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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): ocids-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](mailto: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](mailto: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](mailto: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](mailto: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](mailto: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](mailto: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

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## **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.

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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

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



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## **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

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## **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