

324109-2026 - Result

Ireland – Education and training services – 2023/30 Establishment of a single-party framework for the Design and Delivery of Enterprise Ireland’s Leadership for Growth Journey and Management of Associated Leadership Supports

OJ S 91/2026 12/05/2026

Contract or concession award notice – light regime
Services

1. Buyer

1.1. Buyer

Official name: Enterprise Ireland

Email: eoin.wallace@enterprise-ireland.com

Legal type of the buyer: Body governed by public law

Activity of the contracting authority: Economic affairs

2. Procedure

2.1. Procedure

Title: 2023/30 Establishment of a single-party framework for the Design and Delivery of Enterprise Ireland’s Leadership for Growth Journey and Management of Associated Leadership Supports

Description: Enterprise Ireland proposes to engage in a competitive process for the establishment of a framework agreement for the Design and Delivery of Enterprise Ireland’s Leadership for Growth Journey and Management of Associated Leadership Supports. Enterprise Ireland uses a Competency Framework for SMEs based on on-going research of Enterprise Ireland clients learning requirements. The SME Competency Framework sets out the key capability areas required of SMEs to achieve their growth objectives for successful scaling and internationalisation and is anchored in six (6) key business areas (internally referred to as the 6 Pillars of Business Growth): - Leadership/People - Strategy - Strategic Finance - Sales/Marketing - Operations - Innovation A recent evolution to Enterprise Ireland’s Client Engagement and Experience Model has prioritised Leadership/Readiness and Strategy as key drivers for international growth, especially in our scaling clients. Based on the success /impact of the (2006-2023) Leadership for Growth programmes and the continued client need regarding CEO ambition and strategic leadership, Enterprise Ireland is looking to continue the programme and expand support through the establishment of a new framework. A Single Party Framework will enable close partnering with a provider for both the educational services and intensive coaching required on the leadership journey to provide an immersive and impactful learning experience for participants. Modification/re-calibration of design is expected, with the biggest change to current specification being the extension of the Leadership for Growth programme to a leadership journey (henceforth referred to as Leadership for Growth Journey), co-managed by the provider, now involving: • The Leading Edge pre-programme sessions, • The Leadership for Growth programme, and • The Alumni Leaders post-programme network. And additionally, • Internal Enterprise Ireland staff training on e.g., Leadership and Strategy This journey is expected to incorporate, for example, opportunities for blended or asynchronous learning, focus on sustainability and digitalisation/AI as modern considerations for leaders, and maximising peer to peer learning and bonding, with consideration to the post-programme alumni journey, translation of learnings into Enterprise

Ireland and potential cross over points with other C-suite programmes. Ex-ante evaluation to ensure business impact and the achievement of associated learning outcomes can be better managed through a single provider. Please see documentation for further details. Applicants should associate themselves with the competition in order to ask and receive queries, access the documents and submit a response. All responses should be submitted in a ZIP-FILE format.

Procedure identifier: 8d9b7308-5c46-4a04-9149-1b16efc82765

Previous notice: 9808092b-c1d9-4fdf-8ea9-97fa41483df3-01

Type of procedure: Negotiated with prior publication of a call for competition / competitive with negotiation

2.1.1. Purpose

Main nature of the contract: Services

Main classification (cpv): 80000000 Education and training services

Additional classification (cpv): 80430000 Adult-education services at university level, 80521000

Training programme services, 80570000 Personal development training services, 80532000

Management training services, 79998000 Coaching services, 72221000 Business analysis consultancy services, 79400000 Business and management consultancy and related services, 79410000 Business and management consultancy services, 79411000 General management consultancy services, 79411100 Business development consultancy services

2.1.2. Place of performance

Country subdivision (NUTS): Dublin (IE061)

Country: Ireland

2.1.3. Value

Estimated value excluding VAT: 25 000 000,00 EUR

2.1.4. General information

Legal basis:

Directive 2014/24/EU

5. Lot

5.1. Lot: LOT-0001

Title: 2023/30 Establishment of a single-party framework for the Design and Delivery of Enterprise Ireland's Leadership for Growth Journey and Management of Associated Leadership Supports

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programme and expand support through the establishment of a new framework. A Single Party Framework will enable close partnering with a provider for both the educational services and intensive coaching required on the leadership journey to provide an immersive and impactful learning experience for participants. Modification/re-calibration of design is expected, with the biggest change to current specification being the extension of the Leadership for Growth programme to a leadership journey (henceforth referred to as Leadership for Growth Journey), co-managed by the provider, now involving: • The Leading Edge pre-programme sessions, • The Leadership for Growth programme, and • The Alumni Leaders post-programme network. And additionally, • Internal Enterprise Ireland staff training on e.g., Leadership and Strategy This journey is expected to incorporate, for example, opportunities for blended or asynchronous learning, focus on sustainability and digitalisation/AI as modern considerations for leaders, and maximising peer to peer learning and bonding, with consideration to the post-programme alumni journey, translation of learnings into Enterprise Ireland and potential cross over points with other C-suite programmes. Ex-ante evaluation to ensure business impact and the achievement of associated learning outcomes can be better managed through a single provider. Please see documentation for further details. Applicants should associate themselves with the competition in order to ask and receive queries, access the documents and submit a response. All responses should be submitted in a ZIP-FILE format.

Internal identifier: 0

5.1.1. Purpose

Main nature of the contract: Services

Main classification (cpv): 80000000 Education and training services

Additional classification (cpv): 80430000 Adult-education services at university level, 80521000

Training programme services, 80570000 Personal development training services, 80532000

Management training services, 79998000 Coaching services, 72221000 Business analysis

consultancy services, 79400000 Business and management consultancy and related services,

79410000 Business and management consultancy services, 79411000 General management

consultancy services, 79411100 Business development consultancy services

5.1.2. Place of performance

Country subdivision (NUTS): Dublin (IE061)

Country: Ireland

5.1.3. Estimated duration

Duration: 6 Years

5.1.5. Value

Estimated value excluding VAT: 25 000 000,00 EUR

5.1.6. General information

Procurement Project not financed with EU Funds.

5.1.7. Strategic procurement

Aim of strategic procurement: No strategic procurement

5.1.15. Techniques

Information about the dynamic purchasing system:

No dynamic purchase system

5.1.16. Further information, mediation and review

Review organisation: The High Court of Ireland

6. Results

Value of all contracts awarded in this notice: 25 000 000,00 EUR

6.1. Result lot identifier: LOT-0001

Winner selection status: At least one winner was chosen.

6.1.2. Information about winners

Winner:

Official name: IESE Business School

Tender:

Tender identifier: 000172312

Identifier of lot or group of lots: LOT-0001

Value of the tender: 25 000 000,00 EUR

Contract information:

Identifier of the contract: 440170

Date of the conclusion of the contract: 01/10/2024

6.1.4. Statistical information

Received tenders or requests to participate:

Type of received submissions: Tenders submitted electronically

Number of tenders or requests to participate received: 3

8. Organisations

8.1. ORG-0001

Official name: Enterprise Ireland

Registration number: 000000000

Postal address: The Plaza, East Point Business Park

Town: Dublin

Postcode: D3 E5R6

Country subdivision (NUTS): Dublin (IE061)

Country: Ireland

Email: eoин.wallace@enterprise-ireland.com

Telephone: 01 7272000

Internet address: <https://www.enterprise-ireland.com/en/>

Buyer profile: <https://www.enterprise-ireland.com/en/>

Roles of this organisation:

Buyer

Organisation providing offline access to the procurement documents

8.1. ORG-0002

Official name: IESE Business School

Size of the economic operator: Micro, small, or medium

Registration number: Unknown

Town: Avenida Pearson, 21 08034 Barcelona

Postcode: N/A

Country subdivision (NUTS): Barcelona (ES511)

Country: Spain

Email: tkullis@iese.edu

Roles of this organisation:

Tenderer

Winner of these lots: LOT-0001

8.1. ORG-0003

Official name: The High Court of Ireland

Registration number: The High Court of Ireland

Department: The High Court of Ireland

Postal address: Four Courts, Inns Quay, Dublin 7

Town: Dublin

Postcode: D07 WDX8

Country subdivision (NUTS): Dublin (IE061)

Country: Ireland

Email: HighCourtCentralOffice@courts.ie

Telephone: +353 1 8886000

Roles of this organisation:

Review organisation

Organisation providing more information on the review procedures

8.1. ORG-0004

Official name: European Dynamics S.A.

Registration number: 002024901000

Department: European Dynamics S.A.

Town: Athens

Postcode: 15125

Country subdivision (NUTS): Βόρειος Τομέας Αθηνών (EL301)

Country: Greece

Email: eproc-esender@eurodyn.com

Telephone: +30 2108094500

Roles of this organisation:

TED eSender

Notice information

Notice identifier/version: 73115759-8a95-4701-bbc4-5178cc6ab19a - 01

Form type: Result

Notice type: Contract or concession award notice – light regime

Notice subtype: 33

Notice dispatch date: 08/05/2026 15:30:53 (UTC+01:00) Central European Time, Western European Summer Time

Languages in which this notice is officially available: English

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