

Tender Specification:

Provision of Provision of ten off, six-hour high intensity one-to- one mentoring packages to scaling businesses.

Date: 21/11/2025

1. INVITATION TO TENDER

The Contracting Authority for the purpose of this Invitation to Tender is RTC North Ltd. Its address is Loftus House, Colima Avenue, Sunderland, SR5 3XB.

2. BACKGROUND

Scaleup North East is an initiative designed to support and accelerate the growth of businesses. With a focus on companies that have the potential to scale and expand, the programme provides tailored support, expert advice, and a wealth of resources to help businesses overcome barriers to scaling and growth.

Scaleup North East aims to:

- Boost Economic Growth - By helping businesses scale, the initiative contributes to the overall economic development of the region.
- Create Jobs - Supporting businesses in their growth journey leads to job creation and employment opportunities within the community.
- Encourage Innovation - The programme fosters a culture of innovation by providing businesses with the tools and knowledge to innovate and compete in their respective markets.

It offers a range of services to support business growth, including:

- Business Coaching - Personalised coaching from experienced business advisors to help identify growth opportunities and overcome challenges.
- Workshops and Events - Access to workshops, seminars, and networking events to gain insights from industry experts and connect with other ambitious businesses.
- Funding and Investment - Guidance on securing funding and investment to fuel business growth and expansion.
- Market Access Support - Assistance in exploring new markets and expanding business operations both locally and internationally

3. SPECIFICATION OF REQUIREMENTS

3.1 The purpose of this tender is to source a third-party provider who can assist with the delivery of this contract by end March 2026:

- Providing some or all of the lead/pipeline generation
- Producing appropriate reports and data collection

The successful provider should ensure that:

- Businesses able to demonstrate at least two years trading activity with a growth rate of 20% or more, over the two years
- Businesses able to demonstrate future growth of at least 20% in revenue and/or in employment, OR

- Post revenue Businesses demonstrating growth of above 10% per annum
- Post revenue Businesses able to demonstrate future growth of at least 10% with an increase in employment.

Emphasis will be placed on those Businesses employing a minimum of 10 employees at the start of the period

Businesses can be in any of the following Council areas:-

- Gateshead
- Newcastle
- North Tyneside
- Northumbria
- South Tyneside

Businesses located in County Durham or Sunderland are not eligible.

3.2 Timescales

Tender placed on website – 26/11/25

Tender deadline – noon 11/12/25

Review bids – 11/12/25

Appoint preferred supplier – 12/12/25

4. PROJECT TEAM

Graham Stafford, Scale Up Project Manager will be the contract lead.

5. TENDER SUBMISSIONS

RTC North would like to invite tenders from companies who can demonstrate, experience with similar projects, only. Could you please provide evidence to substantiate the following points; -

- A brief description of your company.
- Qualifications held by employed individuals who will be assigned to the tender.
- Testimonials from previous work

7. AWARD CRITERIA

The criteria for a successful award will be based on the following: -

Criteria	Weighting %
Demonstrable experience delivering similar interventions previously	25%
Ability to provide a range of coaches/mentors/specialists	25%
Price	25%
Ability to offer an existing pipeline of potential clients	25%

8. QUERIES

To ensure a fair and transparent tender process no approach of any kind in connection with this tender should be made to any other person within or associated with RTC North. Failure to comply may result in disqualification from the process

9. TENDER RETURN

Karen Moody, Compliance Manager RTC North. Submissions should be made by email to: karen.moody@rtcnorth.co.uk

Closing date for all tenders is noon on 11th December 2025.