

This is a published notice on the Find a Tender service: <https://www.find-tender.service.gov.uk/Notice/006324-2023>

Contract

(NU/1433-45) Madevo Limited: 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: 2023/S 000-006324

Procurement identifier (OCID): ocds-h6vhtk-03ae09

Published 3 March 2023, 3:01pm

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

Region code

UK - United Kingdom

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

The Palatine Centre, Stockton Road

Email

Edwin.e.milligan@durham.ac.uk

Country

United Kingdom

Region code

UK - United Kingdom

Internet address(es)

Main address

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

I.1) Name and addresses

Northumbria University Newcastle

Newcastle upon Tyne

NE17RU

Email

chelsea.brain@northumbria.ac.uk

Country

United Kingdom

Region code

UKC - North East (England)

Internet address(es)

Main address

<https://northumbria.ac.uk>

I.1) Name and addresses

University of Sunderland

Sunderland

Email

Cheryl.Holmstrom@sunderland.ac.uk

Country

United Kingdom

Region 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

Region 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

Region 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/1433-45) Madevo Limited: The Provision of Business Consultancy to Assist Commercialisation of University Research

Reference number

DN644846

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

The pressure on the logistics sector is dramatically increasing over the years, from transport, to warehousing, distribution and end-user's optimization of day-to-day activities is becoming increasingly important. A key enabler for optimizing processes is IoT and ML technologies, a combination that could improve the entire supply chain which however is extremely challenging to achieve.

Madevo aims to develop a product proposition with diverse com communication capability. Madevo platform automates sensors onboarding process and directly provides clean data to businesses and end-users via phone or web applications. Without the limitation on the number of devices Madevo is proposing the first platform in the world to enable massive IoT deployments capable to connect with WiFi, 4G/5G and Low Orbit Satellites.

The initial brief of the executive will be to:

Phase 1 Opportunity Validation and Review and Amend Business Plan Creation:

Phase 2 Complete CRM Developed

Phase 3 Action CRM Plan

Phase 4 Securing Investment into the company

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

The pressure on the logistics sector is dramatically increasing over the years, from transport, to warehousing, distribution and end-user's optimization of day-to-day activities is becoming increasingly important. A key enabler for optimizing processes is IoT and ML technologies, a combination that could improve the entire supply chain which however is extremely challenging to achieve.

Madevo aims to develop a product proposition with diverse com communication capability. Madevo platform automates sensors onboarding process and directly provides clean data to businesses and end-users via phone or web applications. Without the limitation on the number of devices Madevo is proposing the first platform in the world to enable massive IoT deployments capable to connect with WiFi, 4G/5G and Low Orbit Satellites.

The initial brief of the executive will be to:

Phase 1 Opportunity Validation and Review and Amend Business Plan Creation:

Phase 2 Complete CRM Developed

Phase 3 Action CRM Plan

Phase 4 Securing Investment into the company

II.2.5) Award criteria

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

Quality criterion - Name: Ability to meet the Job Description / Weighting: Pass/Fail and 70%

Quality criterion - Name: Equity / Weighting: Pass/Fail

Quality criterion - Name: o Formal Appointment as CEO / Weighting: Pass/Fail

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

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: Yes

IV.2) Administrative information

IV.2.1) Previous publication concerning this procedure

Notice number: [2022/S 186-528050](#)

Section V. Award of contract

Contract No

(NU/1433-45)

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

3 February 2023

V.2.2) Information about tenders

Number of tenders received: 3

Number of tenders received from SMEs: 3

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

Number of tenders received from tenderers from non-EU Member States: 3

Number of tenders received by electronic means: 3

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

V.2.3) Name and address of the contractor

North East BIC

Enterprise Park

Sunderland

SR5 2TA

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

Yes

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

Total value of the contract/lot: £28,750

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

NE1 7RU

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