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Contract

Business Gateway Services in Inverclyde

Inverclyde Council

F03: Contract award notice

Notice identifier: 2025/S 000-060764

Procurement identifier (OCID): ocids-h6vhtk-051203

Published 30 September 2025, 10:27am

Section I: Contracting authority

I.1) Name and addresses

Inverclyde Council

Procurement, Municipal Buildings, Clyde Square

Greenock

PA15 1LX

Email

procurement@Inverclyde.gov.uk

Telephone

+44 1475712634

Country

United Kingdom

NUTS code

UKM83 - Inverclyde, East Renfrewshire and Renfrewshire

Internet address(es)

Main address

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

Buyer's address

https://www.publiccontractsscotland.gov.uk/search/Search_AuthProfile.aspx?ID=AA00168

I.4) Type of the contracting authority

Regional or local authority

I.5) Main activity

General public services

Section II: Object

II.1) Scope of the procurement

II.1.1) Title

Business Gateway Services in Inverclyde

Reference number

CPO592/REG

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

Inverclyde Council is inviting tenders for the provision of Business Gateway services in the Inverclyde Council area.

The successful contractor must undertake the following three Business Gateway core service areas:

- a. Start-up Advisory Service;
- b. Growth Advisory Service; and
- c. Business Gateway Local Services.

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: £199,312

II.2) Description

II.2.2) Additional CPV code(s)

- 79400000 - Business and management consultancy and related services
- 79410000 - Business and management consultancy services
- 79411100 - Business development consultancy services

II.2.3) Place of performance

NUTS codes

- UKM83 - Inverclyde, East Renfrewshire and Renfrewshire

II.2.4) Description of the procurement

The successful delivery of Business Gateway requires a range of general and specialist business support services, so it is expected that the contractor will lead a team that will provide a range of expert services.

The detailed requirements of each of the three core Business Gateway services are set out in the Specification. The successful contractor will comply with them, with a particular focus on maintaining new business registration numbers, including Early Stage Growth and the provision of support to assist with the growth and sustainability of existing businesses within Inverclyde, particularly those businesses on the Growth Advisory Service. The contractor will also be expected to engage in other economic development activities, such as the promotion of community benefits, employability projects and events, and targeted business advice to priority sectors.

The contractor will be expected to keep the CRM system up to date.

The contractor will be expected to participate in local advertising and promotion, which may include talks to local business forums, including the Chamber of Commerce.

The council is striving to provide a convenient service to its clients and is seeking to minimise the possible disruption with the need to travel to seek Business Gateway services. A Business Gateway office will help promote a strong brand presence in the market. It is therefore a requirement that the contractor be based locally within a central area of Inverclyde.

II.2.5) Award criteria

Quality criterion - Name: Achievement of start-up and Early Stage Growth targets /
Weighting: 8

Quality criterion - Name: Achievement of Growth Advisory Service target / Weighting: 8

Quality criterion - Name: Local events / Weighting: 5

Quality criterion - Name: Local services: Expertise to support ESG and growth businesses / Weighting: 7

Quality criterion - Name: Implementation of local and regional strategies / Weighting: 5

Quality criterion - Name: Social Value Outcomes Menu / Weighting: 3

Quality criterion - Name: Social Value Supporting Methodology / Weighting: 2

Quality criterion - Name: Fair Work First / Weighting: 2

Price - Weighting: 60%

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.1.8) 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 000-020846](#)

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

11 August 2025

V.2.2) Information about tenders

Number of tenders received: 3

Number of tenders received from SMEs: 3

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

Number of tenders received from tenderers from non-EU Member States: 3

Number of tenders received by electronic means: 3

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

V.2.3) Name and address of the contractor

Business Development Advisers Ltd

Hillington Business Centre, 15-17 Nasmyth Road South

Hillington

G52 4RE

Telephone

+44 7771756871

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: £199,312

Section VI. Complementary information

VI.3) Additional information

Tenderers will be required to return with their submission a completed Data Protection Certificate, FOI Certificate, No Collusion Certification, S1 Equalities Questionnaire, S2 Equalities Declaration, Prompt Payment Certificate and Tender Declaration Certificate.

It will also be a condition of contract that Tenderers comply with Inverclyde Council's General Conditions of Contract, Special Conditions of Contract, Specification & Contract Information for Tenderers.

(SC Ref:808205)

VI.4) Procedures for review

VI.4.1) Review body

Greenock Sheriff Court and Justice of the Peace Court

Sheriff Court House,1 Nelson Street,

Greenock

PA15 1TR

Country

United Kingdom