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Contract

FTS047 Pathways to Start - Lot 1 Argyll and Bute

Highlands and Islands Enterprise

F03: Contract award notice

Notice identifier: 2025/S 000-066815

Procurement identifier (OCID): ocids-h6vhtk-058131

Published 20 October 2025, 3:59pm

Section I: Contracting authority

I.1) Name and addresses

Highlands and Islands Enterprise

An Lòchran, 10 Inverness Campus

Inverness

IV2 5NA

Email

hieprocurement@Hient.co.uk

Telephone

+44 1463245245

Country

United Kingdom

NUTS code

UKM6 - Highlands and Islands

Internet address(es)

Main address

<http://www.hie.co.uk>

Buyer's address

https://www.publiccontractsscotland.gov.uk/search/Search_AuthProfile.aspx?ID=AA00313

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

FTS047 Pathways to Start - Lot 1 Argyll and Bute

Reference number

FTS047 - Lot 1

II.1.2) Main CPV code

- 80000000 - Education and training services

II.1.3) Type of contract

Services

II.1.4) Short description

THIS IS THE CONTRACT AWARD NOTICE FOR LOT 1 ARGYLL and BUTE.

HIE procured a supplier to deliver a programme to support underrepresented groups in entrepreneurship. The programme will inspire participants to increase their ambition, confidence and capability to develop an entrepreneurial mindset and enter pathways for starting a business through a programme of entrepreneurial training and mentoring tailored towards underrepresented groups/individuals specific learning needs.

HIE's current requirements are divided into two geographical Lots:

- Lot 1: Argyll and Bute, covering HIE areas only
- Lot 2: Moray

Note, Lot 1 covers Argyll and Bute geographical area i.e. excluding Arran, Cumbrae, and Helensburgh and Lomond.

The services are required from 20 October 2025 until 31 March 2026, unless terminated in accordance with the provisions of the Contract.

The delivery of the services, submission of all invoices and completion of all reports must be complete by 20 March 2026.

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: £211,500

II.2) Description

II.2.2) Additional CPV code(s)

- 80400000 - Adult and other education services
- 80500000 - Training services
- 80570000 - Personal development training services
- 80521000 - Training programme services
- 80522000 - Training seminars
- 80532000 - Management training services
- 72224000 - Project management consultancy services
- 79400000 - Business and management consultancy and related services
- 79410000 - Business and management consultancy services
- 79411100 - Business development consultancy services
- 79411000 - General management consultancy services
- 80210000 - Technical and vocational secondary education services

II.2.3) Place of performance

NUTS codes

- UKM63 - Lochaber, Skye & Lochalsh, Arran & Cumbrae and Argyll & Bute

II.2.4) Description of the procurement

Key tasks are:

1. Programme design
2. Outreach, stakeholder engagement and participant recruitment

3. Training delivery

4. Programme administration and monitoring.

Please refer to the Scope of Requirement and Guidance document for full details.

II.2.5) Award criteria

Quality criterion - Name: Q1 Prompt Payment Standard Clause / Weighting: pass/fail

Quality criterion - Name: Q2 Cyber Security / Weighting: pass/fail

Quality criterion - Name: Q3 Payment of the Real Living Wage / Weighting: pass/fail

Quality criterion - Name: Q4 UK Data Centres / Weighting: pass/fail

Quality criterion - Name: Q5 Management and Delivery Methodology / Weighting: 20%

Quality criterion - Name: Q6 Delivery Methodology – Inclusivity / Weighting: 15%

Quality criterion - Name: Q7 Management and Delivery Team / Weighting: 20%

Quality criterion - Name: Q8 Fair Work First / Weighting: 5%

Price - Weighting: 40%

II.2.11) Information about options

Options: Yes

Description of options

HIE reserves the right, on giving reasonable written notice from time to time, to require changes to the Services (whether by way of the removal of Services, the addition of new Services, or increasing or decreasing the Services or specifying the order in which the Services are to be performed or the locations where the Services are to be provided). HIE shall not require any such change other than where it is permitted by Regulation 72 of the Public Contracts (Scotland) Regulations 2015. Examples of contract modifications are but not limited to:

-Additional funding is obtained (beyond the GBP20,000 contingency included in the total contract value of each lot) and used e.g. to increase the number of participants. Tendered rates will apply to any increases.

-Envisaged number of participants could not be recruited, resulting in reduced service requirements/volumes.

-Less than 16 participants could be recruited for the programme – HIE reserves the right not to proceed with the programme and terminate the contract.

-Recruited participant numbers exceed 45 for the lot. In this case (some of) the allowance of GBP20,000 will be utilised to provide services to further participants, as per tendered rates per participant.

-Where HIE determines (at our sole discretion) that demand for the programme under a lot is lower than expected, HIE reserves the right to re-allocate the budget for that Lot to the other Lot subject to the maximum total budget of GBP480,000 (i.e. the maximum total of the two lots).

-If Special Category Personal Data and/or other sensitive personal information requires further/different procedures, the supplier will be required to comply with these.

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 000-045970](#)

Section V. Award of contract

Contract No

FTS 047 Lot 1

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

9 October 2025

V.2.2) Information about tenders

Number of tenders received: 11

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: 11

Number of tenders received by electronic means: 11

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

V.2.3) Name and address of the contractor

Skillfluence

1.8 CoVault, 54 Cook St

Glasgow

G5 8JN

Country

United Kingdom

NUTS code

- UKM82 - Glasgow City

The contractor is an SME

Yes

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

Total value of the contract/lot: £211,500

Section VI. Complementary information

VI.3) Additional information

The figure stated in sections II.1.7 and V.2.4 is the total value of the contract for this lot including the GBP 20,000 allowance.

(SC Ref:812703)

VI.4) Procedures for review

VI.4.1) Review body

Inverness Sheriff Court and Justice of the Peace Court

The Inverness Justice Centre, Longman Road

Inverness

IV1 1AH

Email

inverness@scotcourts.gov.uk

Telephone

+44 1463230782

Country

United Kingdom

Internet address

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