

Ireland – Education and training services – 2023/007 Establishment of a single-party framework for the Design and Delivery of Training Supports for Enterprise Ireland’s Spotlight on Skills (SOS) Programme for Client Companies.

OJ S 169/2025 04/09/2025

**Contract or concession award notice – light regime
Services**

1. Buyer

1.1. Buyer

Official name: Enterprise Ireland

Email: eoyn.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: 2023/007 Establishment of a single-party framework for the Design and Delivery of Training Supports for Enterprise Ireland’s Spotlight on Skills (SOS) Programme for Client Companies.

Description: Enterprise Ireland’s 2022-2024 Strategy sets out our mission to Accelerate the development of world-class Irish companies to achieve leading positions in global markets. In the 2022 Enterprise Ireland Annual Business Review approx. 1,900 identified skills and labour sourcing and retention as a critical issue for their business. In Ambition 2 of Enterprise Ireland’s strategy 2022-2024, Leading in a Changing World, it highlights the need to facilitate increased engagement by enterprise and key stakeholders on addressing critical skills needs. Based on the success/impact of the Spotlight on Skills programmes and the continued importance of taking a strategic approach to identifying and planning for client’s future skills needs, Enterprise Ireland is looking to continue the programme and expand support through the establishment of a new framework. The primary focus of the programme will be to empower the SME client base to examine and articulate their skills requirements to grow and significantly scale their business in global markets supporting them to develop a strategic workforce skills plan. The programme takes senior management along a comprehensive process in which they define company aspirations and company goals, determine key success factors, clarify strategic priorities, identify strategic capabilities, diagnose the skills gaps to build organisational capabilities and create a skills plan to address skills gaps, and support the growth plan of the company. Full list of requirements is contained in the tender documents.

Responses must be uploaded in a ZIP FILE format.

Procedure identifier: 11c846bc-10e1-4644-8a78-aebaaecfb02c

Previous notice: 924077fc-47dd-4f00-809a-f383a47ae526-01

Type of procedure: Open

2.1.1. Purpose

Main nature of the contract: Services

Main classification (cpv): 80000000 Education and training services

Additional classification (cpv): 80521000 Training programme services, 80430000 Adult-education services at university level, 80570000 Personal development training services,

80532000 Management training 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: 900 000,00 EUR

2.1.4. General information

Legal basis:

Directive 2014/24/EU

5. Lot

5.1. Lot: LOT-0001

Title: 2023/007 Establishment of a single-party framework for the Design and Delivery of Training Supports for Enterprise Ireland's Spotlight on Skills (SOS) Programme for Client Companies.

Description: Enterprise Ireland's 2022-2024 Strategy sets out our mission to Accelerate the development of world-class Irish companies to achieve leading positions in global markets. In the 2022 Enterprise Ireland Annual Business Review approx. 1,900 identified skills and labour sourcing and retention as a critical issue for their business. In Ambition 2 of Enterprise Ireland's strategy 2022-2024, Leading in a Changing World, it highlights the need to facilitate increased engagement by enterprise and key stakeholders on addressing critical skills needs. Based on the success/impact of the Spotlight on Skills programmes and the continued importance of taking a strategic approach to identifying and planning for client's future skills needs, Enterprise Ireland is looking to continue the programme and expand support through the establishment of a new framework. The primary focus of the programme will be to empower the SME client base to examine and articulate their skills requirements to grow and significantly scale their business in global markets supporting them to develop a strategic workforce skills plan. The programme takes senior management along a comprehensive process in which they define company aspirations and company goals, determine key success factors, clarify strategic priorities, identify strategic capabilities, diagnose the skills gaps to build organisational capabilities and create a skills plan to address skills gaps, and support the growth plan of the company. Full list of requirements is contained in the tender documents. Responses must be uploaded 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): 80521000 Training programme services, 80430000

Adult-education services at university level, 80570000 Personal development training services,

80532000 Management training 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: 3 Years

5.1.5. Value

Estimated value excluding VAT: 900 000,00 EUR

5.1.6. General information

Procurement Project not financed with EU Funds.

Additional information: The entity admitted to the framework is IMI Leadership Limited in accordance with Article 72 (1)(d)(ii) of Directive 2014/24/EU of the European Parliament and of the Council of 26 February 2014, as a consequence of IMI Leadership Limited completing a takeover of the original tendering entity (Irish Management Institute) during the course of the award process. IMI Leadership Limited have submitted updated documentation to the contracting entity that fulfil the criteria for qualitative selection and there are no substantial modifications to the contract nor is the replacement aimed at circumventing the application of the aforesaid Directive.

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

Electronic auction: no

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

Value of all contracts awarded in this notice: 900 000,00 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: IMI Leadership Limited

Tender:

Tender identifier: 000075080

Identifier of lot or group of lots: LOT-0001

Value of the tender: 900 000,00 EUR

Contract information:

Identifier of the contract: 420553

Date of the conclusion of the contract: 01/09/2025

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: 00000000

Postal address: The Plaza, East Point Business Park

Town: Dublin

Postcode: D3 E5R6

Country subdivision (NUTS): Dublin (IE061)

Country: Ireland

Email: evin.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: IMI Leadership Limited

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

Registration number: 714739

Town: Sandyford Road, Dundrum

Postcode: D16

Country subdivision (NUTS): Dublin (IE061)

Country: Ireland

Contact point: Hannah Harty

Email: hannah.harty@imi.ie

Telephone: 01 207 8458

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

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Form type: Result

Notice type: Contract or concession award notice – light regime

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