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Contract

CivTech 10 - Wildcard Challenge 10.11 - How can technology help early-stage entrepreneurs by giving them the best possible information, advice and other forms of support in a way that is fast and easy to access, helping establish Scotland as a Start-Up Nation?

Scottish Government

F03: Contract award notice

Notice identifier: 2025/S 000-042501

Procurement identifier (OCID): ocds-h6vhtk-0487ee

Published 23 July 2025, 4:28pm

Section I: Contracting authority

I.1) Name and addresses

Scottish Government

5 Atlantic Quay, 150 Broomielaw

Glasgow

G2 8LU

Contact

Andy Scott

Email

andy.scott@gov.scot

Telephone

+44 1412420133

Country

United Kingdom

NUTS code

UKM - Scotland

Internet address(es)

Main address

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

Buyer's address

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

Section II: Object

II.1) Scope of the procurement

II.1.1) Title

CivTech 10 - Wildcard Challenge 10.11 - How can technology help early-stage entrepreneurs by giving them the best possible information, advice and other forms of support in a way that is fast and easy to access, helping establish Scotland as a Start-Up Nation?

II.1.2) Main CPV code

- 72000000 - IT services: consulting, software development, Internet and support

II.1.3) Type of contract

Services

II.1.4) Short description

There is a huge range of support available for businesses in Scotland, coming from both the public and private sectors. However, finding and accessing the support most relevant for an individual business can be challenging, many of the approaches to delivery of business support rely on traditional models of delivery, and few have embraced the possibilities of advanced AI. So, this Challenge seeks to explore how technology could be applied to develop new innovative and highly effective business support models, with an initial focus on support for pre-start, start-up, and early-stage businesses.

How can AI, if applied in really imaginative and innovative ways, make major beneficial impacts in this area?

II.1.6) Information about lots

This contract is divided into lots: No

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

Value excluding VAT: £294,801

II.2) Description

II.2.2) Additional CPV code(s)

- 79000000 - Business services: law, marketing, consulting, recruitment, printing and security

II.2.3) Place of performance

NUTS codes

- UKM - Scotland

Main site or place of performance

Edinburgh

II.2.4) Description of the procurement

CivTech's mission is to drive daring and innovation in the public sector by collaboratively solving Challenges that make people's lives better – and in doing so create generations of sustainable, high growth businesses.

CivTech brings together public sector expertise and private sector innovation to solve real problems, develop new products, and deliver better, faster and easier services for everyone. Central to the approach is co-production with the citizen.

Part of the Scottish Government's Digital Directorate, CivTech's approach is helping transform public sector engagement with tech and innovation, delivering significant benefits to public services, producing genuine uplifts for the Scottish economy - and along the way, making lives better.

Across the country there are problems public sector organisations would like to solve and in the current environment the need for smart, efficient and effective products has never been greater. The Scottish Government is aware innovation is a good way to create them and is committed to ensuring a large part of its tech spend goes to smaller, innovative businesses. This is where CivTech comes in.

The CivTech Innovation Flow is designed to create products as quickly and effectively as possible, and uses a true Accelerator model at the heart of its Innovation Flow model. For you – whether you're an individual, team or company – it's an opportunity to take on a Challenge, solve it, and win contracts with a blue-chip public sector organisation. You'll build a product, and a business to take it as far as possible. Because here's the kicker: the Challenges we issue aren't 'single organisation' problems – most exist worldwide.

In short: Open Challenges are set. Any organisation, team or individual can respond. Applications are assessed, and shortlisted proposals go into an Exploration Stage where they're developed further [for which participating applicants are paid]. The best go through to the Accelerator – a period of intensive work to create the solution, and through CivTech's unique business workshop system, a business capable of taking the product to the world.

Please visit our website for information on CivTech and how to get involved:

<https://www.civtech.scot/how-to-apply-civtech-10>

<https://www.civtech.scot/civtech-10-challenge-11-support-and-advice-for-potential-and-early-stage-entrepreneurs>

II.2.5) Award criteria

Quality criterion - Name: Quality / Weighting: 100

Price - Weighting: 0

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

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 000-024627](#)

Section V. Award of contract

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

23 July 2025

V.2.2) Information about tenders

Number of tenders received: 33

Number of tenders received from SMEs: 30

Number of tenders received from tenderers from other EU Member States: 2

Number of tenders received from tenderers from non-EU Member States: 31

Number of tenders received by electronic means: 33

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

V.2.3) Name and address of the contractor

Matthew Kendrick

4D, Links View

MUSSELBURGH

EH21 6JT

Telephone

+44 7858411891

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

Yes

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

Total value of the contract/lot: £294,801

Section VI. Complementary information

VI.3) Additional information

Contract awarded to Mathew Kendrick as the initial applicant. Contract signed by BobbAI Limited (Mathew Kendrick formed the company) Registered Company - SC831056

(SC Ref:805183)

VI.4) Procedures for review

VI.4.1) Review body

Edinburgh Sheriff Court

Edinburgh

EH1 1LB

Country

United Kingdom