

Enterprise Cheshire and Warrington (ECW)

INVITATION TO TENDER

FOR

Sector Evidence Base and Investor Ready Narratives

19/12/2025

ECW REF: Sector_Investment_2025

Return Date of ITT: 19th January, 2025 9am

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SECTION 1 – The ECW Profile

Cheshire and Warrington is one of the UK's economic success stories and the most productive economy in the North of England.

Enterprise Cheshire and Warrington (ECW), a council-owned organisation, works alongside elected leaders to make the region the healthiest, most sustainable, inclusive, and growing place in the country.

We collaborate with the three local councils, industry leaders, and community partners to shape economic and transport strategies, deliver skills training and business support, and ensure that the voice of business is heard in local decision-making.

Through its Marketing Cheshire division, ECW also champions the region as an outstanding place to live, work, invest, study, and visit.

Working in collaboration with local government, businesses, educational institutes and other public, private and community sector organisations, we keep Cheshire and Warrington firmly on the map.

SECTION 2 – Scope of Procurement

This procurement exercise is being conducted as a below threshold open tender. The tender documents comprise this ITT document, including associated Appendices and Annexes.

Cheshire and Warrington is on the government's devolution priority programme, expected to form a new Combined Authority in Spring 2026. It is also a member of The Great North pan regional mayoral partnership, which replaced NP11. The area has recently published its Sustainable and Inclusive Economic Strategy (SIES 2025-2045), which sets out the importance of key sectors and clusters to driving transformational growth opportunities, and makes a commitment to set out a roadmap to securing these opportunities through its future 10 year Local Growth Plan which will form the delivery plan for the SIES.

The government's National Industrial Strategy introduces a new taxonomy for nationally significant growth-driving sectors, and highlights key strengths within Cheshire and Warrington, including as part of a Supercluster for life sciences, digital and technologies with neighbouring areas. Existing devolved areas such as neighbouring city regions have been working with government on a series of sector plans, which update their understanding of key sector and cluster growth opportunities, including interlinkages and dual-purpose properties across diverse sectors, and set out how the area will secure those opportunities.

Therefore, Enterprise Cheshire & Warrington (ECW), working with and on behalf of, Cheshire and Warrington Local Authority Growth Directors, requires a set of sector evidence bases and investment proposition content for priority high-growth industries, as well as a baseline refresh of the wider sector evidence base.

This work will form Phase 1 of a programme to update the Cheshire and Warrington economic, spatial and investment evidence base as well as providing quality and impactful content for The

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Great North Summit and UKREIIF in May 2026. Further phases will produce the full Sector Plans for the transformational sectors that will drive growth.

This commission will:

- Provide a robust, data-driven understanding of the business base, assets, and supply chains across defined sectors.
- Ensuring that all CW industrial strategy IS-8 sectors have a consistent analytical foundation and baseline profile, reviewing in the context of CW's full sector profile
- Preparing enhanced diagnostics and investor-ready content for four frontier sectors: Clean Energy; Life Sciences; Advanced Manufacturing; and a lighter touch enhanced profile for the Digital and Technologies sector.
- Build on / update previously commissioned sector / investment work, avoiding duplication.
- Supply investor-ready content for the emerging Great North / Northern Growth Corridor sector propositions, the Great North Investment Summit (18 May 2026) and UKREiIF (19–21 May 2026) and feed into the proposed Great North India Trade Mission later in 2026
- Feed insights into the Innovation Action Plan and wider evidence base for the future Cheshire & Warrington Combined Authority.
- Provide evidence that could form a key part of the case for Government designation of future business rate retention zones, building on and going beyond the existing Science Corridor Enterprise Zone, by evidencing economic scale, growth opportunity, cluster logic and public–private delivery potential.
- Outline a draft Phase 2 specification for full sector plans for priority sectors
- Further details are in the specification in section 3

The successful bidder will be required to deliver services in accordance with all tender documents and the contract to be placed with the successful bidder. Tenderers are requested to study the specification in detail and ensure that the specified requirements can be met and thus your understanding of our requirements is reflected in your Pricing Schedule return.

The contract is expected to commence **late January 2026**, with the exact dates to be agreed depending on the agreement between the successful provider and ECW. The work is expected to be substantially completed by **April 2026**.

The Contract will be awarded for up to five months and the appointed consultant(s) will be assessed for satisfactory performance through continuous monitoring and performance review.

For further information, please refer to the specification in Section 3.

Budget

A budget of up to £80,000 excl. VAT is available for this phase of the work.

A further substantive phase of work to develop sector plans will be tendered separately during the contract period.

Project management

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Day to day project management will be provided by Melissa Crellin, Strategy and Public Affairs Director at ECW, on behalf of ECW and the Cheshire and Warrington Growth Directors. The appointed consultant(s) should make allowance for regular check-ins with the lead officer, and liaison via telephone and e-mail with officers and key stakeholders as necessary.

Consortium bids are welcomed provided there is a clear division of roles and responsibilities, and confirmation of which party will be the nominated lead.

SECTION 3 – Specification

3.1 Sector Evidence Updates

The commission will cover the following sectors, clusters and depth of analysis as part of a forward looking assessment:

a) IS-8 Baseline & Short Profiles/Narratives

The commission will begin with a cross-economy baseline aligned to the Industrial Strategy's eight national sectors (IS-8) which will include:

- 1) Analysis using the DBT NIS SIC code based methodology
- 2) A statement of any wider/further methodologies more appropriate for each sector

Sectors:

- Life Sciences
- Advanced Manufacturing & Materials
- Clean Energy Industries
- Digital & Technologies
- Defence
- Creative Industries
- Financial Services
- Professional & Business Services

Outputs:

- Methodology statements underpinning each sector, outlining any enhanced methodology e.g. using RTICs/RSIC
- An 8-page baseline dashboard (1 per sector) and an Excel dataset covering firm counts, employment, GVA, productivity, innovation markers, location quotients (LQ), and geographical distribution within C&W,
- Identification of C&W strengths, gaps and alignment with IS-8 sectors and with sector positioning across the Great North and wider surrounding geographies (e.g. Wales/Midlands).
- Identification/confirmation of the sectors with transformational growth potential, requiring full plans versus light-touch profiles.
- High level narrative for Defence and Creative Industries to support TGN sector Profile development
- Contextualization of these sectors against the wider Cheshire and Warrington economic and sector profile.

b) Frontier Sectors – Deep Diagnostics

Building on the C&W existing evidence base (annex 1) and the baselines above, the consultant will refresh the evidence and narrative for the sectors with transformational growth potential. The

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approach should combine quantitative and qualitative analysis highlighting data access and sources, and supporting the supercluster narrative, aligning with neighbouring areas.

Frontier sectors:

- Clean Energy
- Life Sciences
- Advanced Manufacturing and Materials
- Digital and Technologies (enhanced but lighter touch)

i) Frontier Sector Evidence Base

This should include:

- Definitions
 - Establish appropriate Cheshire and Warrington sector definitions, recognising that the industrial strategy data tools are evolving:
 - Basic DBT NIS SIC Code based definition
 - Enhanced definition and rationale (e.g. RTIC/RSIC etc) – to include testing and refinement with local authorities (incl. spatial planning), ECW and industry stakeholders
- Firm-level and supply chain mapping
 - Business base dataset: size, ownership, growth trajectory.
 - Supply chain analysis: upstream, downstream, cross-regional and international
 - Identification of anchor firms, innovators and high-growth companies
 - Summary of market drivers, opportunities, barriers and risks.
 - Overlaps between sectors and shared enabling technologies
 - Dual-use potential (civil-military) particularly in energy, nuclear and advanced manufacturing.
- Innovation ecosystem mapping
 - R&D assets, Catapults, universities, NHS Trusts, test beds etc.
 - Supporting external innovation networks in neighbouring regions
 - Analysis of relevant translational and commercialisation pathways
- Identification and mapping of strategic sites and employment areas (public and private sector)
 - This work should build on LA provided site lists, and secure input from the private sector on relevant propositions.
 - Private sector sites expected to include but not be limited to:
 - Alderley Park,
 - Hurdsfield (AZ Macclesfield),
 - Birchwood Park,
 - Capenhurst,
 - Origin; Ellesmere Port industrial area,
 - Protos,
 - Thornton Science Park,
 - Crewe/Bentley (Pym's Lane),
 - Mid Cheshire Growth Corridor,

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- Wider science corridor and other strategic existing or emerging pipeline priorities suitable for the public domain (to be supplied)
- Supporting evidence:
 - Summary of skills, labour market / talent pipeline; quality of life; infrastructure etc.
 - This will need to link to 'place story' work being commissioned separately
- Comparative performance
 - Role and performance relative to the wider regional economy (North, Wales, Midlands).
 - Test sector differentiation against other Local Growth Plans and in the context of The Great North.

ii) Frontier Sector spatial/cluster overlay

Each sector should include a mapped spatial and cluster overlay with narrative showing how the sector connects to existing or emerging clusters, spatial propositions, investment pipeline, and partnerships.

Requirements:

- GIS Map key assets, firms, R&D/innovation centres, infrastructure and key sites, business parks
- Identification of public-private cluster opportunities and potential partners where public-private cluster or corridor partnerships already exist or could be developed for growth and investment
- Test / establish key private sector partners and their propositions via the steering group and associated stakeholder engagement
- Analysis of key clusters including but not limited to:
 - Origin hydrogen & CCUS cluster (Ellesmere Port / Protos / Stanlow / HyNet industrial cluster); Warrington-Birchwood nuclear cluster (NNL, Nuclear AMRC, Jacobs, Sellafield supply chain); Capenhurst nuclear fuel cycle (Urenco enrichment); Alderley Park life sciences innovation cluster (biotech, diagnostics, pharma R&D and linkages with AZ manufacturing), Bentley/Stellantis automotive/manufacturing ecosystems).
- Reflect cross-boundary relationships with Greater Manchester, Liverpool City Region, North Wales, Midlands
- Recognition of Sci-Tech Daresbury (in LCR) and analysis of Cheshire-side linkages

3.2 Investor-ready opportunity narratives

Sectors in scope:

- 3-5 pages each for:
 - 1) clean energy (including hydrogen/CCUS, and nuclear)
 - 2) life sciences
 - 3) advanced manufacturing
- Lighter touch approach for digital and technologies sector
- High level narrative for defence and creative industries to feed into TGN narrative

The narratives must:

- Review/build on existing sector value propositions (e.g. Regeneris 2018)

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- Be written (no design) suitable for Marketing Cheshire/Great North to use in sector/spatial propositions, brochures, articles, slides, or web, supporting CW's PR/comms, investment prospectus, roundtables etc
- Be evidence-led but compelling; aligned with Great North / appropriate messaging.
- Demonstrate Cheshire & Warrington's role in the wider Northern Growth Corridor and Northern Arc (Liverpool–Cheshire–Manchester–TBC Leeds) and other relevant corridors
- Highlight complementarity with neighbouring areas: GM, LCR, North Wales, Midlands etc
- Include selective case studies where useful
- Appeal to domestic and international investment audiences, including institutional investors and ALBs such as National Wealth Fund, Office for Investment, Homes England etc
- Emphasise business-readiness and partner-readiness
- Connect sectors to enablers (skills, energy, transport etc)
- Be complete in time to feed into sector propositions for The Great North Investment Summit (required by late March)

3.3 Repositioning the Science Corridor Enterprise Zone

The work should update and reposition the Science Corridor Enterprise Zone as part of a modern, cluster-led spatial framework that reflects current economic drivers and policy direction.

Working with the steering group and key stakeholders, the consultant should:

- Show how clusters and partnerships could underpin a refreshed and updated Science Corridor concept and provide the foundation for a future business rates retention zone designation
- Position these within emerging spatial concepts e.g.: Northern Growth Corridor; Northern Arc (Liverpool–Cheshire–Manchester–TBC Leeds), emerging); HyNet Industrial Cluster (with North Wales).
- Explore and test options for a public–private governance model, potentially involving sector-based cluster or innovation partnerships (e.g. life sciences, clean energy (hydrogen/CCUS, nuclear), advanced manufacturing) going beyond previous land and property concepts to a wider business growth and innovation cluster model
- Identify the evidence needed to support business rate retention zone designation, including economic scale, spatial coherence, investment potential, governance capacity and alignment with national missions and private sector intentions

3.4 Executive summary and knowledge transfer

- Provide an accessible, graphical executive summary for dissemination and use with senior stakeholders and others
- Present findings to senior stakeholders

3.5 Stakeholder engagement

The consultant must deliver effective consultation, engagement and co-development with key stakeholders including:

1. Co-development with Growth Directors, ECW, Local Authority business teams and the private sector including Business Advisory Board.

2. Stakeholder mapping and targeted engagement with industry, innovation assets, universities, NHS, and cluster partnerships etc.
3. Alignment with Growth & Reform Network / Great North sector proposition work
4. Alignment with emerging Northern Growth Plan
5. At least two engagement rounds per frontier sector: (1) evidence scoping and cluster mapping; (2) testing of draft findings and narratives.

SECTION 4 – Award Criteria

4.1 Award Criteria

The Contract will be awarded on the basis of the following weighted award criteria:

	Award Criteria	Weighting
4.1.1	Conformance to Specification Submissions which do not, in the opinion of ECW, adequately meet the Performance Specification will not be marked for the Technical Merit and Price Criteria outlined below and will not be taken forward to any subsequent stages of the Tender evaluation.	PASS/FAIL
4.1.2	Technical Merit (Quality)	75%
4.1.3	Value for money	25%
	TOTAL	100%

The **Technical Merit** criteria is made up of the following sub-criteria:

4.1.3.1	Approach and methodology for the commission	20%
4.1.3.2	Track record and experience	20%
4.1.3.3	Qualifications, expertise and relevant experience of the consultant / project team	20%
4.1.3.4	Approach to project management and quality assurance, including a project plan and timeline	15%

Technical scores from the Tender stage will then be added together to give a total **technical score out of 75%** which will then be added to the **Value for Money score (out of 25%)** to give an **overall score of 100%**.

4.2 Supplier Evaluation

The evaluation of submissions will be on the criteria listed below in **section 4**. The criteria will count for 100% of the overall evaluation with the relevant weightings listed next to each individual criterion stated below.

Evaluation criteria will be a combination of both financial and non-financial factors and will consider the following areas:

4.2.1 Value for Money (25%)

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The Value for Money criteria carries a weighting of 25% of the overall achievable score. The supplier must provide an economically sound and commercially attractive proposal offering outstanding customer service and satisfaction.

As part of the VfM assessment, the consultant(s) will be assessed for any social value which would be generated by the additional outputs or outcomes as part of the project.

Please see Appendix 2 Pricing Schedule to be completed and returned by all suppliers.

4.2.1.1 Prices submitted as part of this ITT must remain open for acceptance for a **minimum of 120 days** from the closing date for the receipt of offers.

4.2.1.2 Prices must be exclusive of **VAT**. Please see Appendix 2 for Pricing schedule that should be completed and returned as part of your tender response.

4.2.1.3 The contract price will be **fixed** for the duration of the contract.

4.2.1.4 Bidders must demonstrate how their proposals represent overall value for money and how they will assist ECW with cost initiatives.

4.2.2 Technical Merit (Quality) (75%)

Quality – This carries a weighting of 75% of the overall achievable score and is broken down into the following areas and respective weightings.

	<u>WEIGHTING</u>
<u>1. COMPANY DETAILS</u>	
i) – iv) Provide company details	Information only
<u>2. APPROACH AND METHODOLOGY FOR THE COMMISSION</u>	20%
i). Please outline your approach and methodology for this commission.	
ii). Please outline your approach to engaging with key stakeholders to deliver the brief.	
<u>3. TRACK RECORD AND EXPERIENCE</u>	20%
i) Please describe your experience providing high quality, robust, and impactful economic sector evidence and investor narratives	
ii) Provide 2 references for similar work	
<u>4. CREDENTIALS OF PROJECT TEAM</u>	20%
i) Please outline the qualifications, expertise and experience of the proposed consultant or project team with reference to the following:	
• Technical Expertise – Proven experience in sector and spatial economic analysis, industrial strategy, and supply-chain mapping.	

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- Sector Knowledge – Understanding of life sciences, clean energy, advanced manufacturing, digital and technologies as a priority including appropriate methodologies
- Cluster & Spatial Insight – Ability to integrate detailed firm-level data with spatial and cluster frameworks.
- Narrative Skills – Capability to produce concise, investor-ready content suitable for Great North/Northern Growth Corridor/UKREIF use.

ii) CVs (4 pages max.)

5. APPROACH TO PROJECT MANAGEMENT AND QUALITY ASSURANCE 15%

i) Please describe your approach to project management, outlining your ability to meet milestones and delivery deadlines, and how you will approach quality assurance for this project.

ii) Please attach your project plan for delivering this commission

6. VALUE FOR MONEY 25%

i). Please indicate any additional outputs or outcomes you anticipate as part of your project/delivery plan or other considerations regarding value for money, including highlighting any social value that will be generated in delivery of the project outputs. For example, social value initiatives could promote equality, diversity, and inclusion, accounting for both protected characteristics and broader concerns such as socioeconomic background, rurality, etc.

7. UNDERSTANDING THE BRIEF

YES/NO

Please see Appendix 3 Supplier Technical Questions & Answer sheet to be completed and returned by all suppliers.

The information supplied will be checked for completeness and compliance before Tenders are evaluated. Failure to comply with any of the requirements or any other specified requirements might render a tender liable to disqualification.

NOTE: If any criteria within the specification document are classed as non-compliant ECW will not be able to take your tender through to the next stage. If, however, you state that you are non-compliant and are able to provide an alternative solution, ECW reserve the right to consider the alternative solution. No guarantee will be given that the alternative solution will be accepted.

4.3 Scoring Principles

Submitted Tenders will be assessed against the above criteria and scored using the following points system principles:

Scoring criteria	Score
Failure to respond or irrelevant information which fails to meet the requirement	0
Response is inadequate, significantly failing to meet the requirements	1
Response is unsatisfactory partially meets the requirement	2
Response is acceptable and meets the minimum requirement	3

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Response is good - better than merely acceptable	4
Response is excellent, exceeds the requirement and gives added value	5

Clarifications maybe sought in writing, or by interview/presentation from the suppliers and scores adjusted accordingly. Visits to reference sites may also allow for adjustments to scores.

Full or partial proposals that in the opinion of ECW are unrealistically low or not reasonable sustainable (in terms of Quality or Price) may be rejected.

Technical scores will be added together to give a total **technical score out of 75%** which will then be added to the **Value for Money score (out of 25%) to give an overall score of 100%.**

SECTION 5 – Submission requirements and timetable

5.1 Closing Date & Submission

The closing date and time for the receipt of submissions and all requested documentation relating to this stage is **09:00 hours (9am)** on Monday 19th January 2026. Late submissions will not be accepted.

Submissions will only be accepted if they are returned via email to tenders@cheshireandwarrington.com. Bidders should not send their completed submissions to/copy in any other email address.

Tenderers are advised that it is **compulsory** to complete and return **all** of the following documents in the format provided as per the instructions of this ITT. All questions must be answered, where a question does not apply please state “Not applicable”. Failure to complete the documents in full and/or provide all documentation will result in a non-compliant tender submission and will mean that your tender is not considered.

- 1. Form of Tender Declaration (Appendix 1)**
- 2. Pricing Schedule (Appendix 2)**
- 3. Supplier Technical Questions & Answer Sheet (Appendix 3)**

5.2 Tender Queries

If you have any specific questions concerning this document or the process for submission of your proposal, then please email through to: tenders@cheshireandwarrington.com no later than 7th January 2025. Only questions submitted to this email address will be answered. Queries received after this date will not be accepted and will not be responded to.

It would be most helpful if queries could be submitted in one email rather than piecemeal. If any question or request for clarification is considered to be of material significance, both the question and the response may be issued for review by all potential providers in a suitably anonymous form. All communication received from potential providers will be treated in strict confidence but are subject to this paragraph.

5.3 Proposed Schedule of Events

The proposed schedule for the procurement process is as follows. However, the dates indicated, except for the return date should be regarded as indicative at this stage as ECW reserves the right to extend and / or amend the timetable as necessary. Any major changes will be communicated to all potential tenderers.

Activity	Date
Invitation to Tender (ITT) Live	19th December 2025
Deadline for queries	7th January 2026
ECW response to queries via email to all tenderers	9th January 2026

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Tender submission deadline	19th January 2026, 09:00
Evaluation of submissions	19th – 21st January 2026
Interviews, if required	22nd January 2026
Bidders notified of contract award	23rd January 2026
Contract signing	26th January 2026
Contract to start	27th January 2026

5.4 Instructions to tenderers

Bidders:

- Shall either destroy or return all documentation related to the tender process if ECW so directs
- Shall ensure that tenders are both technically and arithmetically correct. Should ECW discover any arithmetical errors in the bidder's tender prices then these shall be pointed out to the bidder who shall immediately correct the errors or they shall be asked to withdraw its tender or hold the prices submitted, at the discretion of ECW
- Shall not alter the ITT documents. Tender proposals will be deemed to comply entirely with the terms stated therein unless the bidder states otherwise in writing. If any alteration is made or if these instructions are not fully complied with, the tender proposal may be rejected
- Will be deemed to have satisfied themselves as to the sufficiency of their tender proposal and to have included in it all costs which may be incurred in the delivery of the services. They shall also be responsible for satisfying themselves as to the accuracy of all information associated with the contract and that all eventualities have been included

The contract will be entered into on the basis of the total tender package (inclusive of VAT) which will be included as part of the Contract Documents including any amounts or additions made and agreed during the tender proposal assessment period. ECW reserves the right not to contract or contract only in part with any bidder.

The information supplied within this ITT and accompanying documents reflects ECW's current view of the services required. Whilst the information in this ITT has been prepared in good faith, it does not purport to be comprehensive or to have been independently verified. This ITT is issued on the basis that:

- ECW does not accept any liability, responsibility or duty of care to any tenderer for the adequacy, accuracy or completeness of this ITT or for anything said or done in relation to the procurement to which this ITT relates;
- ECW does not make any (express or implied) representation or warranty either about the information contained in this ITT or on which it is based, or about any written or oral information that may be made available to any bidder;
- Nothing contained in this ITT constitutes an inducement or incentive in any way to persuade an interested person to pursue its interest, submit a tender proposal or enter into any contract;
- Neither this ITT nor any information supplied by ECW should be relied on as a promise or representation as to its future requirements;

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• This ITT is neither an offer capable of acceptance nor is it intended to create a binding contract nor is it capable of creating such a contract by any subsequent actions

ECW reserves the right to suspend, cancel or withdraw the tender process at any time and will not be responsible for any costs incurred to potential suppliers.

SECTION 6 – Terms and conditions of tender submissions

Please see below for the terms and conditions of this tender. Through submitting a bid on this tender, you are committing to meet and abide by these terms and conditions:

6.1 Confidentiality and Disclaimer

This ITT is not an offer capable of acceptance, but represents a definition of specific legal service requirements and an invitation to submit a response addressing such requirements.

Neither the issue of the ITT to you, your preparation and submission of a tender, or the subsequent receipt and evaluation of your tender by ECW commits ECW to award a contract to you or any other bidder, even if all requirements stated in the ITT are met. ECW is not responsible directly or indirectly for any costs incurred by your firm in responding to this ITT and participating in ECW's procurement process.

All firms shall keep strictly confidential any and all information contained in this ITT, and other information or documents made available to it by or on behalf of ECW in connection with this ITT. The firms shall not disclose, nor allow any such information to be disclosed. Submission of a formal response to this ITT will confirm your agreement to observe these confidentiality requirements.

Contact by the firms with ECW during the bidding process should only be via the contact stated within this ITT. Respondents shall not offer or give any consideration of any kind to any employee or representative of ECW as an inducement or reward for doing, or refraining from doing, any act in relation to the obtaining or execution of this or any other contract with ECW.

6.2 Material Misrepresentation

ECW shall rely on the information provided by the bidder in relation to its offer. In providing the services as specified in the Invitation to Tender documents the successful bidder/tenderer shall comply with the contents of its offer as failure in this respect may constitute a material breach of contract.

6.3 Collusive Bidding

Collusive bidding is unacceptable to ECW. Any tenderer that is caught by ECW to be circumventing rules or the law during this tender process will automatically be disqualified from the tender process.

This applies to any bidder who:

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- a). Fixes or adjusts the amount of his bid by or in accordance with any agreement or arrangement with any other person, or
- b). Communicates to any person other than ECW the amount or approximate amount of his proposal (except where such disclosure is made in confidence in order to obtain quotations necessary for the preparation of the tender for instance) or,
- c). Enters into any agreement or arrangement with any other person* that he shall refrain from bidding or as to the amount of any bid to be submitted, or
- d). Offers or agrees to pay or give, or does pay or gives any sum of money, inducement or valuable consideration directly or indirectly to any person for doing or having done, or causing or having caused to be done in relation to any Offer or proposed Offer for the Services or any act or omission will be disqualified (without prejudice to any other civil remedies available to ECW and without prejudice to any criminal liability which such conduct by a bidder may attract)

*NB Sub-contracting is permissible where the bidder believes that this will enhance their proposal, however this must be clearly stated.

6.4 Bribery

Bribery means any offence under the Bribery Act 2010 or related Laws creating offences in relation to offering, promising or giving a bribe or requesting, agreeing to receive or receiving a bribe

The Contractor agrees with the Client that this Contract will operate on the basis of zero tolerance being shown towards any Fraud and/or Bribery. The Contractor shall take all reasonable steps, in accordance with Good Industry Practice, to prevent Fraud and Bribery by Staff and the Contractor (including its shareholders, members, directors) in connection with the receipt of monies from the Client and with the operation of this Contract.

6.5 TUPE

The following provisions regarding TUPE are extremely important. Please ensure that you read them carefully.

ECW expects that TUPE will **not** apply to this contract.

In cases of TUPE Tenderers are advised to seek independent professional advice on the effect of TUPE. Tenderers must be prepared to accept all liabilities which may arise as a consequence of the application of TUPE, should it apply. ECW takes no liability in regards to inaccuracy of TUPE information provided in this tender.

When submitting a Tender, Tenderers are required to include all costs relating to TUPE in their submission.

6.6 Data Protection Act Compliance

The successful bidder must comply with the UK General Data Protection Regulations (UK GDPR) and all applicable law concerning the processing of personal data and privacy. Full contract terms can be found within the terms and conditions (see Appendix 5).

ECW's privacy notice can be found at: <https://cheshireandwarrington.com/privacy-policy/>

ECW's vision to be the healthiest, most sustainable, inclusive and growing economy in the UK, closely aligns to the Government's social value priorities.

Under the Public Services (Social Value) Act 2012 ECW must consider:

- a) how what is being procured might improve the economic, social and environmental well-being of the area where it exercises its functions, and
- b) how, in conducting the process of procurement, it might act with a view to securing that improvement.

In addition, the National Procurement Policy Statement

([National Procurement Policy Statement.pdf \(publishing.service.gov.uk\)](https://www.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/90422/npps.pdf)) sets out the following national priorities that should be considered alongside individual local priorities:

- creating new businesses, new jobs and new skills;
- tackling climate change and reducing waste, and
- improving supplier diversity, innovation and resilience.

All successful suppliers must be willing to work closely with ECW throughout the contract duration to assist them in achieving both their vision and their social value obligations.

ECW reserve the right to incorporate social value commitments made by the supplier as part of their tender submission into the resultant final contract.

ANNEX 1 – LIST OF EXISTING EVIDENCE

Existing subregional sector/investment evidence base:

- Sustainable and Inclusive Economic Strategy – Evidence Pack 2022/3
- Local Industrial Strategy evidence base 2019
- Regeneris Sector Value Propositions 2018
- Enterprise Zone
- 7i Life Sciences mapping and gapping report 2022
- Amion Life Sciences narrative and devolution study 2025
- Advanced manufacturing input for the DBT Sector Plan 2025

APPENDIX 1 - FORM OF TENDER – TO BE COMPLETED AND RETURNED

Declaration by Tenderer

ITT Title: Sector evidence base and investor ready narrative

1. I, *[insert name]*, certify that I am the person duly authorised to sign tenders for and on behalf of *[insert company name]*, the tenderer, and having read the documents, offer to supply the goods, services or works:
 - as set out in the specification and accompanying tender documents, samples and/or drawings
 - under the terms and conditions indicated
 - at the price (or prices) specified in the attached tender documentation
2. It is agreed that any or other terms and conditions of contract or any caveats, assumptions, reservations or exclusions that may be printed on correspondence emanating from the tender, or any Contract resulting from this tender, shall not be applicable to this tender or agreement.
3. I certify that this is a bona fide tender and that I have not fixed or adjusted the amount of the tender by, or under, or in accordance with any agreement with any other person. I have not done, and undertake that I will not do at any time before the hour and date specified for the return of the tender, any of the following acts:
 - Communicate to a person other than ECW, the amount or approximate amount of the proposed tender, except where the disclosure, in confidence, of the approximate amount of the tender was necessary to obtain insurance premium quotations required for the preparation of the tender
 - Enter into an agreement or arrangement with any other person that he/she will refrain from tendering or to the amount of any tender to be submitted
 - Offer, or pay, or give, or agree to pay any sum of money or valuable consideration, directly or indirectly to any person for doing, or having done, or causing to be done in relation to any tender or proposed tender, for the said work, any act or thing of the sort described above
4. I further certify that the principles described in paragraph 3 have been, or will be, brought to the attention of all subcontractors, suppliers and associated companies providing services or materials connected with the tender and any contract entered into with the subcontractors, suppliers or associated companies will be made on the basis of the compliance with the above principles by all parties.
5. I understand that ECW reserves the right, unless the tenderer stipulates to the contrary in the tender, to accept such portion thereof as ECW may decide. ECW is not bound to accept the lowest or any tender.
6. I have obeyed the rules regarding confidentiality of tenders and will continue to do so as long as they apply.

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7. I can confirm that I accept that any breach of any of the conditions could lead to any tender being rejected or to the rescission of the Contract by ECW.

Authorised Signatory	
Date	
Name in BLOCK LETTERS	
Job Title	
Telephone Number	
E-mail address	

Please ensure that the form is completed and signed before being returned with any other supporting documentation requested, by the due date and time. Use the checklist to ensure that you have submitted the relevant documents.

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APPENDIX 2 – PRICE SCHEDULE – TO BE COMPLETED AND RETURNED

Staff Broken down by role			
Staff role/name	Amount of time to be spent on project	Day rate	Total
Attendance at meetings	Number of meetings	Rate	

Travel and subsistence		
Other costs: please specify		
Total Tendered Price (exc of VAT)		

NB: The price schedule may be returned on an excel spreadsheet.

APPENDIX 3 - SUPPLIER TECHNICAL QUESTIONS & ANSWER SHEET – TO BE COMPLETED AND RETURNED

1. COMPANY DETAILS

Please provide company details within the table below:

Question number	Question	Response
1(i)	Full name of the potential supplier submitting the information	
1(ii)	Registered office address (if applicable)	
1(iii)	Registered website address (if applicable)	
1(iv)	Trading status a) public limited company b) limited company c) limited liability partnership d) other partnership e) sole trader f) third sector g) other (please specify your trading status)	
1(v)	Date of registration in country of origin	
1(vi)	Company registration number (if applicable)	
1(vii)	Charity registration number (if applicable)	
1(viii)	Head office DUNS number (if applicable)	
1(ix)	Registered VAT number	

2. APPROACH AND METHODOLOGY FOR THE COMMISSION 20%

i). Please outline your approach and methodology for this commission.

ANSWER FEEDBACK

ii). Please outline your approach to engaging with key stakeholders to deliver the brief

ANSWER FEEDBACK

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3. TRACK RECORD AND EXPERIENCE 20%

- i) **Please describe your experience providing high quality, robust, and impactful economic sector evidence and investor narratives**

[ANSWER FEEDBACK](#)

- ii) **Provide 2 references for similar work**

[ANSWER FEEDBACK](#)

4. CREDENTIALS OF PROJECT TEAM 20%

- i) **Please outline the qualifications, expertise and experience of the proposed consultant or project team**
- a. Technical Expertise – Proven experience in sector and spatial economic analysis, industrial strategy, and supply-chain mapping.
 - b. Sector Knowledge – Understanding of life sciences, clean energy, advanced manufacturing, digital and technologies as a priority including appropriate methodologies
 - c. Cluster & Spatial Insight – Ability to integrate firm-level data with spatial and cluster frameworks.
 - d. Narrative skills: Capability to produce concise, investor-ready content suitable for Great North/Northern Growth Corridor/UKREiF use.

- ii) **CVs (4 pages max.)**

[ANSWER FEEDBACK](#)

5. APPROACH TO PROJECT MANAGEMENT AND QUALITY ASSURANCE 10%

i) Please describe your approach to project management, outlining your ability to meet milestones and delivery deadlines, and how you will approach quality assurance for this project.

[ANSWER FEEDBACK](#)

ii) Please attach your project plan for delivering this commission

[ANSWER FEEDBACK](#)

6. VALUE FOR MONEY (25%)

i). Please indicate any additional outputs or outcomes you anticipate as part of your project/delivery plan or other considerations regarding value for money, including highlighting any social value that will be generated in delivery of the project outputs. For example, social value initiatives could promote equality, diversity, and inclusion within the clean energy sector, accounting for both protected characteristics and broader concerns such as socioeconomic background, rurality, etc.

[ANSWER FEEDBACK](#)

APPENDIX 4 – KEY PERFORMANCE INDICATORS (KPI'S)

6. Regular meeting attendance with the team managing the contract (including weekly check-ins).
7. Effective consultation, engagement and co-development with key stakeholders
 - a. Co-development with ECW, Growth Directors, Local Authority business teams and the private sector including Business Advisory Board.
 - b. Targeted engagement with industry, innovation assets, universities, NHS, and cluster partnerships.
 - c. Alignment with Growth & Reform Network / Great North sector proposition work
 - d. Alignment with emerging Northern Growth Plan
 - e. At least two engagement rounds per frontier sector: (1) evidence scoping and cluster mapping; (2) testing of draft findings and narratives.

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8. Delivery against the following outputs as specified in the brief:

- IS8 Baseline and short profiles/narratives
- Frontier sector deep diagnostics with cluster/spatial overlay showing integration with regional ecosystems and cross boundary assets. Sectors expected to cover:
 - Life sciences
 - Clean energy
 - Advanced manufacturing
 - Digital and technologies
- Investor-ready opportunity narratives
- Report highlighting evidence and partnerships for repositioning the Science Corridor Enterprise Zone that strengthens the case for a future Industrial Strategy Zone within the Northern Growth Corridor
- Outline a draft Phase 2 specification for priority sectors to develop full sector plans
- Provision of an executive summary and readily comprehensible graphical summary for dissemination and use with senior stakeholders

9. Meeting the delivery milestones and output timelines:

- a. Project mobilisation - inception meeting and note (Jan 2026).
- b. IS-8 baseline – Dashboard and Excel dataset (Jan-Feb 2026).
- c. 4 draft frontier sector evidence bases, analytical reports and datasets (Feb-Mar 2026).
- d. Investor-ready narratives (substantively complete end March 2026) ready for
 - i. Great North Investment Summit – 18 May 2026.
 - ii. UKREiiF – 19–21 May 2026.
- e. Final reporting following engagement (April 2026)

ECW contract for the Supply of Services shall form the basis of the main terms and conditions of the contract (see attached document). The successful bidder must thoroughly read, agree and comply with the Contract Terms & Conditions Agreement.

Contractors Induction Checklist provided in tender documentation will form part of the contract.