

383388-2026 - Result

Ireland – Business development consultancy services – 2025 / 007 The Design, Recruitment, Delivery and Management of a Market Entry Skills and Capability Development Programme – Get Exporting Programme for Enterprise Ireland

OJ S 106/2026 04/06/2026

Contract or concession award notice – standard regime
Services

1. Buyer

1.1. Buyer

Official name: Enterprise Ireland

Email: malcolm.kavanagh@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: 2025 / 007 The Design, Recruitment, Delivery and Management of a Market Entry Skills and Capability Development Programme – Get Exporting Programme for Enterprise Ireland
Description: Enterprise Ireland's new strategy 'Delivering for Ireland, Leading Globally (2025-2029)' outlines our aims and ambitions for the Irish enterprise base and its purpose to 'Accelerate Sustainable Irish Business'. The ambition over the next five years is to support Irish exporting companies to make an even greater contribution to the Irish economy through international growth and nationwide employment, with the long-term ambition that exporting Irish companies become the primary driver of the Irish economy. The OECD and the SME Taskforce established that there was a structural issue in Ireland's internationalisation performance, stating that Ireland had a low 'export propensity'. Key recommendations from the OECD, SME Taskforce and the Department of Enterprise, Trade and Employment "White Paper on Enterprise 2030" were made to address this, including the development of a single offering and programme that would support companies in a holistic way to build the capability and capacity to meet the key requirements at each stage of their export journey. Enterprise Ireland has, under the 'Compete' pillar of our new strategy, committed to supporting 1,700 additional Irish-owned exporters by 2029, in collaboration with the Local Enterprises Offices. The full list of requirements are contained within the tender documents. All responses must be submitted in a ZIP FILE format.

Procedure identifier: 29b22cd8-a17a-449a-9df2-685e97a07f64

Previous notice: e0579fa8-b8e3-4819-a38e-e2331e951bcb-01

Type of procedure: Open

The procedure is accelerated: no

2.1.1. Purpose

Main nature of the contract: Services

Main classification (cpv): 79411100 Business development consultancy services

Additional classification (cpv): 80521000 Training programme services, 80570000 Personal development training services, 80532000 Management training services, 79998000 Coaching services, 72221000 Business analysis consultancy services, 79410000 Business and management consultancy services, 79411000 General management consultancy services

2.1.2. Place of performance

Country subdivision (NUTS): Dublin (IE061)

Country: Ireland

2.1.3. Value

Estimated value excluding VAT: 8 400 000,00 EUR

Maximum value of the framework agreement: 8 400 000,00 EUR

2.1.4. General information

Legal basis:

Directive 2014/24/EU

5. Lot

5.1. Lot: LOT-0001

Title: 2025 / 007 The Design, Recruitment, Delivery and Management of a Market Entry Skills and Capability Development Programme – Get Exporting Programme for Enterprise Ireland
Description: Enterprise Ireland's new strategy 'Delivering for Ireland, Leading Globally (2025-2029)' outlines our aims and ambitions for the Irish enterprise base and its purpose to 'Accelerate Sustainable Irish Business'. The ambition over the next five years is to support Irish exporting companies to make an even greater contribution to the Irish economy through international growth and nationwide employment, with the long-term ambition that exporting Irish companies become the primary driver of the Irish economy. The OECD and the SME Taskforce established that there was a structural issue in Ireland's internationalisation performance, stating that Ireland had a low 'export propensity'. Key recommendations from the OECD, SME Taskforce and the Department of Enterprise, Trade and Employment "White Paper on Enterprise 2030" were made to address this, including the development of a single offering and programme that would support companies in a holistic way to build the capability and capacity to meet the key requirements at each stage of the their export journey. Enterprise Ireland has, under the 'Compete' pillar of our new strategy, committed to supporting 1,700 additional Irish-owned exporters by 2029, in collaboration with the Local Enterprises Offices. The full list of requirements are contained within the tender documents. All responses must be submitted in a ZIP FILE format.

Internal identifier: 0

5.1.1. Purpose

Main nature of the contract: Services

Main classification (cpv): 79411100 Business development consultancy services

Additional classification (cpv): 80521000 Training programme services, 80570000 Personal development training services, 80532000 Management training services, 79998000 Coaching services, 72221000 Business analysis consultancy services, 79410000 Business and management consultancy services, 79411000 General management consultancy services

5.1.2. Place of performance

Country subdivision (NUTS): Dublin (IE061)

Country: Ireland

5.1.3. Estimated duration

Duration: 4 Years

5.1.5. Value

Estimated value excluding VAT: 8 400 000,00 EUR

5.1.6. General information

Procurement Project not financed with EU Funds.

The procurement is covered by the Government Procurement Agreement (GPA): yes

5.1.7. Strategic procurement

Aim of strategic procurement: No strategic procurement

5.1.10. Award criteria

Criterion:

Type: Cost

Description: Ultimate Cost

Category of award weight criterion: Weight (percentage, exact)

Award criterion number: 20

Criterion:

Type: Quality

Description: Qualitative Criteria

Category of award weight criterion: Weight (percentage, exact)

Award criterion number: 80

5.1.15. Techniques

Framework agreement:

Framework agreement, without reopening of competition

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

Organisation providing offline access to the procurement documents: Enterprise Ireland

Organisation providing more information on the review procedures: The High Court of Ireland

6. Results

Maximum value of the framework agreements in this notice: 8 400 000,00 EUR

6.1. Result lot identifier: LOT-0001

Winner selection status: At least one winner was chosen.

Framework agreement:

Maximum value of the framework agreement: 8 400 000,00 EUR

6.1.2. Information about winners

Winner:

Official name: OCO Global Limited

Tender:

Tender identifier: 000130941

Identifier of lot or group of lots: LOT-0001

Subcontracting: Not yet known

Contract information:

Identifier of the contract: 441178

Date of the conclusion of the contract: 23/04/2026

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: 5

8. Organisations

8.1. ORG-0001

Official name: Enterprise Ireland

Registration number: 00000000

Postal address: The Plaza, East Point Business Park

Town: Dublin

Postcode: D3 E5R6

Country subdivision (NUTS): Dublin (IE061)

Country: Ireland

Email: malcolm.kavanagh@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: OCO Global Limited

Size of the economic operator: Medium

Registration number: NI045268

Postal address: 6 Citylink Business Park

Town: Belfast

Postcode: BT124HQ

Country: United Kingdom

Email: tenders@ocoglobal.com

Telephone: 00447850744848

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: 0a39b652-8f88-4175-969f-7501542674e7 - 01

Form type: Result

Notice type: Contract or concession award notice – standard regime

Notice subtype: 29

Notice dispatch date: 03/06/2026 11:29:31 (UTC+01:00) Central European Time, Western European Summer Time

Languages in which this notice is officially available: English

Notice publication number: 383388-2026

OJ S issue number: 106/2026

Publication date: 04/06/2026