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Contract

## **USA Export Plan**

Scottish Government

F03: Contract award notice

Notice identifier: 2024/S 000-037817

Procurement identifier (OCID): ocds-h6vhtk-046ce6

Published 22 November 2024, 12:47pm

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

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

Scottish Government

4 Atlantic Quay, 70 York St

Glasgow

G2 8EA

#### **Contact**

Laura Vivian

#### **Email**

[laura.vivian@gov.scot](mailto:laura.vivian@gov.scot)

#### **Telephone**

+44 7467338120

#### **Country**

United Kingdom

**NUTS code**

UKM - Scotland

**National registration number**

CASE/700677

**Internet address(es)**

Main address

<http://www.scotland.gov.uk>

Buyer's address

[https://www.publiccontractsscotland.gov.uk/search/Search\\_AuthProfile.aspx?ID=AA10482](https://www.publiccontractsscotland.gov.uk/search/Search_AuthProfile.aspx?ID=AA10482)

**I.2) Information about joint procurement**

The contract is awarded by a central purchasing body

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

Ministry or any other national or federal 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**

USA Export Plan

Reference number

CASE/700677

### **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 Scottish Government published a Trading Nation: A plan for Growing Scottish exports on 1 May 2019. The plan aims to increase the value of exports from 20% to 25% of Scotland's GDP over the next 10 years. This could add around 3.5 billion GBP to GDP and create 17,500 more jobs.

A Trading Nation was developed using data driven analysis and market intelligence to identify the priority sectors, markets and types of businesses that are most likely to drive growth in exports.

The end goal of the USA Export Plan is to produce an export focused report that seeks to identify the US states that offer the best match and opportunity for Scottish export strengths and our ambitions as set out in A Trading Nation and the National Strategy for Economic Transformation.

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

This contract is divided into lots: No

## **II.2) Description**

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

- 73220000 - Development consultancy services
- 72221000 - Business analysis consultancy services
- 66171000 - Financial consultancy services

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

NUTS codes

- UKM - Scotland

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

The export plan will help us better understand the longer term trends within these huge

markets and focus our resources to better drive export success in these continental sized economies. Whilst broader in-market commercial opportunities should be understood the main thrust of this plan is to boost exports from Scottish based companies to the USA, and to understand the best ways for the Scottish Government and its agencies to facilitate this outcome. Information gleaned from this study could also help inform the Scottish Government's broader trade policy priorities within the UK-led state level MoU programme, and should the UK-USA free trade negotiations restart.

The end goal of the USA Export Plan is to produce an export focused report that seeks to identify the US states that offer the best match and opportunity for Scottish export strengths and our ambitions as set out in A Trading Nation and the National Strategy for Economic Transformation.

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

Quality criterion - Name: Methodology / Weighting: 40

Quality criterion - Name: Staffing & Capability / Weighting: 25

Quality criterion - Name: Timetable & Delivery / Weighting: 20

Quality criterion - Name: Community Benefits / Weighting: 5

Quality criterion - Name: Fair Work First / Weighting: 5

Quality criterion - Name: Business Continuity And Disaster Recovery (BCDR) / Weighting: 5

Price - Weighting: 30

#### **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 IV. Procedure**

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

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

Open procedure

#### **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: [2024/S 000-017113](#)

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

### **Contract No**

CASE/700677

A contract/lot is awarded: No

### **V.1) Information on non-award**

The contract/lot is not awarded

Other reasons (discontinuation of procedure)

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## **Section VI. Complementary information**

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

Question Scoring Methodology for Award Criteria outlined in Invitation to Tender.

0 Unacceptable Nil or inadequate response. Fails to demonstrate an ability to meet the requirement.

1 Poor Response is partially relevant but generally poor. The response addresses some

elements of the requirement but contains insufficient/limited detail or explanation to demonstrate how the requirement will be fulfilled.

2 Acceptable Response is relevant and acceptable. The response addresses a broad understanding of the requirement but may lack details on how the requirement will be fulfilled in certain areas.

3 Good Response is relevant and good. The response is sufficiently detailed to demonstrate a good understanding and provides details on how the requirements will be fulfilled.

4 Excellent Response is completely relevant and excellent overall. The response is comprehensive, unambiguous and demonstrates a thorough understanding of the requirement and provides details of how the requirement will be met in full.

Tenderers are also asked to confirm that they will pay staff that are involved in the delivery of services under the contract, at least the real Living Wage.

Bidders must complete the SPD (Scotland) to demonstrate adherence to the Exclusion and Selection Criteria for this procurement.

If there are named subcontractors/technicians upon which the bidder will rely to meet the selection criteria, these named parties must

complete and reattach the SPD Supplier Response Form attached to SPD.

The buyer is using PCS-Tender to conduct this ITT exercise.

The Project code is 26816 and the ITT code is 55059. For more information see:

<http://www.publiccontractsscotland.gov.uk/info/InfoCentre.aspx?ID=2343>

Community benefits are included in this requirement.

For more information see:

<https://www.gov.scot/policies/public-sector-procurement/community-benefits-in-procurement/>

A summary of the expected community benefits has been provided as follows:

The tenderer must provide a Community Benefits proposal that is relevant to the subject matter of this contract and supports the Scottish Ministers' commitment to contributing to the social, economic & environmental well-being of the people of Scotland, as described

in the specification.

targeted employment support, recruitment and work-related training for priority groups within the community (for example long-term

unemployed and young people) as part of your proposed workforce for this project;

support for existing Charity and Third Sector Organisations that deliver benefits to the communities

Use of SMEs or supported businesses as part of your supply chain

up-skilling the existing workforce;

equality and diversity initiatives;

educational support initiatives.

The buyer is using PCS-Tender to conduct this ITT exercise. The Project code is 26816. For more information see:

<http://www.publiccontractsscotland.gov.uk/info/InfoCentre.aspx?ID=2343>

(SC Ref:784031)

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

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

Edinburgh Sheriff Court and Justice of the Peace Court

27 Chambers Street

Edinburgh

EH1 1LB

Country

United Kingdom