

Stone Tyres Ltd
REQUEST FOR QUOTATION
Management Consultancy

Background

Stone Tyres is a local, independent tyre garage in St Helens established in 2016. All tyres are supplied and fitted by experienced tyre experts and the business has been built on a reputation of outstanding customer service.

Stone Tyre's experts will find the right tyre best suited to customers' car needs and offer same day fitting of all the major tyre brands from leading manufactures including Bridgestone, Continental, Dunlop, Goodyear, Pirelli Michelin, GT Radial and Nexen.

The customer service commitment includes a free Tyre inspection with no obligation whatsoever. Whether it's a new tyre, puncture repair or wheel balancing, a friendly professional approach with no hidden sales tactics is guaranteed. If a new tyre isn't needed, Stone Tyres never try and sell one!

In addition to this transparent and honest practice, customer loyalty is further secured by free puncture repairs for life on every tyre sold, a pay monthly scheme with no credit check and GUARANTEED acceptance to help spread the cost.

This has resulted in multiple Tyre Safe Awards and a reputation as experts in automotive road safety.

Stone Tyres are constantly innovating to improve on the outstanding customer service and understand that not everyone has the time to visit and have tyres changed. Also, as many cars now come with no spare wheel there are many times a puncture or blowout requires a mobile tyre fitting service.

Sister company Gorilla Tyres can cope with all tyre needs, whenever and wherever across the North-West. Modern vans come to customers fully equipped with top of the range tyre fitting equipment.

Requirement

Stone Tyres is currently operating from premises at College St, St Helens and a fleet of four mobile Gorilla branded tyre fitting vans. They have acquired the land adjacent to the St Helens premises to step change the business through building a state of the art MOT and Service centre, to expand their operations in the general business fleet maintenance market. This is planned to open in 2022 and will not only significantly increase revenues and profit but will also create new full-time jobs. Although close to a residential area, local residents have welcomed the development and are fully supportive.

The Company also has aggressive plans to expand the Gorilla mobile fleet and open additional premises in the Merseyside and wider north west regions.

This RFQ is for management consultancy services to aid Stone Tyres in developing an encompassing Strategic Business Plan identifying:

- Specific, Measurable, Achievable, Relevant and (c.5 year) Timebound objectives.
- Identification of structural and personnel implications for achieving them.
- Mentoring and support services to the Managing Director.
- General coaching and training of key personnel
- On going support to measure, monitor and help *implement* the plan.
- Support in the preparation and securing of grant funding and other financial support where appropriate.

Deliverable Timescale

We expect the project to commence no later than 1st June 2022 and to be completed by 31/07/22

Evaluation Criteria

Quotations will be assessed and scored on the following criteria:

Understanding of industry sector	15%
Experience in developing Strategic Business Plans	25%
Ability to build trust, connect with and constructively challenge Stone Tyres Leadership and key personnel.	10%
Connections, influence and reach into the local council, funding providers and Business support community	15%
Clarity of quotation	10%
Delivery Timescale	10%
Cost	15%

Scoring Methodology

4 Excellent	Proposal meets and in some places exceeds the required standard
3 Good	Proposal meets required standard
2 Acceptable	Proposal meets the required standard in most respects, but is lacking or inconsistent in others
1 Poor	Proposal falls short of expected standard
0 Unacceptable	Completely or significantly fails to meet required standard or does not provide the relevant answer

Proposal Format

Proposals should clearly demonstrate how they meet the requirement set out above.

Deadline and Submission

Proposals for consideration are required by: 1700 HRS **on 23/05/22** electronically to

John Stone: john@stonetyres.net

Date Published 10/05/2022

SUPPLIERS: Please read the following BEFORE preparing your proposal/quote

1) This work is part funded by the European Regional Development Fund.

2) ERDF Indicative Budget

This work will be part funded though the **European Regional Development Fund**. The project falls within the ***£2,500 - £24,999** bracket and therefore, under current Public Procurement Regulations, there is no formal tender procedure, but a detailed written quotation is required.

(*NB this figure is the ERDF regulations figure. IT IS NOT THE BUDGET FOR THIS PROJECT)

3) Conditions of Tender

Please be aware that due to the relatively low indicative budget for this work (i.e. less than the current OJEU limits) there is no regulatory obligation for us to provide feedback if you are unsuccessful.

We reserve the right to discontinue this tender process at any time and not award a contract.

You will not be entitled to claim from us any costs or expenses which you may incur in preparing and/or submitting your Tender at any stage of this exercises. This applies whether or not your organisation is successful.