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Tender

## **Fund Management Services for North East Early Stage Equity Fund**

THE NORTH EAST FUND LIMITED

F02: Contract notice

Notice identifier: 2024/S 000-034206

Procurement identifier (OCID): ocds-h6vhtk-04b044

Published 22 October 2024, 4:07pm

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

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

THE NORTH EAST FUND LIMITED

Fifth Floor, West One, Forth Banks

NEWCASTLE-UPON-TYNE

NE13PA

#### **Email**

[tenders@northeastfund.org](mailto:tenders@northeastfund.org)

#### **Country**

United Kingdom

#### **Region code**

UKC22 - Tyneside

## **Companies House**

10441614

## **Internet address(es)**

Main address

<https://www.northeastfund.org/>

## **I.3) Communication**

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

<https://www.northeastfund.org/business-guidance-support/>

Additional information can be obtained from the above-mentioned address

Tenders or requests to participate must be submitted electronically via

<https://www.northeastfund.org/business-guidance-support/>

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

Other type

Company Owned by Local Authorities

## **I.5) Main activity**

Economic and financial affairs

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## **Section II: Object**

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

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

Fund Management Services for North East Early Stage Equity Fund

Reference number

TNEFL/2024/02

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

- 66100000 - Banking and investment services

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

Services

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

The North East Fund seeks to appoint a professional, FCA authorised fund management organisation to deliver an early stage venture capital fund in the North East of England. The fund will address the persistent market gap in the provision of relatively small amounts of finance to early-stage and innovative SMEs in the North East of England. In so doing, it will help to unlock regional growth, build confidence in the SME business base and ensure the region is a great place to start-up and scale a business.

The Fund has the working title of "Early Stage Equity Fund" but its final name will be agreed with the appointed fund manager.

TNEFL expects to make an initial commitment of investment capital to the Fund of £35m, which will be invested over an Initial Investment Period of c.5 years - equating to an average annual investment by the Fund of £7m during its first five years of operation. This quantum of investment, and the Fund's investment policy detailed below, is consistent with and will address the funding gaps identified by a market evaluation exercise which was undertaken during the first half of 2024.

In a significant development compared to previous regional investment funds, the profile of this Fund has been developed with a view to facilitating a more 'patient capital' approach to investment - by making provision for the initial 5 year investment period to be followed by further periods of new (and follow-on) investments which can potentially extend to a further

10 years. This period of up to 15 years in which the Fund can make both new and portfolio investments will be followed by a Realisation Period of up to 10 years, giving a potential contract duration of 25 years in total. This will enable the manager to provide support over a longer period than previous funds, which should be beneficial for the Fund's investee companies and should also help to maximise the financial returns to the Fund.

Those returns, and potentially other sources of capital which may be available to TNEFL (for example, from the regional legacy funds overseen by NEA2F) will be used to facilitate the extension of the Fund's investment activity after the initial investment capital commitment of £35m is fully invested.

The extension of investment activity in the Further Investment Periods will be effected by TNEFL providing annual commitments of additional investment capital to the Fund which are expected to be, on average, between £3m and £6m. The actual quantum of each annual additional capital commitment will be notified by TNEFL to the manager as far in advance of the start of each one-year Further Investment Period as is possible, to enable the manager to make plans for its utilisation.

Please see the Information Memorandum for further details. It, and the accompanying documents, can be downloaded from the North East Fund website as indicated in this Contract Notice.

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

Value excluding VAT: £19,800,000

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

This contract is divided into lots: No

## **II.2) Description**

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

- 66122000 - Corporate finance and venture capital services

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

NUTS codes

- UKC - North East (England)

Main site or place of performance

The North East of England, being the seven Local Authority areas of: Northumberland; North Tyneside; South Tyneside; Newcastle; Gateshead; Sunderland and County Durham.

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

Please see the summary at Section II.1.4 for a summary of the contract and the Information Memorandum, which can be downloaded from The North East Fund's website, for details.

The procurement process will be conducted in accordance with the Public Contracts Regulations 2015 (as amended), using the Competitive Procedure with Negotiation as detailed in Regulation 29 of those Regulations.

The Purpose of this procurement is to procure the services of a single FCA regulated fund manager. As outlined in Section II.1.4, above, the contract is expected to have an initial duration of 10 years and can be extended by up to a further 15 years, to 25 years in total.

Please note that the contract value stated in this Contract Notice is an estimate based on assumptions regarding: the fund management fees tendered; the overall quantum of capital which will be committed to the fund; the duration of the contract and the profile of exits from and impairments to portfolio companies. As such, the ultimate fees paid under the contract could be lower or higher than the estimated contract value stated in this Contract Notice.

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

Price is not the only award criterion and all criteria are stated only in the procurement documents

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

Value excluding VAT: £19,800,000

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

Duration in months

300

This contract is subject to renewal

Yes

Description of renewals

The contract can potentially last for 25 years but that is based on it being extended during its term, which will be initially for 10 years but - subject to performance, market demand and availability of capital - is expected to be extended by at least 10 years, on the basis set out in the Information Memorandum, and draft contract documents.

#### **II.2.10) Information about variants**

Variants will be accepted: Yes

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

Options: No

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

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

##### **III.1.1) Suitability to pursue the professional activity, including requirements relating to enrolment on professional or trade registers**

List and brief description of conditions

Participants must be authorised and registered with the Financial Conduct Authority, or must be able to explain how they will become authorised in time to deliver the contract - as detailed in the Selection Questionnaire.

#### **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**

Competitive procedure with negotiation

#### **IV.1.4) Information about reduction of the number of solutions or tenders during negotiation or dialogue**

Recourse to staged procedure to gradually reduce the number of solutions to be discussed or tenders to be negotiated

#### **IV.1.5) Information about negotiation**

The contracting authority reserves the right to award the contract on the basis of the initial tenders without conducting negotiations

#### **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**

Date

22 November 2024

Local time

12:00pm

#### **IV.2.3) Estimated date of dispatch of invitations to tender or to participate to selected candidates**

4 December 2024

#### **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)

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## **Section VI. Complementary information**

### **VI.1) Information about recurrence**

This is a recurrent procurement: No

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

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

High Court of England & Wales

London

Country

United Kingdom