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Contract

High Growth Services Specialist Business Support Framework

Scottish Enterprise

F03: Contract award notice

Notice identifier: 2025/S 000-043083

Procurement identifier (OCID): ocds-h6vhtk-04ff19

Published 25 July 2025, 11:54am

Section I: Contracting authority

I.1) Name and addresses

Scottish Enterprise

Atrium Court, 50 Waterloo Street

Glasgow

G2 6HQ

Email

joanne.napier@scotent.co.uk

Telephone

+44 1414685600

Country

United Kingdom

NUTS code

UKM82 - Glasgow City

Internet address(es)

Main address

<http://www.scottish-enterprise.com/>

Buyer's address

https://www.publiccontractsscotland.gov.uk/search/Search_AuthProfile.aspx?ID=AA00398

I.2) Information about joint procurement

The contract is awarded by a central purchasing body

I.4) Type of the contracting authority

Regional or local Agency/Office

I.5) Main activity

Economic and financial affairs

Section II: Object

II.1) Scope of the procurement

II.1.1) Title

High Growth Services Specialist Business Support Framework

Reference number

P25-0049

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 purpose of this ITT is to enable Scottish Enterprise (SE) to appoint suppliers to a multi Lot framework of specialists to provide commercialisation advisory and educational training support to select Scottish university pre- and post-spinout projects and other Scottish-based early-stage start-up companies within SE's High Growth Company Support (HGCS) service.

The framework will be delivered via two services, Specialist Business Support and an Executive Education Programme, and is structured around four separate Lots.

The framework is expected to be in place for 2 years with the option to extend for a further 12 months if required.

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: £1,200,000

II.2) Description

II.2.1) Title

Lot 1: Life Science and Health Technologies

Lot No

1

II.2.2) Additional CPV code(s)

- 79400000 - Business and management consultancy and related services
- 79410000 - Business and management consultancy services
- 79411000 - General management consultancy services
- 72220000 - Systems and technical consultancy services

II.2.3) Place of performance

NUTS codes

- UKM - Scotland

II.2.4) Description of the procurement

Suppliers appointed to the Specialist Business Support part of the framework (Lots 1 – 3) must have lived entrepreneurial experience, role model credibility and a range of commercial and sectoral expertise that can deliver transformational value at critical points in an academic project's progress to company creation or an early-stage start-up's evolution towards scalable growth.

The Lot 1 supplier will have specific experience of working in the life sciences and health industry, including areas such as medical devices & technology, drug discovery and testing, industrial biotech, stem cells, therapeutics, translational & personalised medicine, and agri-tech.

One Supplier will be appointed to this lot

II.2.5) Award criteria

Quality criterion - Name: Prompt Payment / Weighting: pass/fail

Quality criterion - Name: Investment and Commercial Networks / Weighting: 30

Quality criterion - Name: Project Team Structure, Business & Sectoral Knowledge / Weighting: 30

Quality criterion - Name: Engagement Approach / Weighting: 20

Quality criterion - Name: Information Security / Weighting: 10

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

Quality criterion - Name: Added Value & Innovation / 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

II.2.14) Additional information

Economic operators may be excluded from this competition if they are in any of the situations referred to in Regulation 58 of the Public Contracts (Scotland) Regulations 2015.

II.2) Description

II.2.1) Title

Lot 2: Deeptech, Critical, and Enabling Technologies

Lot No

2

II.2.2) Additional CPV code(s)

- 79400000 - Business and management consultancy and related services
- 79410000 - Business and management consultancy services
- 79411000 - General management consultancy services
- 72220000 - Systems and technical consultancy services

II.2.3) Place of performance

NUTS codes

- UKM - Scotland

II.2.4) Description of the procurement

Suppliers appointed to the Specialist Business Support part of the framework (Lots 1 – 3) must have lived entrepreneurial experience, role model credibility and a range of commercial and sectoral expertise that can deliver transformational value at critical points in an academic project's progress to company creation or an early-stage start-up's evolution towards scalable growth.

The Lot 2 supplier will have specific experience of working in several critical technologies areas (a term used by the UK Government), including: photonics, quantum, sensing, connectivity, and semiconductors. Related to these areas are several overlapping enabling technologies, including health diagnostics, space, climate tech, cyber-security and defence, and fintech.

One supplier will be appointed to this lot

II.2.5) Award criteria

Quality criterion - Name: Prompt Payment / Weighting: Pass/Fail

Quality criterion - Name: Project Team Structure, Business & Sectoral Knowledge / Weighting: 30

Quality criterion - Name: Investment and Commercial Networks / Weighting: 30

Quality criterion - Name: Engagement Approach / Weighting: 20

Quality criterion - Name: Added Value & Innovation / Weighting: 20

Quality criterion - Name: Information Security / Weighting: 10

Quality criterion - Name: Fair Work First / 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

II.2.14) Additional information

Economic operators may be excluded from this competition if they are in any of the situations referred to in Regulation 58 of the Public Contracts (Scotland) Regulations 2015.

II.2) Description

II.2.1) Title

Lot 3: Energy Transition Technologies

Lot No

3

II.2.2) Additional CPV code(s)

- 79400000 - Business and management consultancy and related services
- 79410000 - Business and management consultancy services
- 79411000 - General management consultancy services
- 72220000 - Systems and technical consultancy services

II.2.3) Place of performance

NUTS codes

- UKM - Scotland

II.2.4) Description of the procurement

Suppliers appointed to the Specialist Business Support part of the framework (Lots 1 – 3) must have lived entrepreneurial experience, role model credibility and a range of commercial and sectoral expertise that can deliver transformational value at critical points in an academic project's progress to company creation or an early-stage start-up's evolution towards scalable growth.

Lot 3: Energy Transition Technologies

The Lot 3 supplier will have specific experience of working in the energy transition industry including areas such as offshore wind, hydrogen, carbon capture utilisation and storage , clean heat, and marine energy.

One supplier will be appointed to this lot

II.2.5) Award criteria

Quality criterion - Name: Prompt Payment / Weighting: Pass/fail

Quality criterion - Name: Project Team Structure, Business & Sectoral Knowledge / Weighting: 30

Quality criterion - Name: Investment and Commercial Networks / Weighting: 30

Quality criterion - Name: Engagement Approach / Weighting: 20

Quality criterion - Name: Added Value & Innovation / Weighting: 5

Quality criterion - Name: Information Security / Weighting: 10

Quality criterion - Name: Fair Work First / 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

II.2.14) Additional information

Economic operators may be excluded from this competition if they are in any of the situations referred to in Regulation 58 of the Public Contracts (Scotland) Regulations 2015.

II.2) Description

II.2.1) Title

Lot 4 - Executive Education Programme

Lot No

4

II.2.2) Additional CPV code(s)

- 79400000 - Business and management consultancy and related services
- 79410000 - Business and management consultancy services
- 79411000 - General management consultancy services
- 72220000 - Systems and technical consultancy services

II.2.3) Place of performance

NUTS codes

- UKM - Scotland

II.2.4) Description of the procurement

The Executive Education Programme provides tailored training for small cohorts (typically up to 10 participants) of spin-out projects, and early-stage start-up and scale-up portfolio companies. The programme covers several key business and commercial themes (outlined below) which we know are critical to developing knowledge, skills and capabilities among academic project teams and early-stage Founder/CEOs/executive teams. It also offers valuable peer-to-peer networking and knowledge sharing opportunities among the cohorts.

This lot will be awarded to up to 2 providers.

II.2.5) Award criteria

Quality criterion - Name: Prompt Payment / Weighting: Pass/Fail

Quality criterion - Name: Project Team Structure, Business & Sectoral Knowledge / Weighting: 30

Quality criterion - Name: Investment and Commercial Networks / Weighting: 30

Quality criterion - Name: Engagement Approach / Weighting: 20

Quality criterion - Name: Added Value & Innovation / Weighting: 5

Quality criterion - Name: Information Security / Weighting: 10

Quality criterion - Name: Fair Work First / 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

II.2.14) Additional information

Economic operators may be excluded from this competition if they are in any of the situations referred to in Regulation 58 of the Public Contracts (Scotland) Regulations 2015.

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: [2025/S 000-013767](#)

Section V. Award of contract

Lot No

4

Title

Lot 4 - Executive Education Programme

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

15 July 2025

V.2.2) Information about tenders

Number of tenders received: 21

Number of tenders received from SMEs: 19

Number of tenders received from tenderers from other EU Member States: 0

Number of tenders received from tenderers from non-EU Member States: 21

Number of tenders received by electronic means: 21

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

V.2.3) Name and address of the contractor

Entrepreneur Business School Ltd

6th Floor, Gordon Chambers, 90 Mitchell Street

GLASGOW

G1 3NQ

Telephone

+44 7909911957

Country

United Kingdom

NUTS code

- UKM82 - Glasgow City

The contractor is an SME

Yes

V.2.3) Name and address of the contractor

Oxentia Ltd

Buxton Court, , 3 West Way, Oxford

Oxford

OX2 0JB

Telephone

+44 1865636293

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: £300,000

Section V. Award of contract

Lot No

1

Title

Lot 1: Life Science and Health Technologies

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

17 July 2025

V.2.2) Information about tenders

Number of tenders received: 16

Number of tenders received from SMEs: 14

Number of tenders received from tenderers from other EU Member States: 0

Number of tenders received from tenderers from non-EU Member States: 16

Number of tenders received by electronic means: 16

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

V.2.3) Name and address of the contractor

High Growth Start-Up Specialists Ltd

The Coach House, Ramoyle

Dunblane

FK15 0BE

Telephone

+44 7880733103

Country

United Kingdom

NUTS code

- UKM77 - Perth & Kinross and Stirling

The contractor is an SME

Yes

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

Total value of the contract/lot: £300,000

Section V. Award of contract

Lot No

2

Title

Lot 2: Deeptech, Critical, and Enabling Technologies

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

17 July 2025

V.2.2) Information about tenders

Number of tenders received: 16

Number of tenders received from SMEs: 15

Number of tenders received from tenderers from other EU Member States: 0

Number of tenders received from tenderers from non-EU Member States: 16

Number of tenders received by electronic means: 16

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

V.2.3) Name and address of the contractor

High Growth Start-Up Specialists Ltd

The Coach House, Ramoyle

Dunblane

FK15 0BE

Telephone

+44 7880733103

Country

United Kingdom

NUTS code

- UKM77 - Perth & Kinross and Stirling

The contractor is an SME

Yes

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

Total value of the contract/lot: £300,000

Section V. Award of contract

Lot No

3

Title

Lot 3: Energy Transition Technologies

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

15 July 2025

V.2.2) Information about tenders

Number of tenders received: 18

Number of tenders received from SMEs: 11

Number of tenders received from tenderers from other EU Member States: 0

Number of tenders received from tenderers from non-EU Member States: 18

Number of tenders received by electronic means: 18

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

V.2.3) Name and address of the contractor

Carbon Limiting Technologies

Orchard House, Crondall Road

Fleet

GU51 5SY

Telephone

+44 7894571198

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: £300,000

Section VI. Complementary information

VI.3) Additional information

This is a relevant climate change contract, bidders are required to complete and return the attached Climate Change Plan template.

SPD Statement for 2A.17 – Form of Participation (Notably as part of a group, consortium, joint venture or similar).

Any contract will be entered into with the nominated lead organisation and all members of the consortium, who will in these circumstances each be required to execute said contract together with all ancillary documentation, evidencing their joint and several liability in respect of the obligations and liabilities of the contract. It will be for members of the consortium to sort out their respective duties and liabilities amongst each other. For administrative purposes, any associated documentation will be sent to the nominated lead organisation.

SPD Statement for 2C.1 - Where the main bidder relies on the capacities of other entities in order to meet the selection criteria, the bidder must provide a separate SPD response setting out the information required under SPD (Scotland): Part II (sections A and B); Part III exclusion grounds; the relevant part of Section IV selection criteria; and Part V (if applicable) for each of the entities concerned.

SPD Statement for 2D.1.2 – If the bidder proposes to subcontract any part(s) of the

service and those sub-contractors are not relied upon, they should arrange for a separate SPD response from each potential subcontractor. The subcontractors must complete the relevant parts of the SPD (Scotland) (Sections A and B of Part II and Part III only) to self-declare whether there are grounds for their exclusion. [This may be requested at the selection stage or prior to the subcontractor commencing work on the contract.]

(SC Ref:805380)

VI.4) Procedures for review

VI.4.1) Review body

Glasgow Sheriff Court and Justice of the Peace Court

Sheriff Clerk's Office, PO Box 23, 1 Carlton Place,

Glasgow

G5 9DA

Telephone

+44 1414298888

Country

United Kingdom

Internet address

<https://www.scotcourts.gov.uk/the-courts/court-locations/glasgow-sheriff-court-and-justice-of-the-peace-court>

VI.4.2) Body responsible for mediation procedures

Scottish Government

5 Atlantic Quay, 150 Broomielaw

Glasgow

G2 8LU

Email

SPOEprocurement@scotland.gsi.gov.uk

Telephone

+44 1412425466

Country

United Kingdom

VI.4.3) Review procedure

Precise information on deadline(s) for review procedures

In the first instance, contact the Head of Facilities Management and Procurement at Scottish Enterprise, with any concerns or enquiries. Email: <https://www.scottish-enterprise.com/help/contact-us>.

An economic operator that suffers, or risks suffering, loss or damage attributable to a breach of duty under the Public Contracts (Scotland) Regulations 2015, may bring proceedings that will be started in the High Court.

VI.4.4) Service from which information about the review procedure may be obtained

Scottish Government

5 Atlantic Quay, 150 Broomielaw

Glasgow

G2 8LU

Email

SPOEprocurement@scotland.gsi.gov.uk

Telephone

+44 1412425466

Country

United Kingdom