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Tender

INVITATION TO TENDER FOR THE PROVISION OF CONSULTANCY SERVICES TO SUPPORT ENERGY SAVING TRUST BUSINESS ENERGY SCOTLAND (BES)

Energy Saving Trust Ltd

F02: Contract notice

Notice identifier: 2025/S 000-083657

Procurement identifier (OCID): ocds-h6vhtk-05f76e

Published 17 December 2025, 10:16am

Section I: Contracting authority

I.1) Name and addresses

Energy Saving Trust Ltd

Prospect House, 5 Thistle Street

EH2 1DF

Edinburgh

Email

david.angelini@est.org.uk

Telephone

+44 1315557900

Country

United Kingdom

NUTS code

UKM75 - Edinburgh, City of

Internet address(es)

Main address

www.energysavingtrust.org.uk

Buyer's address

https://www.publiccontractsscotland.gov.uk/search/Search_AuthProfile.aspx?ID=AA14923

I.3) Communication

The procurement documents are available for unrestricted and full direct access, free of charge, at

www.publiccontractsscotland.gov.uk

Additional information can be obtained from the above-mentioned address

Tenders or requests to participate must be submitted electronically via

www.publiccontractsscotland.gov.uk

I.4) Type of the contracting authority

Other type

Not for Profit

I.5) Main activity

Environment

Section II: Object

II.1) Scope of the procurement

II.1.1) Title

INVITATION TO TENDER FOR THE PROVISION OF CONSULTANCY SERVICES TO SUPPORT ENERGY SAVING TRUST BUSINESS ENERGY SCOTLAND (BES)

II.1.2) Main CPV code

- 71314300 - Energy-efficiency consultancy services

II.1.3) Type of contract

Services

II.1.4) Short description

The recently published Heat in Buildings strategy by the Scottish Government sets out a pathway to zero emissions buildings by 2045, Reducing emissions from non-domestic buildings remains a key focus for the Scottish Government and the strategy covers support for SME's and non-domestic buildings particularly encouraging SME's to take action and install energy improvement measures through an integrated package of advice, technical and financial support.

Business Energy Scotland (BES) provides free and impartial support for small and medium enterprises (SMEs) in Scotland to encourage the installation of energy efficiency, clean heating and other renewable technologies to realise the long-term benefits of carbon and cost savings. BES assists and supports SMEs with relevant, tailored, high-quality advice, acting as a catalyst and enabler of change towards a net zero Scotland.

Business Energy Scotland provides free advice and support to Scottish SMEs to save energy, carbon and money. It helps SMEs to improve energy efficiency and decarbonise heating in their premises to realise cost savings, protect profits and safeguard jobs. Since its launch in April 2023, BES has matured into a resilient, high-performing and impactful service that is responsive to the needs of SMEs in Scotland.

The service provides a range of in-depth and light support to SMEs based in Scotland and as acts as a gateway service for the Scottish Government's SME loan and grant scheme (SME loan scheme), whilst also facilitating SMEs to access other funding opportunities from local authorities and regional funding providers.

The Scottish Government's non-domestic advice service Business Energy Scotland

(BES) sits alongside the current domestic advice service Home Energy Scotland (HES), creating a single point of initial contact for energy advice, both domestic and non-domestic. Both services are run by Energy Saving Trust.

II.1.6) Information about lots

This contract is divided into lots: No

II.2) Description

II.2.2) Additional CPV code(s)

- 71314300 - Energy-efficiency consultancy services
- 71314000 - Energy and related services
- 71313000 - Environmental engineering consultancy services
- 71621000 - Technical analysis or consultancy services

II.2.3) Place of performance

NUTS codes

- UKM - Scotland

II.2.4) Description of the procurement

The Framework Agreement is to commence on 6th of April 2026, ending on 31st March 2027 with contracts to be awarded for work at various points over the following 1-4 years subject to extensions.

Some work will be commissioned on a recurring basis, and other projects may be less frequent or one-off in nature.

The Service provides a range of in-depth support including:

- Written technical energy efficiency reports.
- Advice on energy saving required by client organisations on the cost-effective opportunities for saving money and reducing carbon.
- To meet the requirements of the service the framework contractor will deliver work at a single tier of consultancy support. Contractors are to provide generic energy saving support to organisations across Scotland, for which the level of competency required will generally be at a "Consultant" level". Depending upon the nature of the opportunities

contained in the work order and the complexity of the premises, some work orders may require additional time for the Contractor to complete the assessment and submit the energy saving report.

Support involves:

- Generic advice and support to organisations covering energy saving (energy saving, energy efficiency, low and zero emissions heating and other on-site renewable energy generation measures).
- Referrals to and information on other wider services provided by Energy Saving Trust in Scotland on behalf of the Scottish Government (including but not limited to the SME loan, support for employees through Home Energy Scotland and support on sustainable transport)
- Production of reports using standard templates recommending priorities for action and benefits available including reports to support applications to the SME loans programme which are managed by the Energy Saving Trust and funded by the Scottish Government.
- Provide indicative costings and investment requirements for any proposed changes using standard templates and provide outline details of potential sources of finance.
- General advice on legal compliance related to environmental regulations.
- Presentation of business case to senior management.
- Support on procurement.
- Advice on the benefits and methods for establishing effective measurement and reporting and EMS.
- Provide guidance on staff engagement, Green Teams and behaviour change.
- Develop and deliver short briefings and training to key staff members within client businesses.
- Provide details of support available through programmes run by Scottish Business Sustainability Partnership (SBSP) partners where appropriate in line with guidance provided by Energy Saving Trust.
- Provide 'snagging' advice by telephone and e-mail.
- The support delivered must conform with programme quality assurance and reporting arrangements.

II.2.5) Award criteria

Price is not the only award criterion and all criteria are stated only in the procurement documents

II.2.6) Estimated value

Value excluding VAT: £920,000

II.2.7) Duration of the contract, framework agreement or dynamic purchasing system

Start date

6 April 2026

End date

31 March 2027

This contract is subject to renewal

Yes

Description of renewals

Possibility of a further three extensions of up to 12 months each.

II.2.10) Information about variants

Variants will be accepted: No

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

All information is included in the attached documents.

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

Framework agreement with several operators

Envisaged maximum number of participants to the framework agreement: 10

IV.1.8) Information about the Government Procurement Agreement (GPA)

The procurement is covered by the Government Procurement Agreement: No

IV.2) Administrative information

IV.2.2) Time limit for receipt of tenders or requests to participate

Date

30 January 2026

Local time

12:00pm

IV.2.4) Languages in which tenders or requests to participate may be submitted

English

IV.2.7) Conditions for opening of tenders

Date

30 January 2026

Local time

12:00pm

Section VI. Complementary information

VI.1) Information about recurrence

This is a recurrent procurement: No

VI.2) Information about electronic workflows

Electronic invoicing will be accepted

Electronic payment will be used

VI.3) Additional information

NOTE: To register your interest in this notice and obtain any additional information please visit the Public Contracts Scotland Web Site at

<https://www.publiccontractsscotland.gov.uk/>

NOTE: To register your interest in this notice and obtain any additional information please visit the Public Contracts Scotland Web Site at

https://www.publiccontractsscotland.gov.uk/Search/Search_Switch.aspx?ID=818621.

The buyer has indicated that it will accept electronic responses to this notice via the Postbox facility. A user guide is available at

https://www.publiccontractsscotland.gov.uk/sitehelp/help_guides.aspx.

Suppliers are advised to allow adequate time for uploading documents and to dispatch the electronic response well in advance of the closing time to avoid any last minute problems.

(SC Ref:818621)

VI.4) Procedures for review

VI.4.1) Review body

Edinburgh Sheriff Court and Justice of the Peace Court

Edinburgh

Country

United Kingdom

