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Contract

## **(NU/1433-31) Signapse 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 000-019987

Procurement identifier (OCID): ocids-h6vhtk-0354bb

Published 22 July 2022, 10:52am

### **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

**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

**Email**

[Edwin.e.milligan@durham.ac.uk](mailto: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

NE1 7RU

#### **Email**

[Hugh.Rhodes@northumbria.ac.uk](mailto:Hugh.Rhodes@northumbria.ac.uk)

#### **Country**

United Kingdom

#### **NUTS code**

UKC - North East (England)

#### **Internet address(es)**

Main address

<https://northumbria.ac.uk>

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

University of Sunderland

Sunderland

NE1 7RU

#### **Email**

[Cheryl.Holmstrom@sunderland.ac.uk](mailto: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

NE1 7RU

**Email**

[pb487@bath.ac.uk](mailto:pb487@bath.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

NE1 7RU

**Email**

[pb487@bath.ac.uk](mailto: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

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**Section II: Object**

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

**II.1.1) Title**

(NU/1433-31) Signapse Ltd: The Provision of Business Consultancy to Assist Commercialisation of University Research.

Reference number

DN599831

**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**

Our vision is to solve the challenge of automatic sign language translation by using Artificial Intelligence (AI). We will do this by creating an AI platform that uses neural networks and deep learning to: Provide anonymization, consistency, and reliability to sign language interpretation • Generate sign language from text/voice. • Detect and understand sign language and translate to text/voice • Develop an interactive and dynamic product Our mission is to open the world for Deaf people, meaning Deaf people can communicate freely and easily with hearing people and provide access to information where none currently exists. This will be far safer, quicker, and cheaper than the current provision, meeting the UK and the EU Governments' Green agenda. The initial brief of the executive will be to: Phase (1) Produce a viable 5-year business plan, finance strategy and pitch pack Phase (2) Act for the company in the spin-out legal process and address all company formation matters Phase (3) Create an investment strategy and bring in the first £100k. Phase (4) Get 2 use cases up and running, with support from a freelance product manager. These will be either Network Rail, Lloyds bank, Finnish or Swiss broadcast companies or ASDA.

**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**

Our vision is to solve the challenge of automatic sign language translation by using Artificial Intelligence (AI). We will do this by creating an AI platform that uses neural

networks and deep learning to: Provide anonymization, consistency, and reliability to sign language interpretation • Generate sign language from text/voice. • Detect and understand sign language and translate to text/voice • Develop an interactive and dynamic product Our mission is to open the world for Deaf people, meaning Deaf people can communicate freely and easily with hearing people and provide access to information where none currently exists. This will be far safer, quicker, and cheaper than the current provision, meeting the UK and the EU Governments' Green agenda. The initial brief of the executive will be to: Phase (1) Produce a viable 5-year business plan, finance strategy and pitch pack Phase (2) Act for the company in the spin-out legal process and address all company formation matters Phase (3) Create an investment strategy and bring in the first £100k. Phase (4) Get 2 use cases up and running, with support from a freelance product manager. These will be either Network Rail, Lloyds bank, Finnish or Swiss broadcast companies or ASDA.

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

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

Quality criterion - Name: Quality: Ability to meet the Job Description / Weighting: Pass/Fail and Weighted 75%)

Quality criterion - Name: Formal Appointment as CEO to confirm acceptance / Weighting: Pass/Fail

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: No

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

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## **Section V. Award of contract**

### **Contract No**

(NU/1433-31

A contract/lot is awarded: Yes

### **V.2) Award of contract**

#### **V.2.1) Date of conclusion of the contract**

30 June 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**

Signapse/Sally Chalk

Cambridge, Cambridgeshire

CB12HF

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

No

**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: £30,000

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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

NE

Country

United Kingdom