

**United Kingdom-Glasgow: Education and training services**  
**OJ S 172/2017 08/09/2017**  
**Contract award notice**  
**Services**

**Legal Basis:**

Directive 2014/24/EU

**Section I: Contracting authority**

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**I.1. Name and addresses**

Official name: Scottish Enterprise

Postal address: Atrium Court, 50 Waterloo Street

Town: Glasgow

NUTS code: UKM82 Glasgow City

Postal code: G2 6HQ

Country: United Kingdom

Contact person: Alison McManus

E-mail: [alison.mcmanus@scotent.co.uk](mailto:alison.mcmanus@scotent.co.uk)

Telephone: +44 1592623006

Fax: +44 1412481600

**Internet address(es):**

Main address: <http://www.scottish-enterprise.com/>

Address of the buyer profile: [http://www.publiccontractsscotland.gov.uk/search/Search\\_AuthProfile.aspx?ID=AA00398](http://www.publiccontractsscotland.gov.uk/search/Search_AuthProfile.aspx?ID=AA00398)

**I.1. Name and addresses**

Official name: Royal Society of Edinburgh

Postal address: 22-26 George Street

Town: Edinburgh

NUTS code: UKM75 Edinburgh, City of

Postal code: EH2 2PQ

Country: United Kingdom

E-mail: [afraser@therse.org.uk](mailto:afraser@therse.org.uk)

**Internet address(es):**

Main address: [www.rse.org.uk](http://www.rse.org.uk)

**I.1. Name and addresses**

Official name: Science and Technology Facilities Council

Postal address: Polaris House, North Star Avenue

Town: Swindon

NUTS code: UKK15 Wiltshire CC

Postal code: SN2 1SZ

Country: United Kingdom

E-mail: [Jason.Green@stfc.ac.uk](mailto:Jason.Green@stfc.ac.uk)

**Internet address(es):**

Main address: [www.stfc.ac.uk](http://www.stfc.ac.uk)

**I.1. Name and addresses**

Official name: Biotechnology and Biological Sciences Research Council

Postal address: Polaris House, North Star Avenue

Town: Swindon

NUTS code: UKK15 Wiltshire CC

Postal code: SN2 1UH

Country: United Kingdom

E-mail: [Alex.Chaix@bbsrc.ac.uk](mailto:Alex.Chaix@bbsrc.ac.uk)

**Internet address(es):**

Main address: [www.bbsrc.ac.uk](http://www.bbsrc.ac.uk)

**I.2. Information about joint procurement**

The contract involves joint procurement

**I.4. Type of the contracting authority**

Regional or local agency/office

**I.5. Main activity**

Economic and financial affairs

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**Section II: Object**

**II.1. Scope of the procurement**

**II.1.1. Title**

Enterprise Fellowships Training Framework.

Reference number: P18-0005

**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 a Contract Award Notice, please do not respond to this.

Scottish Enterprise (SE), Biotechnology and Biological Sciences Research Council (BBSRC) and Science and Technology Facilities Council (STFC), supported by the Royal Society of Edinburgh (RSE), have awarded a single supplier framework to provide and deliver the training and development component of the Enterprise Fellowship programme. The purpose of the programme's training and development component is to equip the Enterprise Fellows with the necessary skills, knowledge and experience they require to make the transition from a research environment to form a successful high growth business. The framework will commence on 1.9.2017.

**II.1.6. Information about lots**

This contract is divided into lots: no

**II.1.7. Total value of the procurement**

Value excluding VAT: 680 000,00 GBP

**II.2. Description**

**II.2.2.**

### **Additional CPV code(s)**

79411100 Business development consultancy services, 80430000 Adult-education services at university level, 80510000 Specialist training services, 79410000 Business and management consultancy services

### **II.2.3. Place of performance**

NUTS code: UKM Scotland

Main site or place of performance: United Kingdom.

### **II.2.4. Description of the procurement**

The Enterprise Fellowship programme targets innovators who have entrepreneurial potential and a promising science and technology based business idea. The programme is funded by Scottish Enterprise (SE), Biotechnology and Biological Sciences Research Council (BBSRC) and Science and Technology Facilities Council (STFC) and may also include other public bodies funding and/or partnering in the Enterprise Fellowship programme (the 'Purchasers'). The Enterprise Fellowship Programme is delivered for and on behalf of the Purchasers and is delivered in partnership with the Royal Society of Edinburgh (RSE).

The key objective of the programme is to enable the Enterprise Fellows to play a leading role in the launch of a new spin-out company or technology based start-up with high growth potential.

The objectives for the training and development provider are to:

— ensure each Enterprise Fellow understands what is required and is capable of successfully launching and growing a new technology company with global potential;

— ensure each Enterprise Fellow can make the transition from an academic or technical background to business by ensuring each Enterprise Fellow — develops the necessary business skills and knowledge to play a leading role in the new company; develops the necessary confidence and competence to fulfil their chosen role in the new company; develops a personal business network which can provide ongoing business support and advice;

— assist each Enterprise Fellow to develop a viable investment ready business plan which can be realistically implemented following the end of the Fellowship.

Entrepreneurship training and development is a critical component of the Enterprise Fellowships Programme. The Enterprise Fellows tend to be highly skilled researchers in key technology areas with equally high expectations for the businesses they will go on to form.

The Enterprise Fellowship Programme is a UK-wide scheme with the training and mentoring delivered across the UK.

### **II.2.5. Award criteria**

Quality criterion - Name: Delivery team members breadth and depth of experience / Weighting: 20

Quality criterion - Name: Understanding of project requirements / Weighting: 20

Quality criterion - Name: Methodology / Weighting: 15

Quality criterion - Name: Innovative approach to delivery / Weighting: 5

Quality criterion - Name: Quality of mentor provision / Weighting: 10

Quality criterion - Name: Capacity to address the Fellows' needs / Weighting: 20

Quality criterion - Name: Capability to deliver to the proposed timescales / Weighting: 5

Quality criterion - Name: Fair work practices / Weighting: 5

Price - Weighting: 30

### **II.2.11. Information about options**

Options: yes

Description of options:

The framework agreement will be in place for a period of 36 months with an option to break the agreement after the first year due to a review currently being undertaken by Scottish Enterprise. After the 36 month period, the Purchasers will also have an option to extend the agreement for a further 12-month period to a maximum of 48 months.

#### **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**

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#### **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

##### **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 in the OJ S: [2017/S 096-189244](#)

##### **IV.2.8. Information about termination of dynamic purchasing system**

##### **IV.2.9. Information about termination of call for competition in the form of a prior information notice**

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

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**Contract No:** P18-0005

A contract/lot is awarded: yes

#### **V.2. Award of contract**

##### **V.2.1. Date of conclusion of the contract**

16/08/2017

##### **V.2.2. Information about tenders**

Number of tenders received: 3

Number of tenders received from SMEs: 3

Number of tenders received by electronic means: 3

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

##### **V.2.3.**

**Name and address of the contractor**

Official name: Entrepreneur Business School Ltd

Postal address: Bayhan House, Englishton Muir

Town: Inverness

NUTS code: UKM62 Inverness & Nairn and Moray, Badenoch & Strathspey

Postal code: IV3 8RQ

Country: United Kingdom

Telephone: +44 1463242960

The contractor is an SME: yes

**V.2.4. Information on value of the contract/lot**

Initial estimated total value of the contract/lot: 680 000,00 GBP

Total value of the contract/lot: 680 000,00 GBP

**V.2.5. Information about subcontracting****Section VI: Complementary information**

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**VI.3. Additional information**

(SC Ref:510299).

**VI.4. Procedures for review****VI.4.1. Review body**

Official name: Scottish Enterprise

Postal address: Atrium Court, 50 Waterloo Street

Town: Glasgow

Postal code: G2 6HQ

Country: United Kingdom

E-mail: [alison.mcmanus@scotent.co.uk](mailto:alison.mcmanus@scotent.co.uk)

Telephone: +44 1592623006

Fax: +44 1412481600

Internet address: <http://www.scottish-enterprise.com/>

**VI.4.2. Body responsible for mediation procedures**

Official name: Single Point of Enquiry

Postal address: 5 Atlantic Quay, 150 Broomielaw

Town: Glasgow

Postal code: G2 8LU

Country: United Kingdom

E-mail: [SPOEprocurement@scotland.gsi.gov.uk](mailto:SPOEprocurement@scotland.gsi.gov.uk)

Telephone: +44 1412425466

**VI.4.3. Review procedure**

Precise information on deadline(s) for review procedures:

In the first instance, contact the Senior Director of Facilities Management and Procurement at Scottish Enterprise, with any concerns or enquiries.

Email: <https://www.scottish-enterprise.com/help/contact-us>

An economic operator that suffers, or risks suffering, loss or damage attributable to a breach of duty under the Public Contracts (Scotland) Regulations 2015 may bring proceedings in the Sheriff Court or the Court of Session.

**VI.4.4. Service from which information about the review procedure may be obtained**

Official name: Scottish Enterprise

Postal address: 50 Waterloo Street, Atrium Court

Town: Glasgow

Postal code: G2 6HQ

Country: United Kingdom

Telephone: +44 1412041111

Internet address: <https://www.scottish-enterprise.com/help/contact-us>

**VI.5. Date of dispatch of this notice**

06/09/2017