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Not applicable

## **NU/1433 The Provision of Business Consultancy to Assist Commercialisation of University Research**

Newcastle University

F14: Notice for changes or additional information

Notice identifier: 2021/S 000-025018

Procurement identifier (OCID): ocds-h6vhtk-02e928

Published 7 October 2021, 11:48am

### **Section I: Contracting authority/entity**

#### **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>

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## **Section II: Object**

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

#### **II.1.1) Title**

NU/1433 The Provision of Business Consultancy to Assist Commercialisation of University Research

Reference number

DN374603

#### **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**

Newcastle, Sunderland, Northumbria, Durham, Teeside universities together with the University of Bath on behalf of the SETsquared Partnership (the Enterprise collaboration of the Universities of Bath, Bristol, Exeter, Southampton and Surrey) and any other HE Institution that wishes to join this DPS, as detailed in the Office for Students Register, <https://www.officeforstudents.org.uk/advice-and-guidance/the-register/the-ofs-register/> 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 individual further competition. The typical brief of an executive will 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 company formation matters;
- (d) Provide to the appropriate university all matters necessary for Research England and ESIF reporting requirements;
- (e) Secure (venture capital and/or other) funding in accordance with the business plan.

This will be a cyclical process throughout the entire Research England, and potential ESIF project along with any additional funding streams.

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## **Section VI. Complementary information**

### **VI.6) Original notice reference**

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

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## **Section VII. Changes**

### **VII.1) Information to be changed or added**

#### **VII.1.2) Text to be corrected in the original notice**

Section number

II.1.4

Instead of

Text

Newcastle, Sunderland, Northumbria and Durham 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 individual further competition. The typical brief of an executive will 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 company formation matters; (d) Provide to the appropriate university all matters necessary for Research England and ESIF reporting requirements; (e) Secure (venture capital and/or other) funding in accordance with the business plan. This will be a cyclical process throughout the entire Research England and a potential ESIF project and other additional available funding providers

Read

Text

Newcastle, Sunderland, Northumbria, Durham, Teeside universities together with the University of Bath on behalf of the SETsquared Partnership (the Enterprise collaboration of the Universities of Bath, Bristol, Exeter, Southampton and Surrey) and any other HE Institution that wishes to join this DPS, as detailed in the Office for Students Register, <https://www.officeforstudents.org.uk/advice-and-guidance/the-register/the-ofs-register/> 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 individual further competition. The typical brief of an executive will 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 company formation matters;
- (d) Provide to the appropriate university all matters necessary for Research England and ESIF reporting requirements;
- (e) Secure (venture capital and/or other) funding in accordance with the business plan.

This will be a cyclical process throughout the entire Research England, and potential ESIF project along with any additional funding streams.

Section number

II.1.5

Place of text to be modified

Estimated total value

Instead of

Text

2 500 000.00

Read

Text

3 500 000.00

Section number

II.2.4

Place of text to be modified

Description of the procurement:

Instead of

Text

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 is exclusively licenced to a university start-up company in exchange for (founders') shares in that company.

A university spin-out company is centred on unique, often world class, technology. However as a start-up, to be successful, it requires, most critically, top quality business leadership.

Due to funding restrictions, universities usually attract managers to this high risk role through a sweat equity arrangement.

The universities wish to broaden the attractiveness of this role by contracting executives to develop the business plan, make the company investor ready and raise investment funds to take the business forward.

Through contracting highly skilled experts at the pre-commercial funding stage, this will allow the partner universities to attract a suitable person to the venture at an early stage,

thus giving university spin-outs a much greater chance at success.

The typical brief of an executive will 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 company formation matters;
- (d) Provide to the appropriate university all matters necessary for ERDF and Research England reporting requirements;
- (e) Secure (venture capital and / or other) funding in accordance with the business plan.

Stage (e) 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 (c) above.

Read

Text

Newcastle, Sunderland, Northumbria, Durham, Teeside universities together with the University of Bath on behalf of the SETsquared Partnership (the Enterprise collaboration of the Universities of Bath, Bristol, Exeter, Southampton and Surrey) and any other HE Institution that wishes to join this DPS, as detailed in the Office for Students Register 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 is exclusively licenced to a university start-up company in exchange for (founders') shares in that company.

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- (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 company formation matters;
- (d) Provide to the appropriate university all matters necessary for ERDF and Research England reporting requirements;
- (e) Secure (venture capital and / or other) funding in accordance with the business plan.

Stage (e) 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 (c) above.

Section number

II.1.5

Place of text to be modified

Estimated value

Instead of

Text

2 500 000.00 GBP

Read

Text

3 500 000.00 GBP

Section number

II.2.6

Place of text to be modified

Estimated value

Instead of

Text

2 500 000.00 GBP

Read

Text

3 500 000.00 GBP

## **VII.2) Other additional information**

These changes have been made to reflect the addition of Teeside universities together with the University of Bath on behalf of the SETsquared Partnership (the Enterprise collaboration of the Universities of Bath, Bristol, Exeter, Southampton and Surrey) and any other HE Institution that wishes to join this DPS process, as detailed in the Office for Students

Register, <https://www.officeforstudents.org.uk/advice-and-guidance/the-register/the-ofs-register/> will engage suitably qualified and experienced executives through the DPS as and when required over the DPS period.

The value has been increased to reflect these changes.