

Business Ready Growth Specialist tender 2022 - Questions

Question	Response
Is there an editable Word doc so that the form can be filled in.	An editable version (Word document) is available on the website
<p>I am interested in tendering for the Growth Specialists and have a question about the requirement for Public Liability Insurance as a compulsory.</p> <p>As I do not have premises or employees, nor will anyone visit me, I cannot see the requirement for public liability insurance, I think this should be changed to optional requirement – please could you advise as this will restrict the number of independent consultants you could potentially access.</p> <p>I have professional indemnity insurance which covers any claims leading from my advice given during consultancy.</p>	<p>Public Liability insurance covers off-site activities and events, as well as your own business premises.</p> <p>On the basis of the information you have supplied I would expect the premiums to be very low if you chose to take Public Liability Insurance.</p> <p>We have been operating the Business Ready programme since 2016 with the same requirements for insurance cover, and this is the third time we will have been through a procurement cycle, and the first time this concern has been raised. We do not intend to change the tender requirements.</p>
Does the mentoring need to be face-to-face or can this be done virtually?	<p>The mentoring will be carried out at the convenience of the SME client; that includes the location and the time and will be determined by the type of business.</p> <p>Pre-covid I would estimate that 90% of all interactions were in a face-to-face situation. During the pandemic, as an average, this switched to 90% virtual. In the post pandemic world I would expect a return to closer to the pre-covid norm although we currently see demand for a hybrid approach. Service businesses are perhaps more suited to a digital delivery whereas product/manufacturing businesses will demand an on-site delivery.</p>

<p>I work at [REDACTED] an IP law firm. We are interested in offering support to the BR2Ext programme through the below tender: https://www.tendersdirect.co.uk/Members/Tenders/TenderView.aspx?id=GB003ZM439623&tid=519842&cid=C27583</p> <p>We would like to offer our services in the ‘managing IP’ section, however I think we may be immediately precluded because of the £90.00ph cost limit – I wanted to check what this is expected to cover?</p> <p>We offer free IP capture sessions to identify start-up/SME founders’ IP and provide advice on next steps. We would be delighted to complete the tender form with this as our offering. Our attorney fees are quite a bit higher than £90.00ph once we pass this stage and start to file for patents and trade marks.</p> <p>Would it be expected that our fees would need to stay under £90.00ph for any work we do with an individual or business that is referred to us as a result of this tender?</p>	<p>1</p> <p>Under the Business Ready programme the Growth Specialist is engaged to provide guidance and support in their area of expertise, not to do billable work for the SME client. If the SME client wishes the Growth Specialist to perform work for them, or to quote for work, then the SME client would engage directly with the Growth Specialist outside of the Business Ready programme. In that case the service/supply contract would be between those two parties, and any payment for those services would be agreed between the two parties.</p>
<p>Will there be a recording of the information session for anyone that cannot attend or cannot attend the full session?</p>	<p>This has usually been an in-person meeting and as such there would not normally be a recording. The meeting will be recorded for audit purposes but it is not the intention to publish this. The purpose of the meeting is to outline the programme, the role of the Growth Specialist and the reporting requirements. The bulk of the time will be given over to questions and relevant questions will be added to the Q&A document on the website. If you think you will not be able to attend the full meeting then I would suggest that you send any questions in advance, either to be answered directly or to be posed at the meeting.</p>

<p>I wanted to ask about Appendix A – Question A7. In the Name section do we list the specialism that we are offering as I am not sure where you want us to specify those details.</p>	<p>Some organisations may apply for more than one individual to be considered. The Name section will be the name of the proposed Growth Specialist. The other sections, below the name, are where one would list the detail identifying the specialism and the supporting information, such as relevant qualifications, accreditation bodies, examples, tools and techniques.</p>
<p>A question about the references section please – can I just include details for clients for UWSP to contact in this section instead of providing full testimonials or pre-written references?</p> <p>I do not usually collect testimonials from most clients due to NDA/confidentiality clauses, but have checked they are happy to provide references if contacted.</p>	<p>Please refer to page 13 of the tender document; this details the scoring criteria. The Testimonial section is worth 10% of the marks (up to 40 marks) and the level of detail and relevance of the supporting information included in your application will be assessed accordingly.</p>
<p>I've only just seen this . Could you forward me everything you gave on the scope and objectives on this please. Also any application guidelines would be great.</p>	<p>Relevant information pertaining to this tender can be found on the Business Ready website https://business-ready.co.uk/2022/07/08/business-ready-invitation-tender-for-growth-specialists/. On this page you will also find a link to the Tender Document and a link to the Questions Raised.</p> <p>The tender document contains the scope and objectives for the programme. You can also find more about the services we offer by reviewing the Business Ready website https://business-ready.co.uk/. The news section contains links to relevant articles and outlines some of the successes over the past 3 years.</p>