

Analysis

Reporting

Work across all sectors of industry

Meetings and costing on a planned regular programme.

Additional Scope

The Scottish Government require the Service Provider to be able to provide all services outlined below across a range of possible intervention, investment or funding structures, including debt, guarantees, grants and equity:

Financial/Commercial due diligence.

Analysis and reports on potential mergers or acquisitions and disposal of assets, Insolvency, restructuring and turnaround advice

Specialist economic and market technical expertise relevant to government

Market analysis of relevant sectors, including those strategic to Scotland

Options Appraisal in line with the principles of HMT Green Book

Evaluation exercises in line with the principles of HMT Magenta Book

Strategic and commercial advice in respect of exit strategies for Scottish Government interventions

Financial Accounting assessments

Company valuations

Counterparty due diligence, addressing financial, commercial and reputational risks

Economic impact assessments

Commercial market operator assessment in support of a wider subsidy control assessment, working with appointed legal advisors and Scottish Government's Legal Directorate and Subsidy Control Division. This will include appropriate pricing of any financial instruments to be applied to the transaction.

Undertaking a sale and marketing process for existing investments, including marketing the business for sale, engaging with prospective purchasers and negotiating commercial heads of terms

Forensic accounting assessments.

The Scottish Government require the Service Provider to provide all services outlined

above for all noted transaction and intervention types. Should the Service Provider require the use of sub-contractor to fulfil the requirements this should be noted in the Tenderer's Single Procurement Documents (SPD) and Technical response. Further details of the required services are detailed in Annex

II.1.5) Estimated total value

Value excluding VAT: £10,000,000

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 aim of the Framework Agreement is to establish a timely, efficient and effective mechanism to conduct a range of due diligence on commercial entities and 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 a successful outcome.

It is envisaged that the appointed Service Providers 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: Methodology / Weighting: 20

Quality criterion - Name: Management and Delivery Team / Weighting: 25

Quality criterion - Name: Value for Money / Weighting: 20

Quality criterion - Name: Tailored Approaches / Weighting: 20

Quality criterion - Name: Community Benefits / Weighting: 5

Quality criterion - Name: Fair Work First / Weighting: 5

Price - Weighting: 40

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

Duration in months

24

This contract is subject to renewal

Yes

Description of renewals

Option to extend for 1 year plus 1 additional year to a maximum of 4 years.

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

II.2.14) Additional information

A maximum of 6 Service Providers will be appointed to the Framework Agreement.

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

SPD 4B.4 -

Bidders must demonstrate a Current Ratio of no less than 1 in the financial years specified in the SPD. Current Ratio will be calculated as follows:

Total current assets divided by Total current liabilities.

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

SPD 4B.5 -

The bidder confirms they already have or can commit to obtain, prior to the commencement of the contract, the levels of insurance cover indicated below:

Professional Risk Indemnity: in the sum of not less than 5 Million GBP.

Employer's (Compulsory) Liability: in accordance with any legal obligation for the time being in force but in any event in the sum of not less than Five million pounds 5 Million GBP.

Public Liability- including Abuse Liability: in the sum of not less than 5 Million GBP.

Such insurance must be maintained for the duration of the Contract and for a minimum of 5 years following the expiry or termination of the

Contract.

III.1.3) Technical and professional ability

List and brief description of selection criteria

SPD 4C.4 -

Bidders must provide a statement of the relevant supply chain management and/or tracking systems used.

SPD 4C.7 -

Bidders will be required to provide evidence that their organisation has taken steps to build their awareness of the climate change emergency and how they will respond.

SPD 4C.10 -

Bidders are required to confirm whether they intend to subcontract and, if so, for what proportion of the Framework Agreement Contract and what service the sub-contractor will provide.

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

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.2.1) Previous publication concerning this procedure

Notice number: [2025/S 000-004681](#)

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

Date

25 July 2025

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

IV.2.7) Conditions for opening of tenders

Date

25 July 2025

Local time

12:00pm

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

The buyer is using PCS-Tender to conduct this Invitation to Tender (ITT) exercise. The Project code is 29380. For more information see:

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

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.

The Framework value is an estimate which may increase or decrease over the Framework Term. Commitment to spend will only be agreed at each call off opportunity. The estimated value of the Framework Agreement is 10 million GBP with the option to extend this value to 15 million GBP.

The buyer is using PCS-Tender to conduct this ITT exercise. The Project code is 29380. 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 Community Benefit proposed for this Framework Agreement 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

Service Provider 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

For any Community Benefits being offered please provide full details i.e. number of apprentices, specific community facilities and funding made available etc. Further information can be found at the links below:

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

Community Benefits proposed will be delivered at call-off contract and reported on as part of the annual Performance Report as detailed in Schedule 4 – Management Arrangements of the Model Framework Agreement Contract.

(SC Ref:800078)

VI.4) Procedures for review

VI.4.1) Review body

Edinburgh Sheriff Court and Justice of the Peace Court

27 Chamber Street

Edinburgh

EH1 1LB

Country

United Kingdom

Internet address

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