

**United Kingdom-Manchester: Training programme services**  
**OJ S 90/2018 12/05/2018**  
**Contract award notice**  
**Services**

**Directive 2004/18/EC**

**Section I: Contracting authority**

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**I.1. Name and addresses**

Official name: GM Business Support Ltd  
Postal address: Lee House, 90 Great Bridgewater St  
Town: Manchester  
Postal code: M1 5JW  
Country: United Kingdom  
For the attention of: Nick Batty  
E-mail: [nick.batty@businessgrowthhub.com](mailto:nick.batty@businessgrowthhub.com)  
Telephone: +44 1612374044

**Internet address(es):**

General address of the contracting authority: <http://www.businessgrowthhub.com/>  
Address of the buyer profile: <http://www.businessgrowthhub.com/>

**I.2. Type of the contracting authority**

Other: Private company running publicly funded projects

**I.3. Main activity**

Other: Support to local businesses via public funded projects

**I.4. Contract award on behalf of other contracting authorities**

The contracting authority is purchasing on behalf of other contracting authorities: no

**Section II: Object of the contract**

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**II.1. Description**

**II.1.1. Title**

Digital, Creative and Technology Sector Business Support Programme

**II.1.2. Type of contract and place of performance or delivery**

Services

Service category No 11: Management consulting services [6] and related services  
NUTS code UKD3 Greater Manchester

**II.1.3. Information about a framework agreement or a dynamic purchasing system (DPS)**

The procurement involves the establishment of a framework agreement

**II.1.4. Short description of the contract or purchase(s)**

The Business Growth Hub (BGH) wishes to appoint a provider to continue the co-delivery of the sector specific growth programme, Greater Connected, as well as design, launch and deliver a follow-up advanced scale-up programme for suitable Digital, Creative and Technology SMEs.

Over the past one and half years the BGH has been running a cohort programme called

Greater Connected. The programme took up to 20 business owners at a time through an intensive growth curriculum specifically designed for the Digital, Creative and Technology SMEs in the Greater Manchester area. The programme involved 2 full day workshops from industry experts and practitioners as well as 1 half day coaching session in smaller groups. Topics covered during the programme covered:

- strategies for scaling up,
- sales and marketing,
- building strong work teams,
- communicating with influence,
- navigating conflict,
- leading others to succeed,
- overcoming financial obstacles.

Additionally, the programme also focused on creating and community for the alumni which benefited them by gaining access to bespoke events, pitch competitions, skill shares and collaboration opportunities.

Currently anticipated areas of support, based on findings of the Scale-up Institute and our knowledge to date, include but are not limited to:

- talent and skills,
- leadership capacity,
- access to markets,
- finance,
- infrastructure.

#### **II.1.5. CPV code(s)**

80521000 Training programme services, 80522000 Training seminars, 80511000 Staff training services, 79411100 Business development consultancy services, 79990000 Miscellaneous business-related services

#### **II.1.6. Information about the Government Procurement Agreement (GPA)**

The procurement is covered by the Government Procurement Agreement: yes

### **II.2. Total value of the contract/lot**

#### **II.2.1. Total value of the contract/lot**

## **Section IV: Procedure**

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### **IV.1. Type of procedure**

#### **IV.1.1. Type of procedure**

Open

### **IV.2. Award criteria**

#### **IV.2.1. Award criteria**

The most economically advantageous tender in terms of

1. Capability, knowledge and experience. Weighting 55
2. References and Case studies. Weighting 10
3. Staffing requirements. Weighting 10
4. Timescales. Weighting 10
5. Social value. Weighting 5
6. Cost and Value for money. Weighting 10

## **IV.2.2. Information about electronic auction**

### **IV.3. Administrative information**

#### **IV.3.1. File reference number attributed by the contracting authority**

T18016

#### **IV.3.2. Previous publication concerning this procedure**

##### **Contract notice**

Notice number in the OJ S: [2018/S 021-045118](#) of 31.1.2018

##### **Other previous publications**

Notice number in the OJ S: [2018/S 023-049885](#) of 2.2.2018

## **Section V: Award of contract**

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Contract No: T18016

### **V.1. Date of conclusion of the contract**

26.3.2018

### **V.2. Information about tenders**

Number of tenders received: 4

Number of tenders received by electronic means: 4

### **V.3. Name and address of the contractor**

Official name: We Are Form Ltd

Postal address: Baltic Creative 49 Jamaica St

Town: Liverpool

Postal code: L1 OAH

Country: United Kingdom

### **V.4. Information on value of the contract/lot**

Initial estimated total value of the contract/lot:

Value: 505 000,00 GBP

excluding VAT

### **V.5. Information about subcontracting**

The contract is likely to be subcontracted: no

## **Section VI: Complementary information**

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### **VI.1. Information about European Union funds**

The procurement is related to a project and/or programme financed by European Union funds:  
yes

Identification of the project: European Regional DevelopmentFund (ERDF)

### **VI.2. Additional information**

The Business Growth Hub (BGH) is the trading name of GM Business Support Limited (GMBS), a wholly owned subsidiary of The Growth Company Limited. The Business Growth Hub helps ambitious business people to realise their growth potential by offering access to a range of practical services, from assessing growth options to unlocking finance or accessing experienced business mentors.

For more information about Business Growth Hub and GM Business Support Limited, please visit us at: <http://www.businessgrowthhub.com>

You are required to make your ITT submission via The Growth Company In-tend e-tendering platform. You are required to complete a basic registration as a supplier on the In-tend Supplier Platform at the following web address: <https://in-tendhost.co.uk/manchestergrowthcompany.aspx/Home>

Please note that all mandatory fields (highlighted in yellow on the In-Tend Portal) must be completed in order to register your organisation.

### **VI.3. Procedures for review**

#### **VI.3.1. Review body**

##### **Body responsible for mediation procedures**

Official name: GM Business Support Limited

Town: Manchester

Country: United Kingdom

#### **VI.3.2. Review procedure**

Precise information on deadline(s) for review procedures: The Business Growth Hub will incorporate a minimum of 10 calendar days standstill period at the point of information on the decision to award the contract is communicated to bidders in accordance with Regulation 32A of the Public Contract Regulations 2015. Any bidder wishing to appeal the decision to award the contract, or after the award of the contract, appeal the award, shall have the rights as set out in Part 9 of the Public Contracts Regulations.

#### **VI.3.3. Service from which information about the review procedure may be obtained**

#### **VI.4. Date of dispatch of this notice**

9.5.2018