

Freedom of Information Request  
Received 28 February 2023

**A list of the consultant companies that submitted bids for the contract awarded to Charlotte Street Partners for work carried out between Sept 2021 and Dec 2022.**

**A list of the consultant companies that submitted bids for the contract awarded Greater Good Communications Ltd for work carried out between April 2022 and June 2022.**

Four companies submitted bids for the contract for public affairs work:

Charlotte Street Partners  
Grayling  
Orbit Communications  
Pagoda PR

Due to the size of the contract (under £5,000), there was no tender process and therefore no other companies submitted bids for the work carried out by Greater Good Communications Ltd.

**The rationale for selecting these companies including contract scoring and bid documents for the successful and unsuccessful bidders.**

We have received representations from the companies concerned and have concluded that under Section 33(1)(b) of FOISA disclosing this information would be likely to prejudice substantially the commercial interests of those companies.

This exemption is subject to the public interest test set out in section 2 of FOISA. We have carefully balanced the public interest in knowing what a public body such as The Promise Scotland spends on external services with the public interest in ensuring that commercial providers engaged by such bodies can have confidence that the terms they offer will not be disclosed publicly for so long as they remain commercially sensitive. We have concluded that in all the circumstances of this case, the public interest in disclosing the information is outweighed by that in maintaining the exemption.

**All emails, correspondence, notes of phone calls, digital communications included on encrypted applications between Charlotte Street Partners and The Promise and Good News Communications and The Promise relating to the above contracts.**

We hold a very significant volume of correspondence that is covered by the scope of this part of your request and we estimate that the cost of complying with this would exceed £600, in excess of the limit set under Section 12 of FOISA. We may be able to provide the information you require if you can indicate a narrower period of time, or specific subject matter, in which you are interested.

## **Details of the work carried out by Fraser McKinley Consulting for The Promise between April 2021 and August 2022, the value of the contract and details of what work was done?**

Fraser McKinlay undertook two separate pieces of work for The Promise Scotland in 2021 and 2022.

The Promise Scotland's tender policy provides for contracts to be awarded without a tender process in three circumstances.

1. Where there is a continuation/extension of a project where a change of supplier would not be beneficial.
2. Extreme urgency, where time does not permit the obtaining of competitive quotes.
3. Where there is a person or supplier who has such specialist skills, expertise and knowledge that it would not be beneficial to pursue quotations or competitive tendering.

The contracts were not tendered as these pieces of work met the criteria .

- **Local Human and Economic Cost Modelling (HECM) support**

Fraser McKinlay played a pivotal role in the public sector financing analysis work in the Independent Care Review. Due to his specialist skills, expertise, and knowledge, he was subsequently commissioned by The Promise Scotland in April 2021 to help local places understand the complexity of their finances around the 'care system' and how to spend better, in a way that worked better for children and families. More information about this work is included in the [set-up year report](#).

Cost £50,000 (ex VAT)

- **Senior Leadership Team management support**

Fraser McKinlay was asked by the Chair in January 2022 to provide continuity, line management and other support to the senior leadership team, due to the interim Chief Operating Officer leaving the organisation. Support was provided to the Senior Leadership Team from January to August 2022.

Cost £22,000 (ex VAT)