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Contract

QUB/2099/22 Contract for Provision of Executive Education Services - DPS

Queen's University Belfast

F03: Contract award notice

Notice identifier: 2022/S 000-034498

Procurement identifier (OCID): ocds-h6vhtk-0355be

Published 6 December 2022, 2:20pm

Section I: Contracting authority

I.1) Name and addresses

Queen's University Belfast

University Road

Belfast

BT7 1NN

Contact

Emmett McCann

Email

e.mccann@qub.ac.uk

Telephone

+44 2890973026

Country

United Kingdom

NUTS code

UKN06 - Belfast

Internet address(es)

Main address

<https://www.qub.ac.uk/>

Buyer's address

<https://www.qub.ac.uk/directorates/FinanceDirectorate/visitors/procurement/>

I.4) Type of the contracting authority

Body governed by public law

I.5) Main activity

Education

Section II: Object

II.1) Scope of the procurement

II.1.1) Title

QUB/2099/22 Contract for Provision of Executive Education Services - DPS

Reference number

QUB/2099/22

II.1.2) Main CPV code

- 80000000 - Education and training services

II.1.3) Type of contract

Services

II.1.4) Short description

The William J Clinton Leadership Institute (the Institute) at Queen's University Belfast (Queen's) To support the delivery team, the Institute seeks to establish a dynamic framework of executive coaches and executive education specialists in leadership and general management, who would be invited to supply services under the following Lots:- Lot 1 Programme or Modular Design (may include optional programme coordination) - Lot 2 Training Delivery (may include- Lot 3 Coaching and/or Psychometric Tests and Debriefs Economic Operators can tender for one, two or all three Lots. There are no restrictions on the number of Lots an Economic Operator can apply for. Dynamic purchasing system (DPS): The framework shall be operated as a completely electronic process, and shall be open throughout the period of validity of the purchasing system to any Economic Operator that satisfies the selection criteria and award criteria.

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: £300,000

II.2) Description

II.2.1) Title

QUB/2099/22 Contract for Provision of Executive Education Services - DPS Lot 1

Lot No

Lot 1 - Programme Design

II.2.2) Additional CPV code(s)

- 80000000 - Education and training services

II.2.3) Place of performance

NUTS codes

- UKN06 - Belfast

II.2.4) Description of the procurement

The William J Clinton Leadership Institute (the Institute) at Queen's University Belfast (Queen's) is at the forefront of leadership development and executive education in Northern Ireland. Our vision is 'To be an internationally engaged and recognized executive education institute, developing internationally minded leaders to respect and leverage diversity for the common good and make a positive difference in the world.' The Institute offers open enrolment and company specific credit and non-credit executive education programs. Further details can be found on the following website: <http://www.leadershipinstitute.co.uk>. To support the delivery team, the Institute seeks to establish a dynamic framework of executive coaches and executive education specialists in leadership and general management, who would be invited to supply services under the following Lots:- Lot 1 Programme or Modular Design (may include optional programme coordination) - Lot 2 Training Delivery (may include assessment for credit bearing programmes)- Lot 3 Coaching and/or Psychometric Tests and Debriefs Economic Operators can tender for one, two or all three Lots. There are no restrictions on the number of Lots an Economic Operator can apply for. Dynamic purchasing system (DPS): The framework shall be operated as a completely electronic process, and shall be open throughout the period of validity of the purchasing system to any Economic Operator that satisfies the selection criteria and award criteria. It is anticipated that a framework of Economic Operators shall be appointed to one or more of the above Lots under a multi-operator framework agreement. Services shall be drawn down throughout the framework period as and when required by Queen's. As such, Queen's cannot give any guarantee as to the value or volume of business which will be awarded to any

Economic Operator. Stage 1 – Request to Participant Economic Operators are required to complete the University’s questionnaire and submit them via Intend. Those Economic Operators that meet the University’s selection and award criteria and is not excluded will be appointed on the DPS. Economic Operators are able to apply at any point throughout the duration of the DPS by completing the University’s Stage 1 – Request to Participant questionnaire and submitting the quest. Stage 2 – Call Off Options: Call Off Options: Option One – Mini Competition A mini competition may be conducted between either the most suitable or all Economic Operators within the Lot, depending on the nature of the engagement. Further competition will be on the basis of price only (100%) or a blend of Price and Quality. Where Price and Quality are to be considered, the Institute requiring these services will contact the most suitable or all appointed Economic Operators outlining their requirements and a date by which their proposal must be submitted by. The Economic Operator, which offers the most economically advantageous proposal, as a result of each competition, will be awarded the business. Option Two – Specific Skill or Expertise Queen’s reserves the right to appoint a specific Economic Operator for a requirement based on:- their skillset, experience or expertise which would deem them to be most suited to the specific service requirement or where the Economic Operator is recognised as a subject matter expert in a specific field.- at the specific request of a commercial or other collaborative partner based on the Economic Operators skills and experience. This tender exercise will be carried out in accordance with the Public Contracts Regulations 2015 (including any amendments) Social and Other Specific Services procedure. Economic Operators should note that Queen’s reserves the right to use an alternative Economic Operator(s) on occasion for the provision of any service e.g. at the specific request of a commercial or other collaborative partner and/or appoint an Economic Operator on the Framework due

II.2.5) Award criteria

Quality criterion - Name: Technical / Weighting: 70

Cost criterion - Name: Price / Weighting: 30

II.2.11) Information about options

Options: Yes

Description of options

1 year, subject to a satisfactory review with the option to extend the Contract for a further 36 months.

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

QUB/2099/22 Contract for Provision of Executive Education Services - DPS Lot 2

Lot No

Lot 2 - Training Delivery

II.2.2) Additional CPV code(s)

- 80000000 - Education and training services

II.2.3) Place of performance

NUTS codes

- UKN06 - Belfast

II.2.4) Description of the procurement

The William J Clinton Leadership Institute (the Institute) at Queen's University Belfast (Queen's) is at the forefront of leadership development and executive education in Northern Ireland. Our vision is 'To be an internationally engaged and recognized executive education institute, developing internationally minded leaders to respect and leverage diversity for the common good and make a positive difference in the world.' The Institute offers open enrolment and company specific credit and non-credit executive education programs. Further details can be found on the following website: <http://www.leadershipinstitute.co.uk>. To support the delivery team, the Institute seeks to establish a dynamic framework of executive coaches and executive education specialists in leadership and general management, who would be invited to supply services under the following Lots:- Lot 1 Programme or Modular Design (may include optional programme coordination) - Lot 2 Training Delivery (may include assessment for credit bearing programmes)- Lot 3 Coaching and/or Psychometric Tests and Debriefs Economic Operators can tender for one, two or all three Lots. There are no restrictions on the number of Lots an Economic Operator can apply for. Dynamic purchasing system (DPS): The framework shall be operated as a completely electronic process, and shall be open throughout the period of validity of the purchasing system to any Economic Operator that satisfies the selection criteria and award criteria. It is anticipated that a framework of Economic Operators shall be appointed to one or more of the above Lots under a multi-operator framework agreement. Services shall be drawn down

throughout the framework period as and when required by Queen's. As such, Queen's cannot give any guarantee as to the value or volume of business which will be awarded to any Economic Operator. Stage 1 – Request to Participant Economic Operators are required to complete the University's questionnaire and submit them via Intend. Those Economic Operators that meet the University's selection and award criteria and is not excluded will be appointed on the DPS. Economic Operators are able to apply at any point throughout the duration of the DPS by completing the University's Stage 1 – Request to Participant questionnaire and submitting the quest. Stage 2 – Call Off Options: Option One – Mini Competition A mini competition may be conducted between either the most suitable or all Economic Operators within the Lot, depending on the nature of the engagement. Further competition will be on the basis of price only (100%) or a blend of Price and Quality. Where Price and Quality are to be considered, the Institute requiring these services will contact the most suitable or all appointed Economic Operators outlining their requirements and a date by which their proposal must be submitted by. The Economic Operator, which offers the most economically advantageous proposal, as a result of each competition, will be awarded the business. Option Two – Specific Skill or Expertise Queen's reserves the right to appoint a specific Economic Operator for a requirement based on:- their skillset, experience or expertise which would deem them to be most suited to the specific service requirement or where the Economic Operator is recognised as a subject matter expert in a specific field.- at the specific request of a commercial or other collaborative partner based on the Economic Operators skills and experience. This tender exercise will be carried out in accordance with the Public Contracts Regulations 2015 (including any amendments) Social and Other Specific Services procedure. Economic Operators should note that Queen's reserves the right to use an alternative Economic Operator(s) on occasion for the provision of any service e.g. at the specific request of a commercial or other collaborative partner and/or appoint an Economic Operator on the Framework due

II.2.5) Award criteria

Quality criterion - Name: Technical / Weighting: 70

Cost criterion - Name: Price / Weighting: 30

II.2.11) Information about options

Options: Yes

Description of options

1 year, subject to a satisfactory review with the option to extend the Contract for a further 36 months.

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

QUB/2099/22 Contract for Provision of Executive Education Services - DPS Lot 3

Lot No

Lot 3 - Coaching

II.2.2) Additional CPV code(s)

- 80000000 - Education and training services

II.2.3) Place of performance

NUTS codes

- UKN06 - Belfast

II.2.4) Description of the procurement

The William J Clinton Leadership Institute (the Institute) at Queen's University Belfast (Queen's) is at the forefront of leadership development and executive education in Northern Ireland. Our vision is 'To be an internationally engaged and recognized executive education institute, developing internationally minded leaders to respect and leverage diversity for the common good and make a positive difference in the world.' The Institute offers open enrolment and company specific credit and non-credit executive education programs.

Further details can be found on the following website: <http://www.leadershipinstitute.co.uk>.

To support the delivery team, the Institute seeks to establish a dynamic framework of executive coaches and executive education specialists in leadership and general management, who would be invited to supply services under the following Lots:- Lot 1 Programme or Modular Design (may include optional programme coordination) - Lot 2 Training Delivery (may include assessment for credit bearing programmes)- Lot 3 Coaching and/or Psychometric Tests and Debriefs Economic Operators can tender for one, two or all three Lots. There are no restrictions on the number of Lots an Economic Operator can apply for. Dynamic purchasing system (DPS): The framework shall be operated as a completely electronic process, and shall be open throughout the period of validity of the purchasing system to any Economic Operator that satisfies the selection criteria and award criteria. It is anticipated that a framework of Economic Operators shall be appointed to one or more of

the above Lots under a multi-operator framework agreement. Services shall be drawn down throughout the framework period as and when required by Queen's. As such, Queen's cannot give any guarantee as to the value or volume of business which will be awarded to any Economic Operator. Stage 1 – Request to Participant Economic Operators are required to complete the University's questionnaire and submit them via Intend. Those Economic Operators that meet the University's selection and award criteria and is not excluded will be appointed on the DPS. Economic Operators are able to apply at any point throughout the duration of the DPS by completing the University's Stage 1 – Request to Participant questionnaire and submitting the quest. Stage 2 – Call Off Options: Option One – Mini Competition A mini competition may be conducted between either the most suitable or all Economic Operators within the Lot, depending on the nature of the engagement. Further competition will be on the basis of price only (100%) or a blend of Price and Quality. Where Price and Quality are to be considered, the Institute requiring these services will contact the most suitable or all appointed Economic Operators outlining their requirements and a date by which their proposal must be submitted by. The Economic Operator, which offers the most economically advantageous proposal, as a result of each competition, will be awarded the business. Option Two – Specific Skill or Expertise Queen's reserves the right to appoint a specific Economic Operator for a requirement based on:- their skillset, experience or expertise which would deem them to be most suited to the specific service requirement or where the Economic Operator is recognised as a subject matter expert in a specific field.- at the specific request of a commercial or other collaborative partner based on the Economic Operators skills and experience. This tender exercise will be carried out in accordance with the Public Contracts Regulations 2015 (including any amendments) Social and Other Specific Services procedure. Economic Operators should note that Queen's reserves the right to use an alternative Economic Operator(s) on occasion for the provision of any service e.g. at the specific request of a commercial or other collaborative partner and/or appoint an Economic Operator on the Framework due

II.2.5) Award criteria

Quality criterion - Name: Technical / Weighting: 70

Cost criterion - Name: Price / Weighting: 30

II.2.11) Information about options

Options: Yes

Description of options

1 year, subject to a satisfactory review with the option to extend the Contract for a further 36 months.

II.2.13) Information about European Union Funds

The procurement is related to a project and/or programme financed by European Union funds: No

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 000-020246](#)

Section V. Award of contract

Contract No

QUB/2099/22

Lot No

1

Title

External Executive Education Services - Lot 1 Programme Coordination

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

21 November 2022

V.2.2) Information about tenders

Number of tenders received: 8

Number of tenders received from SMEs: 8

Number of tenders received from tenderers from other EU Member States: 3

Number of tenders received from tenderers from non-EU Member States: 5

Number of tenders received by electronic means: 8

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

V.2.3) Name and address of the contractor

AGA Performance

Isleworth

Country

United Kingdom

NUTS code

- UKN06 - Belfast

The contractor is an SME

Yes

V.2.3) Name and address of the contractor

Baker Tilly Mooney Moore

Belfast

Country

United Kingdom

NUTS code

- UKN06 - Belfast

The contractor is an SME

Yes

V.2.3) Name and address of the contractor

Dalton Training Ltd

Farnham

Country

United Kingdom

NUTS code

- UKN06 - Belfast

The contractor is an SME

Yes

V.2.3) Name and address of the contractor

Dr Phillipe Bouvier

Gleize

Country

United Kingdom

NUTS code

- UKN06 - Belfast

The contractor is an SME

Yes

V.2.3) Name and address of the contractor

INREGU

Gleize

Country

United Kingdom

NUTS code

- UKN06 - Belfast

The contractor is an SME

Yes

V.2.3) Name and address of the contractor

Pendry Leadership Ltd

Belfast

Country

United Kingdom

NUTS code

- UKN06 - Belfast

The contractor is an SME

Yes

V.2.3) Name and address of the contractor

Thrive Coaching and Development

Belfast

Country

United Kingdom

NUTS code

- UKN06 - Belfast

The contractor is an SME

Yes

V.2.3) Name and address of the contractor

Peter Ivanov

Hamburg

Country

United Kingdom

NUTS code

- UKN06 - Belfast

The contractor is an SME

Yes

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

Initial estimated total value of the contract/lot: £100,000

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

Section V. Award of contract

Contract No

QUB/2099/22

Lot No

2

Title

External Executive Education Services - Lot 2 Training Delivery

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

6 December 2022

V.2.2) Information about tenders

Number of tenders received: 10

Number of tenders received from SMEs: 10

Number of tenders received from tenderers from other EU Member States: 3

Number of tenders received from tenderers from non-EU Member States: 7

Number of tenders received by electronic means: 10

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

V.2.3) Name and address of the contractor

AGA Performance

Isleworth

Country

United Kingdom

NUTS code

- UKN06 - Belfast

The contractor is an SME

Yes

V.2.3) Name and address of the contractor

Baker Tilly Mooney Moore

Belfast

Country

United Kingdom

NUTS code

- UKN06 - Belfast

The contractor is an SME

Yes

V.2.3) Name and address of the contractor

Dalton Training Ltd

Farnham

Country

United Kingdom

NUTS code

- UKN06 - Belfast

The contractor is an SME

Yes

V.2.3) Name and address of the contractor

Dr Phillipe Bouvier

Gleize

Country

United Kingdom

NUTS code

- UKN06 - Belfast

The contractor is an SME

Yes

V.2.3) Name and address of the contractor

INREGU

Gleize

Country

United Kingdom

NUTS code

- UKN06 - Belfast

The contractor is an SME

Yes

V.2.3) Name and address of the contractor

Pendry Leadership Ltd

Belfast

Country

United Kingdom

NUTS code

- UKN06 - Belfast

The contractor is an SME

Yes

V.2.3) Name and address of the contractor

Thrive Coaching and Development

belfast

Country

United Kingdom

NUTS code

- UKN06 - Belfast

The contractor is an SME

Yes

V.2.3) Name and address of the contractor

John Scarrott Training and Coaching

Cambridge

Country

United Kingdom

NUTS code

- UKN06 - Belfast

The contractor is an SME

Yes

V.2.3) Name and address of the contractor

Explore the edges

Belfast

Country

United Kingdom

NUTS code

- UKN06 - Belfast

The contractor is an SME

Yes

V.2.3) Name and address of the contractor

Peter Ivanov

Hamburg

Country

United Kingdom

NUTS code

- UKN06 - Belfast

The contractor is an SME

Yes

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

Initial estimated total value of the contract/lot: £100,000

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

Section V. Award of contract

Contract No

QUB/2099/22

Lot No

3

Title

External Executive Education Services - Lot 3 Coaching and/or Psychometric Tests and Debriefs

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

6 December 2022

V.2.2) Information about tenders

Number of tenders received: 8

Number of tenders received from SMEs: 8

Number of tenders received from tenderers from other EU Member States: 1

Number of tenders received from tenderers from non-EU Member States: 7

Number of tenders received by electronic means: 8

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

V.2.3) Name and address of the contractor

AGA Performance

Isleworth

Country

United Kingdom

NUTS code

- UKN06 - Belfast

The contractor is an SME

Yes

V.2.3) Name and address of the contractor

Baker Tilly Mooney Moore

belfast

Country

United Kingdom

NUTS code

- UKN06 - Belfast

The contractor is an SME

Yes

V.2.3) Name and address of the contractor

Dalton Training Ltd

Farnham

Country

United Kingdom

NUTS code

- UKN06 - Belfast

The contractor is an SME

Yes

V.2.3) Name and address of the contractor

John Scarrott Training and Coaching

Cambridge

Country

United Kingdom

NUTS code

- UKN06 - Belfast

The contractor is an SME

Yes

V.2.3) Name and address of the contractor

Pendry Leadership Ltd

belfast

Country

United Kingdom

NUTS code

- UKN06 - Belfast

The contractor is an SME

Yes

V.2.3) Name and address of the contractor

Thrive Coaching and Development

Belfast

Country

United Kingdom

NUTS code

- UKN06 - Belfast

The contractor is an SME

Yes

V.2.3) Name and address of the contractor

Peter Ivanov

Hamburg

Country

United Kingdom

NUTS code

- UKN06 - Belfast

The contractor is an SME

Yes

V.2.3) Name and address of the contractor

Explore the Edges

belfast

Country

United Kingdom

NUTS code

- UKN06 - Belfast

The contractor is an SME

Yes

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

Initial estimated total value of the contract/lot: £100,000

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

Section VI. Complementary information

VI.4) Procedures for review

VI.4.1) Review body

Queen's University Belfast

University Road

Belfast

Email

procurement@gub.ac.uk

Telephone

+44 2890973026

Country

United Kingdom

Internet address

<https://www.gub.ac.uk/directorates/FinanceDirectorate/visitors/procurement/>