



# Southwark Local Access Partnership / Enterprise Development Tender

Frequently Asked Questions

November 2023

**Extract from tender: The desired outcome of the Southwark Local Access Partnership Enterprise Development is to support the development minoritised and female-led organisations in Southwark. Making them stronger, more resilient, and more sustainable to improve the local social economy.**

**Q. This is a relatively generic strategic objective, focusing on 2 customer groups with some overlap, female founders, from minority ethnic backgrounds. There is no indication whether these are the exclusive customer groups: 100% Female, 100% from a minority ethnic background or whether there is a focus on 'predominantly' female and minority ethnic founders in the impact space.**

**A.** These are not exclusive groups, but we are looking for predominantly minoritised and female-led founders.

**Extract from tender: We will do this through the provision of enterprise development support which will provide participants with the skills, knowledge and business assessment to further understand their business model and sector, to uncover and maximise potential opportunities. In some instances, this will be supported by grant finance to support plans towards growth and sustainability.**

**Q. Enterprise support can be delivered in many ways, from consulting to workshops to cohort-based programmes. Considering that there is around £246,000 for enterprise support, do you anticipate this to be split across a range of provision? Or do you anticipate to be 'provider-led' and let them tell you what might be the best in terms of delivering a range of support, split across different categories of activities?**

**A.** We anticipate to be 'provider-led' and let them tell us what might be the best in terms of delivering a range of support, split across different categories of activities. We will assess different levels of provision and their desired impact on founders based on what you determine success looks like within your application. Your understanding of our target demographic in Southwark, your methodology and your deliverables/outcomes will go a long way to supporting us in understanding what you aim to achieve.

Overall, we will base our assessment on founder outcomes and enterprise outcomes. We have purposely given a broad scope to allow for the potential different ways of delivering and achieving in-line with the varying standard of enterprises and needs within Southwark. Some founders will be further along than others, and some enterprises will have clearer, more sustainable models than others. We are looking for you to provide us with a plan that can achieve some if not all of our aims and objectives in a robust way which is founder and/or enterprise focused.

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**and business assessment to further understand their business model and sector, to uncover and maximise potential opportunities. In some instances, this will be supported by grant finance to support plans towards growth and sustainability.**

**Q. It looks like we're supplying 2 main documents a) Method Statement b) pricing schedule. Currently only the methods statement has a word limit (500), pricing schedule doesn't. Is this correct?**

**A.** Pricing schedule does not have a word limit.

**Q. We have not heard the word "Qualification of Offer" and wondered if you could provide some clarity around what this means for this tender?**

**A.** In terms of the 'qualification of offer', the evaluation and assessment of the bids will focus mainly on compliance with requirements, quality and performance.

We will assess whether each bid complies with the requirements outlined in the tender document. Based on the bidder's chosen methods and deliverables we will review if what is aimed to achieve falls in-line with our expectations. The quality of the services offered by the bidder and their past performance on similar projects may also be considered.

We also aim to gain an understanding of the bidder's technical capability and financial viability to complete the project as specified.

**Q. On page 7, point 6 where a list of 7 questions (method statements) are provided... Is it expected that the consultant has a 500 word limit to answer each question (therefore the total submission should not exceed 3500 words) or that all 7 questions, once answered should not exceed 500 words in total?**

**A.** The total word count for is 500 words per question, 3500 words in total

**Q. On page 8, in reference to the point about the consultant ideally being Southwark based, could you provide an example or further clarification on what would be deemed "a strong connection" and the bearing this would have on our application not being Southwark based? Having successfully designed and delivered programmes for over 10 London Boroughs we have not been based in has not hindered our ability to directly engage/support businesses in person on a ground level due to the resources and systems we have in place.**

**A.** 'A strong connection' to Southwark could be based on lived experience, working in the community, working with the community or local organisations, and even through previous time spent/served within Southwark. This would be seen as a benefit considering that our project (Southwark Local Access Partnership) aims to promote place-based partnerships.

**Q. We wanted to also ensure that the 17-page Renasisi tender doc is all we need to review and that there are no other attachments or declarations to complete/submit with the tender. For example, a standard pricing structure template (we can provide our own), Social Value declaration or financial standing evidence to provide etc. .**

**A.** There are no other additional documents provided with this tender. Please provide your pricing structure.

**Q. Could you please confirm if there is a standard application form that we need to follow to apply for the Southwark Local Access Partnership / Enterprise Development Partner opportunity?**

**A.** There is no standard template to be completed we only require 2 main documents a) Method Statement b) pricing schedule.

**Q. Can I just confirm that the deadline to submit still remains the same also?**

**A.** We have taken the decision to extend the deadline for receipt of tenders by one week to 17th November 2023.

Action	Target dates 2023/24
Issue of Invitation To Tender (ITT)	13/10/23
Deadline for questions relating to the ITT	20/10/23
Deadline for receipt of Tenders	17/11/23 (Midnight)
Evaluation of Tenders	24/11/23
Interviews	08/12/23
Agree preferred bidder	15/12/23
Internal governance/approval	22/12/23
Award contract	28/12/23
Contract start date and inception meeting	08/01/24

**Q. Do you have a range in regard to the volumes of entrepreneurs that you would like to support?**

**A.** We have left this open to understand from applicants, based on the budget available how many entrepreneurs do they think their service can cater for.