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Contract

(NU/1433-24) Respiratone Ltd: The Provision of Business Consultancy to Assist Commercialisation of University Research.

Newcastle University
Durham University
Northumbria University Newcastle
University of Sunderland
Teesside University
University of Bath on behalf of the SETsquared

F03: Contract award notice

Notice identifier: 2022/S 000-002684

Procurement identifier (OCID): ocds-h6vhtk-031116

Published 31 January 2022, 2:15pm

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

Telephone

+44 1912086396

Country

United Kingdom

NUTS code

UKC - North East (England)

Internet address(es)

Main address

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

Buyer's address

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

I.1) Name and addresses

Durham University

Stockton Road Durham

Email

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, Tyne and Wear

Email

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

Country

United Kingdom

NUTS code

UKC - North East (England)

Internet address(es)

Main address

<https://sunderland.ac.uk/>

I.1) Name and addresses

Teesside University

Middlesbrough, Tees Valley

Email

David.Pratt@tees.ac.uk

Country

United Kingdom

NUTS code

UKC - North East (England)

Internet address(es)

Main address

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

I.1) Name and addresses

University of Bath on behalf of the SETsquared

Claverton Down, Bath

Email

pb487@bath.ac.uk

Country

United Kingdom

NUTS code

UK - United Kingdom

Internet address(es)

Main address

<https://www.bath.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

Section II: Object

II.1) Scope of the procurement

II.1.1) Title

(NU/1433-24) Respiratone Ltd: The Provision of Business Consultancy to Assist Commercialisation of University Research.

Reference number

DN575793

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

A cross functional team from Durham University, collaborating with Heriot Watt University, has developed and patented a method for the analysis of ketones in breath. They have made fantastic progress in the production of a prototype “Respiratone” device that has been tried and tested in the lab environment. Using a Northern Accelerator Innovation Assessment (IA), they have recently considered the commercial aspects of the technology to gain a detailed understanding of the application areas of interest which include diagnosis and monitoring of disorders of ketogenesis, elite sports training and epilepsy.

The Team wishes to establish a spinout company to produce Respiratone breath analyte devices, initially for the sports science, elite athlete training and weight loss markets, then expanding into the medical market for a number of conditions. We require a driven executive to take this technology forward and build a compelling proposition for investment. The Executive will need to create a robust business model that is acceptable to the founders, develop and deliver pitch materials for investors and establish collaborative research projects.

The executive appointed should have an appropriate background, ideally with experience of high tech starts ups, securing seed investment and establishing manufacturing facilities

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

A cross functional team from Durham University, collaborating with Heriot Watt University, has developed and patented a method for the analysis of ketones in breath. They have made fantastic progress in the production of a prototype “Respiratone” device that has been tried and tested in the lab environment. Using a Northern Accelerator Innovation Assessment (IA), they have recently considered the commercial aspects of the technology to gain a detailed understanding of the application areas of interest which include

diagnosis and monitoring of disorders of ketogenesis, elite sports training and epilepsy.

The Team wishes to establish a spinout company to produce Respiratone breath analyte devices, initially for the sports science, elite athlete training and weight loss markets, then expanding into the medical market for a number of conditions. We require a driven executive to take this technology forward and build a compelling proposition for investment. The Executive will need to create a robust business model that is acceptable to the founders, develop and deliver pitch materials for investors and establish collaborative research projects.

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II.2.5) Award criteria

Quality criterion - Name: Ability to meet the required programme / Weighting: Pass/Fail

Quality criterion - Name: • Confirm acceptance of the formal appointment to the board milestone requirements / Weighting: Pass/Fail

Quality criterion - Name: • Quality: Ability to meet the Job Description required for the individual / Weighting: 70

Quality criterion - Name: Equity share / Weighting: Pass/Fail and 5%

Price - Weighting: 25

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

Northern Accelerator programme involving funding from both the European Regional Development Funding (ERDF) and Research England

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: No

IV.2) Administrative information

IV.2.1) Previous publication concerning this procedure

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

IV.2.9) Information about termination of call for competition in the form of a prior information notice

The contracting authority will not award any further contracts based on the above prior information notice

Section V. Award of contract

Contract No

NU/1433-24

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

11 January 2022

V.2.2) Information about tenders

Number of tenders received: 2

Number of tenders received from SMEs: 2

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

Number of tenders received from tenderers from non-EU Member States: 2

Number of tenders received by electronic means: 2

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

V.2.3) Name and address of the contractor

Laura Bond

Nottingham

NG9 2AD

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: £30,000

Section VI. Complementary information

VI.4) Procedures for review

VI.4.1) Review body

Newcastle University

Tyne and Wear

NE1 7RU

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.

VI.4.4) Service from which information about the review procedure may be obtained

Newcastle University

Tyne and Wear

Country

United Kingdom