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Tender

## **ESC22209 - BMI DPS**

ENERGY SYSTEMS CATAPULT LIMITED

F01: Prior information notice

Call for competition

Notice identifier: 2022/S 000-001723

Procurement identifier (OCID): ocds-h6vhtk-030d54

Published 20 January 2022, 2:19pm

The closing date and time has been changed to:

**30 January 2025, 4:00pm**

See the [change notice](#).

## **Section I: Contracting authority**

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

ENERGY SYSTEMS CATAPULT LIMITED

7Th Floor, Cannon House,18 The Priory Queensway

BIRMINGHAM

B46BS

### **Contact**

Jim Owen

### **Email**

[procurement@es.catapult.org.uk](mailto:procurement@es.catapult.org.uk)

**Telephone**

+44 7967337541

**Country**

United Kingdom

**NUTS code**

UK - United Kingdom

**Internet address(es)**

Main address

<https://es.catapult.org.uk/>

**I.3) Communication**

Additional information can be obtained from the above-mentioned address

Tenders or requests to participate must be submitted electronically via

<https://es.catapult.org.uk/>

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

Body governed by public law

**I.5) Main activity**

Environment

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## **Section II: Object**

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

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

ESC22209 - BMI DPS

Reference number

ESC22209

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

- 73000000 - Research and development services and related consultancy services

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

Services

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

Dynamic Purchasing System (DPS) for the Business Model Innovation team.

The team have seen an increase in demand for projects over the last two years and are looking for external support for projects we do not have the capacity to cover. Although the ESC has existing procurement frameworks they are not entirely fit for purpose for this kind of work because:

- they are more expensive to contract than our commercial day rate meaning outsourcing decisions do not stack up commercially
- we lose control of the ESC process and experience for partners
- any insights or relationships developed can be lost to the 3rd party due to a lack of ESC involvement.

While we know that projects will be coming over the next 2 years that we will need extra support, there are some limitations to consider:

- Innovator projects often have very short lead times due to the way they are funded and administered, and we need to be able to bring in additional support in quickly (max lead time of a month)

- We don't officially know the full scope of each project as that will be agreed by an Incubation / Acceleration Manager
- We don't have a ready made list of resources to call upon so we need some way to recruit and validate a shortlist of suitable contractors that we could call upon in future (an RFI or some form of recruitment process)

The ultimate aim is to get to a new preferred list of partners we can use that meet the requirements of the Business Model Innovation team.

The Catapult is now seeking to set up a DPS framework to primarily support the BMI team and other ESC projects and teams in the future.

Should you wish to apply to join the DPS and or have require more details regarding the BMI DPS please send an email to: [procurement@es.catapult.org.uk](mailto:procurement@es.catapult.org.uk)

And in the subject line please enter "BMI DPS Application" and you will be sent an application pack which has everything you need to review and decide if you meet the minimum criteria to be able to join 1 or more Lots.

All communication should be marked in the subject line with "BMI DPS Application" if emails etc are not clearly marked they may be ignored and or delete without being read.

Please note this is not a "Tender" process so there is no bid submission deadline to meet.

This is an application process and you may apply to join any of the Lots throughout the life of the DPS.

### **II.1.5) Estimated total value**

Value excluding VAT: £750,000

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

This contract is divided into lots: Yes

Tenders may be submitted for all lots

## **II.2) Description**

### **II.2.1) Title**

Identification of key markets

Lot No

1

### **II.2.2) Additional CPV code(s)**

- 73000000 - Research and development services and related consultancy services

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

NUTS codes

- UK - United Kingdom

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

Identification of key markets - Utilising a thorough understanding of the various energy markets to provide insights as to where an innovation could be deployed and prioritised initially. For when products or services could meet needs for multiple stakeholders across different markets.

Full details are within the BMI DPS application pack which can be obtained by emailing a request to join the DPS at the following email address; [procurement@es.catapult.org.uk](mailto:procurement@es.catapult.org.uk)

You will be given full details for all 8 Lots you do not need to apply for the Application pack for each Lot.

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

Price is not the only award criterion and all criteria are stated only in the procurement documents

### **II.2.6) Estimated value**

Value excluding VAT: £1

## **II.2) Description**

### **II.2.1) Title**

Market Size Assessment

Lot No

2

**II.2.2) Additional CPV code(s)**

- 73000000 - Research and development services and related consultancy services

**II.2.3) Place of performance**

NUTS codes

- UK - United Kingdom

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

Best when paired with 'Identification of key markets', this service offers a more focused investigation into the prioritised beachhead market(s). A variety of key factors are researched: market maturity, readiness of innovation, customer segments, pricing models, partners and routes to market, procurement approach, competitor benchmarking, barriers to entry etc.

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**II.2.5) Award criteria**

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**II.2) Description****II.2.1) Title**

Business model health check

Lot No

3

**II.2.2) Additional CPV code(s)**

- 73000000 - Research and development services and related consultancy services

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

NUTS codes

- UK - United Kingdom

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

Business Model review to identify strengths, weaknesses, assumptions and risks for further testing.

- DEFINE - map out the business model, or business model options, with the innovator
- EVALUATE - identification and prioritisation of the key business model risks across customer (desirability), delivery model (feasibility) and commercials (viability)
- TEST - design tests to gather evidence and de-risk the business model, making recommendations for iterations. Tests could include proposition testing, partnership development, commercial modelling.

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

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### **II.2.6) Estimated value**

Value excluding VAT: £1

## **II.2) Description**

### **II.2.1) Title**

B2B Customer Research

Lot No

4

### **II.2.2) Additional CPV code(s)**

- 73000000 - Research and development services and related consultancy services

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

NUTS codes

- UK - United Kingdom

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

For business propositions, or where a decision-maker is not a resident of a home (e.g. social housing landlords). Identify, test and establish the value proposition with the client, first by drawing on secondary research and then by completing interviews with prospective customer segments getting feedback on the offer.

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

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### **II.2.6) Estimated value**

Value excluding VAT: £1

## **II.2) Description**

### **II.2.1) Title**

Value chain mapping

Lot No



5

**II.2.2) Additional CPV code(s)**

- 73000000 - Research and development services and related consultancy services

**II.2.3) Place of performance**

NUTS codes

- UK - United Kingdom

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

Develop an understanding/map of the different business models, stakeholders and supply chains in a market. Insights on how the market is changing, including how existing or new stakeholders are growing or losing their share of the value chain.

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**II.2.5) Award criteria**

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**II.2.6) Estimated value**

Value excluding VAT: £1

**II.2) Description****II.2.1) Title**

Cost and revenue benchmarking

Lot No

6

### **II.2.2) Additional CPV code(s)**

- 73000000 - Research and development services and related consultancy services

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

NUTS codes

- UK - United Kingdom

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

Review of an innovator's financial model assumptions to offer third party validation that their revenue and cost expectations are realistic. This could also include a view on their sales trajectories based on industry standards.

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

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### **II.2.6) Estimated value**

Value excluding VAT: £1

## **II.2) Description**

### **II.2.1) Title**

Financial analysis

Lot No

7

### **II.2.2) Additional CPV code(s)**

- 73000000 - Research and development services and related consultancy services

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

NUTS codes

- UK - United Kingdom

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

Light-touch commercial modelling bringing together pricing plan with delivery costs for a project, business or new venture. Revenue, costs and market forecasts will be established, including a series of scenarios to test the scale-up and growth of the innovation over typically a 5-year period.

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You will be given full details for all 8 Lots you do not need to apply for the Application pack for each Lot.

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

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## **II.2) Description**

### **II.2.1) Title**

Go-to-market strategy

Lot No

8

### **II.2.2) Additional CPV code(s)**

- 73000000 - Research and development services and related consultancy services

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

NUTS codes

- UK - United Kingdom

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

A series of recommendations are made drawing on the proposition, market, customer, competitors offers and delivery model.

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You will be given full details for all 8 Lots you do not need to apply for the Application pack for each Lot.

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

Price is not the only award criterion and all criteria are stated only in the procurement documents

#### **II.2.6) Estimated value**

Value excluding VAT: £1

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## **Section III. Legal, economic, financial and technical information**

### **III.1) Conditions for participation**

#### **III.1.1) Suitability to pursue the professional activity, including requirements relating to enrolment on professional or trade registers**

List and brief description of conditions

Full details are within the BMI DPS application pack which can be obtained by emailing a request to join the DPS at the following email address. You will be given full details for all 8 Lots you do not need to apply for the Application pack for each Lot.

[procurement@es.catapult.org.uk](mailto:procurement@es.catapult.org.uk)

#### **III.1.2) Economic and financial standing**

Selection criteria as stated in the procurement documents

#### **III.1.3) Technical and professional ability**

Selection criteria as stated in the procurement documents

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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.2.2) Time limit for receipt of expressions of interest**

Originally published as:

Date

21 January 2027

Changed to:

Date

30 January 2025

Local time

4:00pm

See the [change notice](#).

### **IV.2.4) Languages in which tenders or requests to participate may be submitted**

English

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## **Section VI. Complementary information**

### **VI.3) Additional information**

[procurement@es.catapult.org.uk](mailto:procurement@es.catapult.org.uk)

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

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

Royal Courts of Justice

London

Country

United Kingdom