

This is a published notice on the Find a Tender service: <https://www.find-tender.service.gov.uk/Notice/018268-2021>

Contract

(NU/1433-20) Skin Life Analytics: 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 000-018268

Procurement identifier (OCID): ocds-h6vhtk-02ceca

Published 30 July 2021, 2:31pm

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

The Palatine Centre, 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

The Palatine Centre, Stockton Road

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

The Palatine Centre, Stockton Road

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.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/1433-20) Skin Life Analytics: The Provision of Business Consultancy to Assist Commercialisation of University Research.

Reference number

DN542818

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 personal skin care market and cosmetics industry is becoming increasingly complex. The majority of consumers are looking for skincare products with validated clinical/scientific analysis and personalised products. Businesses need measurable evidence that their treatments are working to encourage continued product use as well as inform new product development and efficacy. Therefore, an experienced business executive is needed to join the team and lead the company formation.

The initial brief of the executive will be to:

- (1) Produce a viable 5-year business plan;
- (2) Obtain university approval for the venture;
- (3) a. Act for the company in the spin-out legal process and address all company formation matters;
- b. Obtain founder academics' and Newcastle University (including the Head of Company Creation) approval for appointment as CEO.
- c. Provide to the appropriate university all matters necessary all reporting requirements, including ERDF;
- (4) Secure (venture capital and other) funding

Stage (4) will produce the funds by which the new start-up company can consider employing the executive going forward. It is expected, and the intent of the scheme, that the Executive will remain with the business following the end of the contract period. However, such appointment will be at the discretion of the board and appropriate university and will be subject to confirmation, typically at Stage 3 above

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: o Ability to meet the required programme / Weighting: P/F

Quality criterion - Name: o Ability to meet the Job Description / Weighting: P/F

Quality criterion - Name: Ability to meet the Job Description / Weighting: 60

Quality criterion - Name: o Equity / Weighting: 15

Quality criterion - Name: o Acceptance of the equity approval process / Weighting: P/F

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

European Regional Development Fund.

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](#)

Section V. Award of contract

Contract No

NU/1433-20

Title

(NU/1433-20) Skin Life Analytics: The Provision of Business Consultancy to Assist Commercialisation of University Research.

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

20 July 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: 4

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

Jonathan Brookes

North Yorkshire

YO7 1JF

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)

Initial estimated total value of the contract/lot: £30,000

Total value of the contract/lot: £29,400

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