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Contract

## **T2407a - Northern Ireland Enterprise Support Service 'NIESS' Framework A (preferred Contractors) Growth and Scaling**

Belfast City Council

F03: Contract award notice

Notice identifier: 2023/S 000-029559

Procurement identifier (OCID): ocids-h6vhtk-03923a

Published 6 October 2023, 2:52pm

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

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

Belfast City Council

9 Adelaide Street

Belfast

BT2 8GD

#### **Email**

[cps@belfastcity.gov.uk](mailto:cps@belfastcity.gov.uk)

#### **Country**

United Kingdom

#### **Region code**

UKN - Northern Ireland

**Internet address(es)**

Main address

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

**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**

T2407a - Northern Ireland Enterprise Support Service 'NIESS' Framework A (preferred Contractors) Growth and Scaling

Reference number

T2407a

#### **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 Local Authorities in Northern Ireland have developed a new enterprise support service 'ESS' which aims to put in place a more ambitious approach to the delivery of start-up and growth support which seeks to revamp the current offer and increase the number, survival and growth rates of new businesses across the region. The service aims to provide a set of connected ESS where individuals, entrepreneurs or businesses can access a continuum of support to meet their needs, aligned with the relevant stage of their business.

Given the varying needs of the individuals, entrepreneurs and businesses that will likely engage with this service across the business lifecycle, the Local Authorities have identified a need to put in place a framework of ESS, this NIESS Framework A, which will:

- a) Be proactive and flexible to address market needs.
- b) Incentivise market development activity.
- c) Provide a core programme of service delivery across the region.
- d) Provide access to specialists in certain sectors / target groups.
- e) Be flexible in responding to future variability in demand and funding.

- f) Provide quality services that meet user needs; and
- g) Support the Local Authorities strategic ambitions aligned with The Northern Ireland Draft Programme for Government, 10x Economy – Northern Ireland's Decade of Innovation, Economy 2030, draft Green Growth Strategy for Northern Ireland, Invest NI's forward business plans, the City/Growth deals, and inclusive growth focus of the individual Council community plans.

The NIESS, will comprise of the following three frameworks/ contracts which are being procured separately:

- a) NIESS Framework A (preferred Contractors) - Growth and Scaling;
- b) NIESS Framework A (preferred Contractors) - Engage and Foundation; and
- b) NIESS Framework B (Subject Matter Experts and Sector Experts).

This procurement relates to the award of a contract to the Contractor for each of five (5) geographic Lots for NIESS Framework A (preferred Contractors) covering the Growth and Scaling requirement. The geographic Lots are based on groupings of the 11 Local Authorities and are for the provision of 'growth and scaling' level supports.

The other 10 Local Authorities (Contract Users) included are:

Antrim and Newtownabbey Borough Council

Ards and North Down Borough Council

Armagh City, Banbridge and Craigavon Borough Council

Causeway Coast and Glens Borough Council

Derry City and Strabane District Council

Fermanagh and Omagh District Council - Enniskillen Office

Lisburn and Castlereagh City Council

Mid and East Antrim Borough Council

Mid Ulster District Council - Dungannon

Newry, Mourne and Down District Council

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

This contract is divided into lots: Yes

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

Value excluding VAT: £14,000,000

## **II.2) Description**

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

Lot 1 – Enabling Growth and Scaling Derry City & Strabane District Council and Causeway Coast and Glens Borough Council

Lot No

Lot 1

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

- 79400000 - Business and management consultancy and related services

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

NUTS codes

- UKN - Northern Ireland

Main site or place of performance

Derry City & Strabane District Council and Causeway Coast and Glens Borough Council

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

Enabling Growth is aimed at stimulating growth within existing businesses across the area. All businesses receiving support through this element have potential to be 'employer enterprises'. They will receive differentiated and tailored support focused on cohorts such as SME start-up enterprise founders, who can be the life blood of high streets and local economies; and innovation-driven enterprises with a strong aspiration to grow, with a focus on regional/ export markets. Support would include; access to 'live' masterclasses, post-start mentoring, connections to sources of finance and 'grow-on' accommodation; and peer support/ networks.

The scaling element entails a hand-holding support for scaling companies in the early phases of their transition to other provision.

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

Quality criterion - Name: Quality criteria - Programme Planning, Development, Management including Building Market Demand / Weighting: 18

Quality criterion - Name: Quality criteria - Participant Recruitment, Diagnostic Services and Operational Delivery / Weighting: 25

Quality criterion - Name: Quality criteria - Resource Plan / Weighting: 14

Quality criterion - Name: Quality criteria - Governance, Management and Reporting / Weighting: 8

Quality criterion - Name: Cost / Weighting: 20

Quality criterion - Name: Social Value / Weighting: 15

Price - Weighting: 20

### **II.2.11) Information about options**

Options: Yes

Description of options

The Contract for each Lot shall be effective from the date of award for an initial period up to 31st March 2025 (approx. 18 months based on contract start date of 1st October 2023). Any extension may be subject to further approval by the Council (including other Local Authorities) and funders for the relevant Lot, availability of funding and satisfactory performance of the Contractor.

Funding has been secured for service activity up to 31 March 2025 initially. Any activity following this date will be subject to securing additional funding.

### **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**

Lot 2-Enabling Growth and Scaling Mid & East Antrim Borough Council and Antrim &

Newtownabbey Borough Council

Lot No

Lot 2

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

- 79400000 - Business and management consultancy and related services

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

NUTS codes

- UKN - Northern Ireland

Main site or place of performance

Mid & East Antrim Borough Council and Antrim & Newtownabbey Borough Council

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

Enabling Growth is aimed at stimulating growth within existing businesses across the area. All businesses receiving support through this element have potential to be 'employer enterprises'. They will receive differentiated and tailored support focused on cohorts such as SME start-up enterprise founders, who can be the life blood of high streets and local economies; and innovation-driven enterprises with a strong aspiration to grow, with a focus on regional/ export markets. Support would include; access to 'live' masterclasses, post-start mentoring, connections to sources of finance and 'grow-on' accommodation; and peer support/ networks.

The scaling element entails a hand-holding support for scaling companies in the early phases of their transition to other provision.

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

Quality criterion - Name: Quality criteria - Programme Planning, Development, Management including Building Market Demand / Weighting: 18

Quality criterion - Name: Quality criteria - Participant Recruitment, Diagnostic Services and Operational Delivery / Weighting: 25

Quality criterion - Name: Quality criteria - Resource Plan / Weighting: 14

Quality criterion - Name: Quality criteria - Governance, Management and Reporting / Weighting: 8

Quality criterion - Name: Cost / Weighting: 20

Quality criterion - Name: Social Value / Weighting: 15

Price - Weighting: 20

### **II.2.11) Information about options**

Options: Yes

Description of options

The Contract for each Lot shall be effective from the date of award for an initial period up to 31st March 2025 (approx. 18 months based on contract start date of 1st October 2023). Any extension may be subject to further approval by the Council (including other Local Authorities) and funders for the relevant Lot, availability of funding and satisfactory performance of the Contractor.

Funding has been secured for service activity up to 31 March 2025 initially. Any activity following this date will be subject to securing additional funding.

### **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**

Lot 3 - Enabling Growth and Scaling Belfast City Council

Lot No

Lot 3

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

- 79400000 - Business and management consultancy and related services

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

NUTS codes

- UKN - Northern Ireland



Main site or place of performance

Belfast

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

Enabling Growth is aimed at stimulating growth within existing businesses across the area. All businesses receiving support through this element have potential to be 'employer enterprises'. They will receive differentiated and tailored support focused on cohorts such as SME start-up enterprise founders, who can be the life blood of high streets and local economies; and innovation-driven enterprises with a strong aspiration to grow, with a focus on regional/ export markets. Support would include; access to 'live' masterclasses, post-start mentoring, connections to sources of finance and 'grow-on' accommodation; and peer support/ networks.

The scaling element entails a hand-holding support for scaling companies in the early phases of their transition to other provision.

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

Quality criterion - Name: Quality criteria - Programme Planning, Development, Management including Building Market Demand / Weighting: 18

Quality criterion - Name: Quality criteria - Participant Recruitment, Diagnostic Services and Operational Delivery / Weighting: 25

Quality criterion - Name: Quality criteria - Resource Plan / Weighting: 14

Quality criterion - Name: Quality criteria - Governance, Management and Reporting / Weighting: 8

Quality criterion - Name: Cost / Weighting: 20

Quality criterion - Name: Social Value / Weighting: 15

Price - Weighting: 20

#### **II.2.11) Information about options**

Options: Yes

Description of options

The Contract for each Lot shall be effective from the date of award for an initial period up

to 31st March 2025 (approx. 18 months based on contract start date of 1st October 2023). Any extension may be subject to further approval by the Council (including other Local Authorities) and funders for the relevant Lot, availability of funding and satisfactory performance of the Contractor.

Funding has been secured for service activity up to 31 March 2025 initially. Any activity following this date will be subject to securing additional funding.

### **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**

Lot 4 - Enabling Growth and Scaling Ards & North Down Borough Council, Newry, Mourne and Down District Council; and Lisburn & Castlereagh City Council

Lot No

Lot 4

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

- 79400000 - Business and management consultancy and related services

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

NUTS codes

- UKN - Northern Ireland

Main site or place of performance

Ards & North Down Borough Council, Newry, Mourne and Down District Council; and Lisburn & Castlereagh City Council

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

Enabling Growth is aimed at stimulating growth within existing businesses across the area. All businesses receiving support through this element have potential to be 'employer enterprises'. They will receive differentiated and tailored support focused on cohorts such as SME start-up enterprise founders, who can be the life blood of high streets and local economies; and innovation-driven enterprises with a strong aspiration to

grow, with a focus on regional/ export markets. Support would include; access to 'live' masterclasses, post-start mentoring, connections to sources of finance and 'grow-on' accommodation; and peer support/ networks.

The scaling element entails a hand-holding support for scaling companies in the early phases of their transition to other provision.

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

Quality criterion - Name: Quality criteria - Programme Planning, Development, Management including Building Market Demand / Weighting: 18

Quality criterion - Name: Quality criteria - Participant Recruitment, Diagnostic Services and Operational Delivery / Weighting: 25

Quality criterion - Name: Quality criteria - Resource Plan / Weighting: 14

Quality criterion - Name: Quality criteria - Governance, Management and Reporting / Weighting: 8

Quality criterion - Name: Cost / Weighting: 20

Quality criterion - Name: Social Value / Weighting: 15

Price - Weighting: 20

#### **II.2.11) Information about options**

Options: Yes

Description of options

The Contract for each Lot shall be effective from the date of award for an initial period up to 31st March 2025 (approx. 18 months based on contract start date of 1st October 2023). Any extension may be subject to further approval by the Council (including other Local Authorities) and funders for the relevant Lot, availability of funding and satisfactory performance of the Contractor.

Funding has been secured for service activity up to 31 March 2025 initially. Any activity following this date will be subject to securing additional funding.

#### **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**

Lot 5 - Enabling Growth and Scaling Fermanagh & Omagh District Council, Mid Ulster Council and Armagh City, Banbridge and Craigavon Borough Council

Lot No

Lot 5

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

- 79400000 - Business and management consultancy and related services

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

NUTS codes

- UKN - Northern Ireland

Main site or place of performance

Fermanagh & Omagh District Council, Mid Ulster Council and Armagh City, Banbridge and Craigavon Borough Council

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

Enabling Growth is aimed at stimulating growth within existing businesses across the area. All businesses receiving support through this element have potential to be 'employer enterprises'. They will receive differentiated and tailored support focused on cohorts such as SME start-up enterprise founders, who can be the life blood of high streets and local economies; and innovation-driven enterprises with a strong aspiration to grow, with a focus on regional/ export markets. Support would include; access to 'live' masterclasses, post-start mentoring, connections to sources of finance and 'grow-on' accommodation; and peer support/ networks.

The scaling element entails a hand-holding support for scaling companies in the early phases of their transition to other provision.

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

Quality criterion - Name: Quality criteria - Programme Planning, Development, Management including Building Market Demand / Weighting: 18

Quality criterion - Name: Quality criteria - Participant Recruitment, Diagnostic Services and Operational Delivery / Weighting: 25

Quality criterion - Name: Quality criteria - Resource Plan / Weighting: 14

Quality criterion - Name: Quality criteria - Governance, Management and Reporting / Weighting: 8

Quality criterion - Name: Cost / Weighting: 20

Quality criterion - Name: Social Value / Weighting: 15

Price - Weighting: 20

### **II.2.11) Information about options**

Options: Yes

Description of options

The Contract for each Lot shall be effective from the date of award for an initial period up to 31st March 2025 (approx. 18 months based on contract start date of 1st October 2023). Any extension may be subject to further approval by the Council (including other Local Authorities) and funders for the relevant Lot, availability of funding and satisfactory performance of the Contractor.

Funding has been secured for service activity up to 31 March 2025 initially. Any activity following this date will be subject to securing additional funding.

### **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: [2022/S 000-035769](#)

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

### **Contract No**

T2407a

### **Lot No**

Lot 1

### **Title**

Northern Ireland Enterprise Support Service 'NIESS' Framework A (preferred Contractors) Growth and Scaling

A contract/lot is awarded: Yes

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

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

25 September 2023

**V.2.2) Information about tenders**

Number of tenders received: 3

The contract has been awarded to a group of economic operators: No

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

Deirdre Fitzpatrick & Associates

Belfast

Country

United Kingdom

NUTS code

- UKN - Northern Ireland

The contractor is an SME

Yes

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

Total value of the contract/lot: £2,100,000

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**Section V. Award of contract**

**Contract No**

T2407a

**Lot No**

Lot 2

**Title**

Northern Ireland Enterprise Support Service 'NIESS' Framework A (preferred

Contractors) Growth and Scaling

A contract/lot is awarded: Yes

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

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

25 September 2023

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

Number of tenders received: 1

The contract has been awarded to a group of economic operators: No

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

Mallusk Enterprise Park

Newtownabbey

Country

United Kingdom

NUTS code

- UKN - Northern Ireland

The contractor is an SME

Yes

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

Total value of the contract/lot: £1,100,000

### **V.2.5) Information about subcontracting**

The contract is likely to be subcontracted



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

### **Contract No**

T2407a

### **Lot No**

Lot 3

### **Title**

Northern Ireland Enterprise Support Service 'NIESS' Framework A (preferred Contractors) Growth and Scaling

A contract/lot is awarded: Yes

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

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

25 September 2023

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

Number of tenders received: 2

The contract has been awarded to a group of economic operators: No

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

Full Circle

Belfast

Country

United Kingdom

NUTS code

- UKN - Northern Ireland

The contractor is an SME

Yes

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

Total value of the contract/lot: £2,800,000

**V.2.5) Information about subcontracting**

The contract is likely to be subcontracted

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**Section V. Award of contract**

**Contract No**

T2407a

**Lot No**

Lot 4

**Title**

Northern Ireland Enterprise Support Service 'NIESS' Framework A (preferred Contractors) Growth and Scaling

A contract/lot is awarded: Yes

**V.2) Award of contract**

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

25 September 2023

**V.2.2) Information about tenders**

Number of tenders received: 3

The contract has been awarded to a group of economic operators: No

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

Full Circle

Belfast

Country

United Kingdom

NUTS code

- UKN - Northern Ireland

The contractor is an SME

Yes

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

Total value of the contract/lot: £3,800,000

#### **V.2.5) Information about subcontracting**

The contract is likely to be subcontracted

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

### **Contract No**

T2407a

### **Lot No**

Lot 5

### **Title**

Northern Ireland Enterprise Support Service 'NIESS' Framework A (preferred Contractors) Growth and Scaling

A contract/lot is awarded: Yes

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

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

25 September 2023

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

Number of tenders received: 3

The contract has been awarded to a group of economic operators: No

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

Full Circle

Belfast

Country

United Kingdom

NUTS code

- UKN - Northern Ireland

The contractor is an SME

Yes

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

Total value of the contract/lot: £4,300,000

### **V.2.5) Information about subcontracting**

The contract is likely to be subcontracted

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## **Section VI. Complementary information**

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

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

Royal Courts of Justice

Belfast

BT1 3JF

Country

United Kingdom