Contract Details

1. **Full Name of the Contracting Body:**
   Highlands and Islands Enterprise (HIE)
2. **Name and ID of the Contract:**
   TechHUB Technology Advice Service (COT165)
3. **Services Required:**
   - Provide tailored one-on-one technology adoption and implementation advice to approximately 35 food and drink businesses within the Highland Council area.
   - Conduct assessments of each business's current technological status.
   - Identify opportunities for technology-led interventions that could benefit the businesses.
   - Develop Technology Adoption Plans for each business, including costed recommendations.
   - Assist businesses in identifying specific "off the shelf" technology solutions suitable for their needs.
   - Use financial modeling to help businesses understand potential revenue opportunities, constraints, and the capital outlay required for technology adoption.
   - Offer between 3 to 10 days of support per business, as determined by HIE, including at least one onsite visit per business.
   - Deliver support primarily online/remotely, with the requirement for at least one onsite visit to each business.
   - Signpost businesses to HIE grant schemes for financial support to implement the recommended technologies.
4. **Financial Constraints:**
   - The contract is set for a 15-month period from October 2024 to December 2025.
   - The budget for this contract ranges between £85,000 and £110,000, excluding VAT. This budget includes travel and subsistence costs.
5. **Vendor Requirements:**
   - Must have an in-depth understanding of digital technologies and data innovation specifically within the food and drink sector.
   - Should have prior experience supporting SMEs in the food and drink sector.
   - Required expertise in areas such as AI, automation, robotics, digital transformation, and cyber resilience.
   - Must possess excellent program management and prioritization skills.
   - Strong report writing and communication skills are essential.
   - Experience in delivering advice via digital channels is necessary.
   - Must have an understanding of state aid rules and the workings of Scotland's economic development agencies.
   - Expected to comply with cyber security measures, data protection, and confidentiality requirements.

6. **Other Considerations:**
   - The evaluation of proposals will be based on a Quality/Cost ratio of 60/40.
   - Community benefits are required as part of the contract fulfillment.
   - Fair Work practices are expected to be adhered to by the vendor.
   - The successful supplier will need to demonstrate a strong knowledge of the sector and the ability to deliver tailored support effectively.
   - The aim is to help food and drink businesses in the Highlands adopt new technologies to increase productivity and contribute to net zero goals.

This summary provides a comprehensive overview of the requirements and expectations for the TechHUB Technology Advice Service contract offered by Highlands and Islands Enterprise (HIE), focusing on the support of food and drink businesses in the Highland Council area through technology adoption and implementation advice.

Best matches

Based on the requirements of the TechHUB Technology Advice Service contract and the information available in the knowledge base, the following companies could potentially fulfill the contract's requirements, albeit with the caveat that none explicitly mention specialization in the food and drink sector or specific experience with technology adoption and implementation advice for such businesses:

1. **Etive Technologies** - Specializes in technology services and has experience with government contracts, which could be beneficial for understanding state aid rules and economic development agency workings.
2. **Edinburgh Computer Services** - Offers IT solutions and support to SMEs, which aligns with the requirement for experience supporting SMEs in the food and drink sector.
3. **Compute Scotland** - Provides comprehensive computing solutions, including cloud services and cybersecurity, relevant to the digital transformation and cyber resilience aspects of the contract.
4. **Portaltechnologies** - Specializes in IT support and network solutions, with services that could support the digital advice delivery aspect of the contract.
5. **INCOVO HOLDINGS** - Offers a range of IT services, including technology consulting, which could be relevant for developing Technology Adoption Plans and understanding cyber security measures.
6. **Scottie.io**
   - A technology company specializing in software development and digital transformation. They offer a wide range of services that could support businesses in the food and drink sector in adopting new technologies.
7. **TheTechForce Limited**
   - Provides cyber security services, which could be crucial for food and drink businesses looking to enhance their digital transformation and cyber resilience.

8. **Innovation Centre Scotland Limited**
   - Focuses on supporting innovation and entrepreneurship, with services that could benefit SMEs in the food and drink sector through technology-led interventions.

It's important to note that while these companies have the technological expertise and service offerings that could potentially meet the contract's requirements, further investigation would be needed to confirm their specific experience with the food and drink sector and their ability to deliver tailored one-on-one technology adoption advice.