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Contract

## **(NU1433-17) SmartBioFilm Ltd: The Provision of Business Consultancy to Assist Commercialisation of University Research**

Newcastle University  
Durham University  
Northumbria University Newcastle  
University of Sunderland

F03: Contract award notice

Notice identifier: 2021/S 000-001335

Procurement identifier (OCID): ocds-h6vhtk-028c8d

Published 22 January 2021, 12:55pm

### **Section I: Contracting authority**

#### **I.1) Name and addresses**

Newcastle University

Newcastle University, Procurement Services, Kingsgate

Newcastle

NE1 7RU

#### **Contact**

Mrs Natalie Morton

#### **Email**

[natalie.morton@ncl.ac.uk](mailto:natalie.morton@ncl.ac.uk)

**Telephone**

+44 1912086396

**Country**

United Kingdom

**NUTS code**

UKC - NORTH EAST (ENGLAND)

**Internet address(es)**

Main address

[www.ncl.ac.uk](http://www.ncl.ac.uk)

Buyer's address

[www.ncl.ac.uk](http://www.ncl.ac.uk)

**I.1) Name and addresses**

Durham University

The Palatine Centre, Stockton Road

**Email**

[Edwin.e.milligan@durham.ac.uk](mailto:Edwin.e.milligan@durham.ac.uk)

**Country**

United Kingdom

**NUTS code**

UKC - NORTH EAST (ENGLAND)

**Internet address(es)**

Main address

<https://www.durham.ac.uk>

### **I.1) Name and addresses**

Northumbria University Newcastle

Newcastle

#### **Email**

[Hugh.Rhodes@northumbria.ac.uk](mailto:Hugh.Rhodes@northumbria.ac.uk)

#### **Country**

United Kingdom

#### **NUTS code**

UKC - NORTH EAST (ENGLAND)

#### **Internet address(es)**

Main address

<https://www.northumbria.ac.uk>

### **I.1) Name and addresses**

University of Sunderland

Sunderland

#### **Email**

[Cheryl.Holmstrom@sunderland.ac.uk](mailto:Cheryl.Holmstrom@sunderland.ac.uk)

#### **Country**

United Kingdom

#### **NUTS code**

UKC - NORTH EAST (ENGLAND)

#### **Internet address(es)**

Main address

<https://Sunderland.ac.uk>

## **I.2) Information about joint procurement**

The contract involves joint procurement

The contract is awarded by a central purchasing body

## **I.4) Type of the contracting authority**

Body governed by public law

## **I.5) Main activity**

Education

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## **Section II: Object**

### **II.1) Scope of the procurement**

#### **II.1.1) Title**

(NU1433-17) SmartBioFilm Ltd: The Provision of Business Consultancy to Assist Commercialisation of University Research

Reference number

DN513606

#### **II.1.2) Main CPV code**

- 79400000 - Business and management consultancy and related services

#### **II.1.3) Type of contract**

Services

#### **II.1.4) Short description**

Scientists from Durham University have invented a novel device that will both detect and destroy bacterial biofilms. They have developed an electrochemical platform for detection and destruction of bacterial biofilms. This drug-free, battery-free approach is low cost and can be mass-produced. The proof of concept has been demonstrated for this device and

work is underway to optimise the technology for different sectors, in particular wound dressings.

An executive is now needed to drive the technology towards commercialisation, developing the commercialisation strategy and business plan and securing investment in the proposition and leading to licensing of the technology to manufactures in relevant sectors.

The Executive will be expected drive the SmartBioFilm technology towards commercialisation and will address business matters relating to it including:

- (1) produce a viable commercial plan (business plan, cost and timeplan) and roadmap for the development of a product portfolio based on the current IP;
- (2) prepare presentation and pitch materials in accordance with the business plan and present to potential investors to enable securing of investment funding.
- (3) lead on setting up fully spun out company with relevant legal agreements in place.
- (4) Build a pipeline of commercial R&D contracts by engaging with large corporates and established businesses.

#### **II.1.6) Information about lots**

This contract is divided into lots: No

#### **II.1.7) Total value of the procurement (excluding VAT)**

Value excluding VAT: £30,000

### **II.2) Description**

#### **II.2.3) Place of performance**

NUTS codes

- UKC - NORTH EAST (ENGLAND)

#### **II.2.4) Description of the procurement**

Newcastle, Durham, Sunderland and Northumbria universities, in common with universities throughout the UK, have advanced relevant systems and procedures and also dedicate significant public resource to both research and commercialisation of that research. A key route to commercialisation is the creation of a new business (a spin-out company) wherein the intellectual property (IPR) developed exclusively licenced to a

university start-up company in exchange for (founders) shares in that company.

The universities will engage suitably qualified and experienced executives through the DPS as and when required over the DPS period. The specific requirements will be detailed in each further competition.

The initial brief of the executive for which he/she will be paid, dependent upon the scope of the specific project engagement sought, either a payment or a combination of a payment and a share/stock option will typically be to:

- (a) produce a viable business plan;
- (b) obtain university approval for the venture;
- (c) act for the company in the spin-out legal process and address all the company formation matters;
- (d) provide to the appropriate university all matters necessary for ESIF, ERDF and Research England reporting requirements;
- (e) secure (venture capital and/or other) funding in accordance with the business plan.

#### **II.2.5) Award criteria**

Quality criterion - Name: QUALITY / Weighting: 70

Price - Weighting: 30

#### **II.2.11) Information about options**

Options: No

#### **II.2.13) Information about European Union Funds**

The procurement is related to a project and/or programme financed by European Union funds: Yes

Identification of the project

European Regional Development Fund.

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## **Section IV. Procedure**

### **IV.1) Description**

#### **IV.1.1) Type of procedure**

Restricted procedure

#### **IV.1.3) Information about a framework agreement or a dynamic purchasing system**

The procurement involves the setting up of a dynamic purchasing system

#### **IV.1.8) Information about the Government Procurement Agreement (GPA)**

The procurement is covered by the Government Procurement Agreement: Yes

### **IV.2) Administrative information**

#### **IV.2.1) Previous publication concerning this procedure**

Notice number: [2019/S 009-016574](#)

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## **Section V. Award of contract**

### **Contract No**

NU1433-17

A contract/lot is awarded: Yes

### **V.2) Award of contract**

#### **V.2.1) Date of conclusion of the contract**

17 January 2021

#### **V.2.2) Information about tenders**

Number of tenders received: 4

Number of tenders received from SMEs: 4

Number of tenders received from tenderers from other EU Member States: 0

Number of tenders received from tenderers from non-EU Member States: 0

Number of tenders received by electronic means: 4

The contract has been awarded to a group of economic operators: No

**V.2.3) Name and address of the contractor**

IVO Associates

Cambridgeshire,

Country

United Kingdom

NUTS code

- UKC - NORTH EAST (ENGLAND)

The contractor is an SME

Yes

**V.2.4) Information on value of contract/lot (excluding VAT)**

Total value of the contract/lot: £29,600



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## **Section VI. Complementary information**

### **VI.4) Procedures for review**

#### **VI.4.1) Review body**

Newcastle University

Tyne and Wear

Country

United Kingdom

#### **VI.4.2) Body responsible for mediation procedures**

Newcastle University

Tyne and Wear

Country

United Kingdom

#### **VI.4.3) Review procedure**

Precise information on deadline(s) for review procedures

The University will incorporate a standstill period at the point information on the award of the contract is communicated to tenderers. That notification will provide full information on the award decision. The standstill period, which will be for a minimum of 10 calendar days, provides time for unsuccessful tenderers to challenge the award decision before the contract is entered into.

The Public Contracts Regulations 2015 (SI 2015 No 102) provide for aggrieved parties who have been harmed or are at risk of harm by a breach of the rules to take action in the High Court (England, Wales and Northern Ireland) within 30 days of knowledge or constructive knowledge of breach.