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Tender

## **2562 - Bluhive Consultancy Framework**

Centre for Process Innovation Limited

F02: Contract notice

Notice identifier: 2022/S 000-029410

Procurement identifier (OCID): ocds-h6vhtk-0376e9

Published 19 October 2022, 10:20am

The closing date and time has been changed to:

**2 December 2022, 12:00pm**

See the [change notice](#).

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

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

Centre for Process Innovation Limited

Wilton Centre

Redcar

TS10 4RF

#### **Contact**

Ben Westwood

#### **Email**

[e-tendering@uk-cpi.com](mailto:e-tendering@uk-cpi.com)

**Telephone**

+44 1642455340

**Country**

United Kingdom

**NUTS code**

UK - United Kingdom

**Internet address(es)**

Main address

[www.uk-cpi.com](http://www.uk-cpi.com)

Buyer's address

[https://www.publiccontractsscotland.gov.uk/search/Search\\_AuthProfile.aspx?ID=AA30305](https://www.publiccontractsscotland.gov.uk/search/Search_AuthProfile.aspx?ID=AA30305)

**I.3) Communication**

The procurement documents are available for unrestricted and full direct access, free of charge, at

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

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

Body governed by public law

**I.5) Main activity**

Other activity

Technology Development

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## **Section II: Object**

### **II.1) Scope of the procurement**

#### **II.1.1) Title**

2562 - Bluhive Consultancy Framework

Reference number

2562

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

- 79410000 - Business and management consultancy services

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

Services

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

A framework for consultancy services is required to offer quick access to specific specialist support services that will be required for the systemic challenges that are being developed in relation to CPI's Bluehive business model. Having ease-of-access to an established network of specialist suppliers will be critical for delivering the services that CPI will be offering to our customers. This framework has been split into the following lots;

Lot # & Title

1 - Cultural & Strategic Change Management

2 – Systems Transformation Analysis

3 – Social Feasability Assessment

4 – Environmental Feasability Assessment

5 – Economic Feasability Assessment

6 – Project Roadmapping

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

Value excluding VAT: £4,500,000

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

This contract is divided into lots: Yes

Tenders may be submitted for all lots

## **II.2) Description**

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

Cultural & Strategic Change Management

Lot No

1

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

- 79410000 - Business and management consultancy services

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

NUTS codes

- UK - United Kingdom

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

Lot 1: Cultural and Strategic Change Management

The organisations that engage in this programme generally acknowledge that they have problems to address, though they won't often fully appreciate the extent of the systemic challenge nor the changes that need to occur in order to properly address the challenge. This will often require reflection and recalibration of their strategies, vision and leadership culture. Therefore, CPI is seeking to appoint a panel of vendors that specialise in the following:

- Leadership and culture change

Provide support in helping leaders and organisations to evolve and shift how they see and understand themselves and their role in the world, to strive for and commit to initiatives for the greater good.

- Multi-stakeholder Collaboration

Working with groups of organisations to build common ground, trust, shared language, and ambition, whilst effectively handling tensions and diverse perspectives. All with the purpose of forming an effective coalition.

- Strategy and vision setting

Understanding various organisation's motivations, ambitions, and desired outcomes. Convening separate parties and reaching consensus on a collective vision and strategic objectives for the consortium and change programme.

**II.2.5) Award criteria**

Quality criterion - Name: Demonstratable Experience and Capability of the Consultants /  
Weighting: 35

Quality criterion - Name: Demonstrable Experience & Capability of the Organisation /  
Weighting: 35

Price - Weighting: 30

**II.2.6) Estimated value**

Value excluding VAT: £400,000

**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

24 months initial duration with one 24 month extension option at the discretion of the contracting authority

**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) Description**

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

Systems Transformation Analysis

Lot No

2

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

- 79410000 - Business and management consultancy services

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

NUTS codes

- UK - United Kingdom

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

CPI is seeking to appoint a panel of vendors to lead in-depth investigations of chosen systems, to understand the objects, networks and loops that form them. This will include mapping of the current state, outlining the theory of change, and further mapping of the desired future states of the systems, with multiple organisations working together in collaboration.

Key services should include:

- Current System Analysis

Understanding the system that the collaboration is trying to change through data-driven insights on social and environmental impacts, e.g., analysing the current state of material flows within a system in terms of its overall circular economy performance or measuring the impact to the end-user of a system change such as their positive or negative experiences. Current state analysis is required to understand how both internal and

external forces and dynamics contribute to the resilience of the system and identify impact hotspots as well as opportunities for transformation.

- Strategy Development

Developing a holistic vision and goals for what the system should look and function like in an ideal, sustainable state. This will involve the definition of performance KPIs across a broad range of metrics, to help embed sustainability into the collaborator's organisational strategies.

- Future System Design

Identify and outline innovation gaps and proposed interventions that could prove to be leverage points for transforming the system toward a more sustainable model of operation. This will include mapping the collaborator's portfolio to the system to assess opportunities for strategic investments and to develop a roadmap to reach desired outcomes.

**II.2.5) Award criteria**

Quality criterion - Name: Demonstratable Experience and Capability of the Consultants / Weighting: 15

Quality criterion - Name: Demonstratable Experience and Capability of the Organisation / Weighting: 15

Quality criterion - Name: Methodology / Weighting: 20

Quality criterion - Name: Reporting / Weighting: 20

Price - Weighting: 30

**II.2.6) Estimated value**

Value excluding VAT: £1,200,000

**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

one additional 24 month extension option at the discretion of the contracting authority

### **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) Description**

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

Social Feasibility Assessment

Lot No

3

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

- 79410000 - Business and management consultancy services

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

NUTS codes

- UK - United Kingdom

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

CPI is seeking to appoint a panel of vendors that specialise in the social and sociological assessment of products, supply chains and value chains. The service will include desk-based research, measuring, monitoring, modelling, simulating, and scenario and sensitivity analysis.

Vendors will be able to demonstrate expert knowledge in (but not limited to):

- Psychology
- Policy & politics
- Behavioural change
- Equality
- Incentives, levers and mechanisms

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

Quality criterion - Name: Demonstratable Experience and Capability of the Consultants / Weighting: 15

Quality criterion - Name: Demonstratable Experience & Capability of the Organisation / Weighting: 15

Quality criterion - Name: Geopolitical Landscapes and Demographics Experience and Capability / Weighting: 10

Quality criterion - Name: Academic and Industry Standard Experience and Capability / Weighting: 10

Quality criterion - Name: Examples of Quality and Validity of Data / Weighting: 10

Quality criterion - Name: Evidence of diverse and impactful networks / Weighting: 10

Price - Weighting: 30

### **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

one additional 24month extension at the discretion of the contracting authority

### **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) Description**

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

Environmental Feasibility Assessment

Lot No

4

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

- 79410000 - Business and management consultancy services

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

NUTS codes

- UK - United Kingdom

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

CPI is seeking to appoint a panel of vendors that specialise in the environmental assessment of products, supply chains and value chains. The service will include desk-based research, measuring, monitoring, modelling, simulating, and scenario and sensitivity analysis.

Vendors will be able to demonstrate expert knowledge in (but not limited to):

- Biotechnology, Chemistry, Chemical engineering,
- Feedstocks, materials and energy (fossil & renewable),
- Resources (geology, forestry, agriculture, water)

- Various sectors, for example: mineral mining, petrochemical, paper & pulp, metals, polymers & plastics including bio and biodegradable, ceramics including glass
- Waste separation and recycling (mechanical, chemical, advanced thermal)

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

Quality criterion - Name: Demonstratable Experience and Capability of the Consultants / Weighting: 15

Quality criterion - Name: Demonstratable Experience and Capability of the Organisation / Weighting: 15

Quality criterion - Name: Geopolitical Landscapes and Demographics Experience and Capability / Weighting: 10

Quality criterion - Name: Academic and Industry Standard Experience and Capability / Weighting: 10

Quality criterion - Name: Examples of Quality and Validity of Data / Weighting: 10

Quality criterion - Name: Evidence of diverse and impactful networks / Weighting: 10

Price - Weighting: 30

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

Value excluding VAT: £800,000

### **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

One optional 24 month extension at the discretion of the contracting authority

### **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) Description**

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

Economic Feasibility Assessment

Lot No

5

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

- 79410000 - Business and management consultancy services

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

NUTS codes

- UK - United Kingdom

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

CPI is seeking to appoint a panel of vendors that specialise in the economic assessment of products, supply chains and value chains. The service will include desk-based research, measuring, monitoring, modelling, simulating, and scenario and sensitivity analysis.

Vendors will be able to demonstrate expert knowledge in (but not limited to):

- Economics and finance
- Mass balance
- Process economics

- Systems analysis
- Modelling, simulation, scenario analysis, sensitivity analysis
- Regenerative finance
- Digital (Fintech, blockchain, non-fungible tokens)
- Taxation, incentives, mechanisms
- Forecasting markets

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

Quality criterion - Name: Demonstratable Experience and Capability of the Consultants /  
Weighting: 15

Quality criterion - Name: Demonstratable Experience and Capability of the Organisation /  
Weighting: 15

Quality criterion - Name: Geopolitical Landscapes and Demographics Experience and  
Capability / Weighting: 10

Quality criterion - Name: Academic and Industry Standard Experience and Capability /  
Weighting: 10

Quality criterion - Name: Examples of Quality and Validity of Data / Weighting: 10

Quality criterion - Name: Evidence of diverse and impactful networks / Weighting: 10

Price - Weighting: 30

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

Value excluding VAT: £800,000

### **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

One additional 24 month extension at the discretion of the contracting authority

### **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) Description**

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

Project Road-mapping

Lot No

6

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

- 79410000 - Business and management consultancy services

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

NUTS codes

- UK - United Kingdom

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

CPI is seeking to appoint a panel of vendors that specialise in the development of roadmaps for delivering strategic innovation projects. They will provide clear direction and alignment to the needs highlighted throughout the earlier stages of CPI's discovery process, collaborating closely with CPI and the challenge partners.

Key services should include:

### - Strategic Roadmapping

Development of a detailed innovation roadmap, taking into account the outputs from the earlier systems transformation analysis, and social, environmental, and economic assessments. Specifically factoring in the innovation gaps and intervention opportunities that have been highlighted within the systems transformation step. This process should identify short-term and long-term goals, milestones, deliverables, and timelines.

### - Success Measurement

Identification of necessary target metrics and reporting infrastructure to ensure that the goals outlined in the roadmap are SMART.

### - Project Design

Translating the roadmap into a practical project/programme structure, outlining stakeholder organisation, key resource requirements, critical work packages / projects, and required outputs to achieve desired outcomes. (Note, the requirement here is a proposed project structure, not a comprehensive project plan).

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

Quality criterion - Name: Demonstratable Experience and Capability of the Consultants / Weighting: 25

Quality criterion - Name: Demonstratable Experience and Capability of the Organisation / Weighting: 25

Quality criterion - Name: Methodology / Weighting: 20

Price - Weighting: 30

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

Value excluding VAT: £400,000

## **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

One additional 24 month extension at the discretion of the contracting authority

**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**

Selection criteria as stated in the procurement documents

**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: 30

#### **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

21 November 2022

Local time

12:00pm

Changed to:

Date

2 December 2022

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

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

Date

21 November 2022

Local time

12:30pm

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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**

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=710671](https://www.publiccontractsscotland.gov.uk/Search/Search_Switch.aspx?ID=710671).

The buyer has indicated that it will accept electronic responses to this notice via the Postbox facility. A user guide is available at

[https://www.publiccontractsscotland.gov.uk/sitehelp/help\\_guides.aspx](https://www.publiccontractsscotland.gov.uk/sitehelp/help_guides.aspx).

Suppliers are advised to allow adequate time for uploading documents and to dispatch the

electronic response well in advance of the closing time to avoid any last minute problems.

The Contracting Authority does not intend to include a sub-contract clause as part of community benefits (as per Section 25 of the Procurement Reform (Scotland) Act 2014) in this contract for the following reason:

Not relevant to delivery of the services

The Contracting Authority does not intend to include any community benefit requirements in this contract for the following reason:

Community Benefit Clauses not relevant to delivery of the services under the framework

(SC Ref:710671)

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

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

Glasgow Sheriff Court and Justice of the Peace Court

Glasgow

G5 9DA

Country

United Kingdom