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Contract

(NU/1433-26) Encortec: 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: 2021/S 000-032062

Procurement identifier (OCID): ocids-h6vhtk-0304b5

Published 22 December 2021, 12:40pm

Section I: Contracting authority

I.1) Name and addresses

Newcastle University

Newcastle University, Procurement Services, Kingsgate

Newcastle

NE1 7RU

Contact

Mrs Natalie Morton

Email

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Country

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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

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

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

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.1) Name and addresses

Teesside University

Middlesbrough, Tees Valley

Email

David.Pratt@tees.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

Email

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

Section II: Object

II.1) Scope of the procurement

II.1.1) Title

(NU/1433-26) Encortec: The Provision of Business Consultancy to Assist Commercialisation of University Research.

Reference number

DN581883

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

Energy harvesting technologies have been a hot topic over the last decade due to their potential to replace batteries as power supplies in locations where mains or wired electricity supplies are not practicable delivering truly fit and forget solutions. However such technologies have presented huge challenges in translating laboratory prototypes into real-world applications. Typical issues faced are insufficient power output, narrow operating frequency range, low system reliability, efficiency and adaptability to real-world operating conditions. In particular, the power generated from existing systems is insufficient to support the data rich measurement and transmission demanded by wireless sensor systems for reliable critical asset monitoring

The initial brief of the executive will be to:

Develop a detailed business plan, considering the best route-to market and marketing strategy. Work with the existing team to map out the key activities and resources needed to launch and finance the business and raise funds to support these activities. This may transition into an executive role within the company possibly as CCO.

The team have all the technical skills necessary to achieve the product development milestones but lack the necessary commercial experience.

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: £25,000

II.2) Description

II.2.3) Place of performance

NUTS codes

- UKC - North East (England)

II.2.4) Description of the procurement

Newcastle, Sunderland, Northumbria, Durham, Teesside 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.

II.2.5) Award criteria

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

Quality criterion - Name: Capability to meet the Requirements for the individual competition / Weighting: Pass/Fail

Quality criterion - Name: Capability to meet the Requirements for the individual competition / Weighting: 70

Quality criterion - Name: o Confirm acceptance of the formal appointment to the board milestone requirements / 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: 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/1433-26)

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

15 December 2021

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

Killen Consulting

Devon

EX2 4LA

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)

Total value of the contract/lot: £25,000

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

NE1 7RU

Country

United Kingdom