

This is a published notice on the Find a Tender service: <https://www.find-tender.service.gov.uk/Notice/034687-2023>

Contract

## **Business Change Delivery**

Scottish Water

F06: Contract award notice – utilities

Notice identifier: 2023/S 000-034687

Procurement identifier (OCID): ocds-h6vhtk-03a657

Published 23 November 2023, 2:05pm

### **Section I: Contracting entity**

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

Scottish Water

6 Buchanan Gate

Glasgow

G33 6FB

#### **Contact**

Andrew Neilson

#### **Email**

[andrew.neilson@scottishwater.co.uk](mailto:andrew.neilson@scottishwater.co.uk)

#### **Telephone**

+44 7875873072

#### **Country**

United Kingdom

**Region code**

UKM - Scotland

**Internet address(es)**

Main address

[www.scottishwater.co.uk/](http://www.scottishwater.co.uk/)

Buyer's address

<https://www.scottishwater.co.uk/>

**I.6) Main activity**

Water

---

## **Section II: Object**

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

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

Business Change Delivery

Reference number

SW23/ACP/1432

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

- 79411100 - Business development consultancy services

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

Services

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

Scottish Water is looking to award a multi supplier Business Change Delivery framework to support delivery and implementation of long-term business change •Work alongside Scottish Water to ensure change impacts are identified, understood and implemented •Be involved in evaluating the arrangements and overseeing the transition as necessary to ensure successful implementation and embedment of new ways of working e.g. assess readiness for change and develop a change management plan, train employees on how to effectively manage and adapt to change. •Provide expertise in change readiness implementation planning, change communications strategy to enable business change success e.g. develop strategies for managing change, create and implement communication strategies that increase understanding and buy-in •Provide expertise in benefits management and realisation of benefits •Bring water utility expertise, and work in partnership with our Digital & Transformation Strategic Partners

#### **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

Main site or place of performance

SCOTLAND

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

Award of a multiple supplier Business Change Delivery framework to support the delivery and implementation of long-term business change as part of our Transformation Programme. Suppliers will: •Work alongside Scottish Water to ensure change impacts are identified, understood and implemented across the business •Be involved in evaluating the arrangements and overseeing the transition as necessary to ensure successful implementation and embedment of new and ways of working. •Provide expertise in change readiness implementation planning, change communications strategy to enable business change success e.g. develop strategies for managing change, create and implement communication strategies that increase understanding and buy-in •Provide expertise in benefits management and realisation of benefits within Scottish Water. •Bring water utility expertise, and work in partnership with our Digital & Transformation Strategic Partners

#### **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**

The PQQ documents can also be accessed by logging in through the Scottish Water Delta e-sourcing webpage <https://scottishwater.delta-esourcing.com/> and through the Response Manager section using the following Access Code: 446F78X65X

---

## **Section IV. Procedure**

### **IV.1) Description**

#### **IV.1.1) Type of procedure**

Negotiated procedure with prior call for competition

#### **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: [2023/S 000-004829](#)

---

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

### **Contract No**

SW23/ACP/1432

### **Title**

Business Change Delivery Consultancy

A contract/lot is awarded: Yes

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

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

20 November 2023

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

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

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

Adoptavate Ltd

167-169 Great Portland Street

London

W1W 5PF

Country

United Kingdom

NUTS code

- UKI - London

National registration number

[UK]

The contractor is an SME

No

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

Outform Consulting Limited

Paramount Court, Corrig Road, Sandyford Business Park

Dublin

D18 R9C7

Country

Ireland

NUTS code

- IE - Ireland

National registration number

[IR]

The contractor is an SME

Yes

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

PA Consulting Services Limited

10 Bressenden Place

London

SW1E 5DN

Country

United Kingdom

NUTS code

- UKI - London

National registration number

[UK]

The contractor is an SME

No

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

Vision Consulting Limited

CBC House, 24 Canning Street

Edinburgh

EH3 8EG

Country

United Kingdom

NUTS code

- UKM7 - Eastern Scotland

National registration number

[UK]

The contractor is an SME

No

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

ANDigital Limited

3 Concorde Park, Concorde Road

Maidenhead

SL6 4BY

Country

United Kingdom

NUTS code

- UKJ11 - Berkshire

National registration number

[UK]

The contractor is an SME

No

---

## **Section VI. Complementary information**

### **VI.3) Additional information**

Scottish Water will not accept the SPD. We will only accept a completed Scottish Water PQQ document. This Notice does not preclude Scottish Water from issuing other notices



for specific requirements. Responses to the FTS Notice will be evaluated and only successful applicants following PQQ evaluation will be invited to submit a tender. Applicants who fail to supply all of the information requested in response to this Notice or any resulting tender exercise may risk elimination

To view this notice, please click here:

<https://scottishwater.delta-esourcing.com/delta/viewNotice.html?noticeId=825578115>

GO Reference: GO-20231123-PRO-24576475

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

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

Glasgow Sheriff Court

Glasgow

Country

United Kingdom

### **VI.4.2) Body responsible for mediation procedures**

Scottish Water

6 Buchanan Gate

Glasgow

G33 6FB

Email

[andrew.neilson@scottishwater.co.uk](mailto:andrew.neilson@scottishwater.co.uk)

Telephone

+44 7875873072

Country

United Kingdom

