

lexica.



UK Health
Security
Agency

UK Health Security Agency Market Intelligence

25 November 2022

Response to Request for Proposal



Contents Not picking up 1 Proposal Summary

| | |
|---|----|
| Contents | 2 |
| 2. Background | 4 |
| 2.1. Our Understating of UKHSA | 4 |
| 3. Introduction to Lexica | 5 |
| 3.1. Healthcare Strategy and Planning Team (HS+P) and Life science team | 5 |
| 3.2. Lexica's International and Life Sciences Experience | 6 |
| 4. Proposed Methodology | 8 |
| 4.1. Part 1: Review of current UKHSA offerings | 9 |
| 4.2. Part 2: Secondary research | 9 |
| 4.3. Part 3: Primary research | 9 |
| 4.4. Part 4: Produce report | 9 |
| 4.5. Our Understanding of the vaccine market | 10 |
| 4.6. Indicative Programme of Work | 11 |
| 5. Proposed Team | 12 |
| 6. Fee Proposal | 13 |
| Appendix 1: International Case Studies | 15 |

1. Proposal Summary

| | |
|------------------|---------------------------|
| Proposal Ref | |
| Client | UK Health Security Agency |
| Customer Contact | |
| Issue Date | 25/11/2022 |
| Author | |
| Approver | |

About Lexica

Lexica is the trading name of Lexica Health and Life Sciences Consultancy Limited. Registered in England and Wales with company number 08493283. Registered office: India House, Second Floor, 45 Curlew Street, London SE1 2ND.

2. Background

Lexica is pleased to submit this technical response to the invitation from UKHSA for a proposal to assemble market Intelligence in the fields of vaccine immunotherapy markets

UKHSA are looking to enhance its income generating scientific activities, which is a key element which returns value back to the taxpayer. UKHSA, has identified the need for market Intelligence in the fields of vaccine and immunotherapy markets, to inform where and how the Agency can commit resources.

The objective is to gain global market intel covering:

- Human health trends
- Jurisdictional needs
- Potential customers
- Competitors

The market Intel will focus on human health protection from biological threats.

2.1. Our Understating of UKHSA

The UK Health Security Agency (UKHSA) is responsible for protecting every member of every community from the impact of infectious diseases, chemical, biological, radiological, and nuclear incidents, and other health threats. The Agency provides intellectual, scientific, and operational leadership at national and local level, as well as on the global stage, to make the nation's health secure

UKHSA expertise is applied at every stage of vaccine evaluation. Starting with the development and validation of analytical methods to determine immune response, through to the provision of testing services to support vaccine efficacy, clinical trial, manufacturing, and release. UKHSA is also involved in the implementation of national immunisation schedules and the continuous monitoring and surveillance of vaccine effectiveness.

Vaccine development

UKHSA delivers scientific credibility and regulatory expertise through comprehensive pre-clinical and clinical services to the UK government, UK and international academic partners and the global vaccine industry. The Agency also provides consultancy on method feasibility, development, validation, and technology transfer.

Core capability support:

- Identification and characterisation of novel vaccine candidates
- Method and formulation assessment
- Assay development and validation
- Specialist clinical trial serology
- Independent evaluation of vaccine efficacy
- Stability and release testing

3. Introduction to Lexica

Established in 2013, Lexica operates exclusively within the Health and Life Sciences Sector and provides specialist advisory services in Healthcare Strategy + Planning, Infrastructure Solutions and Financial Modelling, Capital Development (including Project and Programme Management and Cost Consultancy), Property and Sustainability. We operate across the public and private sectors, nationally and internationally.

We are a team of over 100 people and while we operate independently, the company is a wholly owned subsidiary of Guy's and St Thomas' NHS Trust, a leading UK health provider. This provides us with access to the Trust's research and clinical thought leadership expertise.

We are on the Financial Times list of leading management consultants in the Healthcare and Life Sciences sector for 2021.



We are listed in the FT Top Management Consultants in Health and Life Sciences 2021 and are one of the founders of the Healthcare Planning Academy and a member of Social Value International. We are ISO 9001 (Quality Management), 14001 (environmental) and 27001 (information security) certified.

3.1. Healthcare Strategy and Planning Team (HS+P) and Life science team

The Healthcare Strategy, Transformation and Planning (HS+P) team was created to support the development of sustainable healthcare and life science solutions that are responsive to growth and changes in demand, exacting financial pressures and digital opportunities.

Our focus spans across all key facets of healthcare systems – feasibility, population health, market analysis, transformation, facility planning, system transformation and connecting strategic objectives to operational delivery.

Our key strength is in bringing together professionals with deep knowledge of health system planning, who are experienced at working across traditional disciplinary boundaries.

Our team consists of people with diverse but complementary backgrounds including clinical, research, architecture, operations, project management, informatics, finance, and operational management professionals.

Collectively, the Lexica's HS+P team has completed more than 1000 assignments in the UK and internationally over the past 20 years.

The depth and breadth of our experience spans multiple sectors which include acute (secondary, tertiary, and quaternary), primary care, mental health, education, training, and academic health life science centres.

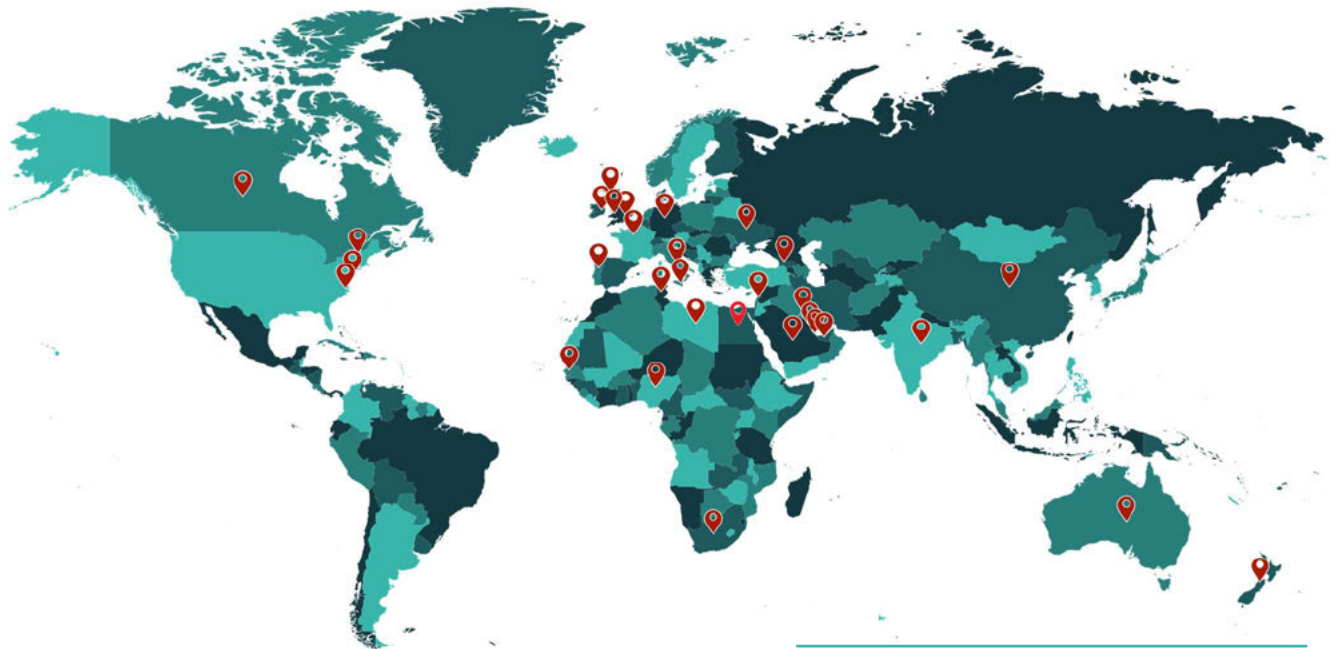
3.2. Lexica's International and Life Sciences Experience

The HS+P team has a wealth of experience in nationally and overseas market. The list below details major projects which the healthcare planning team have contributed towards since 2013. Case Studies can be seen in Appendix 1.

International Projects Current and Recent

- Healthcare UK- Market Opportunity for the NHS in Overseas Countries, DIT
- Sidra Wellness Centre, Market Analysis and Feasibility study, Qatar
- 74 and 150 Public Private Partnership primary care initiative as part of the 2030 Vision for Health Agenda
- Defra: Lexica lead a large, £1bn+ science campus redevelopment programme
- The Pirbright Institute: Brooksby Building will be a £50m high containment facility
- Campus master plan and new Tertiary hospital, HBKMC, Doha, Qatar
- Hamad General Hospital risk mitigation and refurbishment project, Doha, Qatar
- Campus master plan including new Tertiary hospital and Ambulatory Diagnostic Center, Al Dayan, Qatar
- Komotini Hospital and Sparta Hospital, Greece, Healthcare Planning and Organization Governance
- Thessaloniki Children's Hospital and CAMHS facility, Greece
- The Queen Elisabeth hospital expansion, Adelaide, Australia
- New Women's and Children's Hospital, Adelaide, Australia
- Riyal and Medina new hospitals (PPPs) Saudi Arabia
- Egypt – Health Planning for a tertiary level oncology centre
- New Children Hospital Ireland. Planning for a national paediatric healthcare transformation and facility planning for tertiary, quaternary centre.
- Whitefield's Bangalore, Strategy India
- National Centre for Cancer Care and Research, Qatar
- African Medical Centres, Abuja, Nigeria
- Extreme Photonics Applications Centre (EPAC): Highly specialist science buildings at the Harwell campus
- Advanced Quantum Metrology Laboratory at the National Physics Laboratory in Teddington
- Innovation Centre 2 at Norwich Research Park, a £13m new facility (artist's impressions opposite).

In addition to Lexica’s international reach, members of the team have previously worked in Libya, Tunisia, Eastern Europe, Senegal, South Africa, Japan, United States, and India. A comprehensive list of our international work is provided within the appendices.



Lexica's international project experience

4. Proposed Methodology

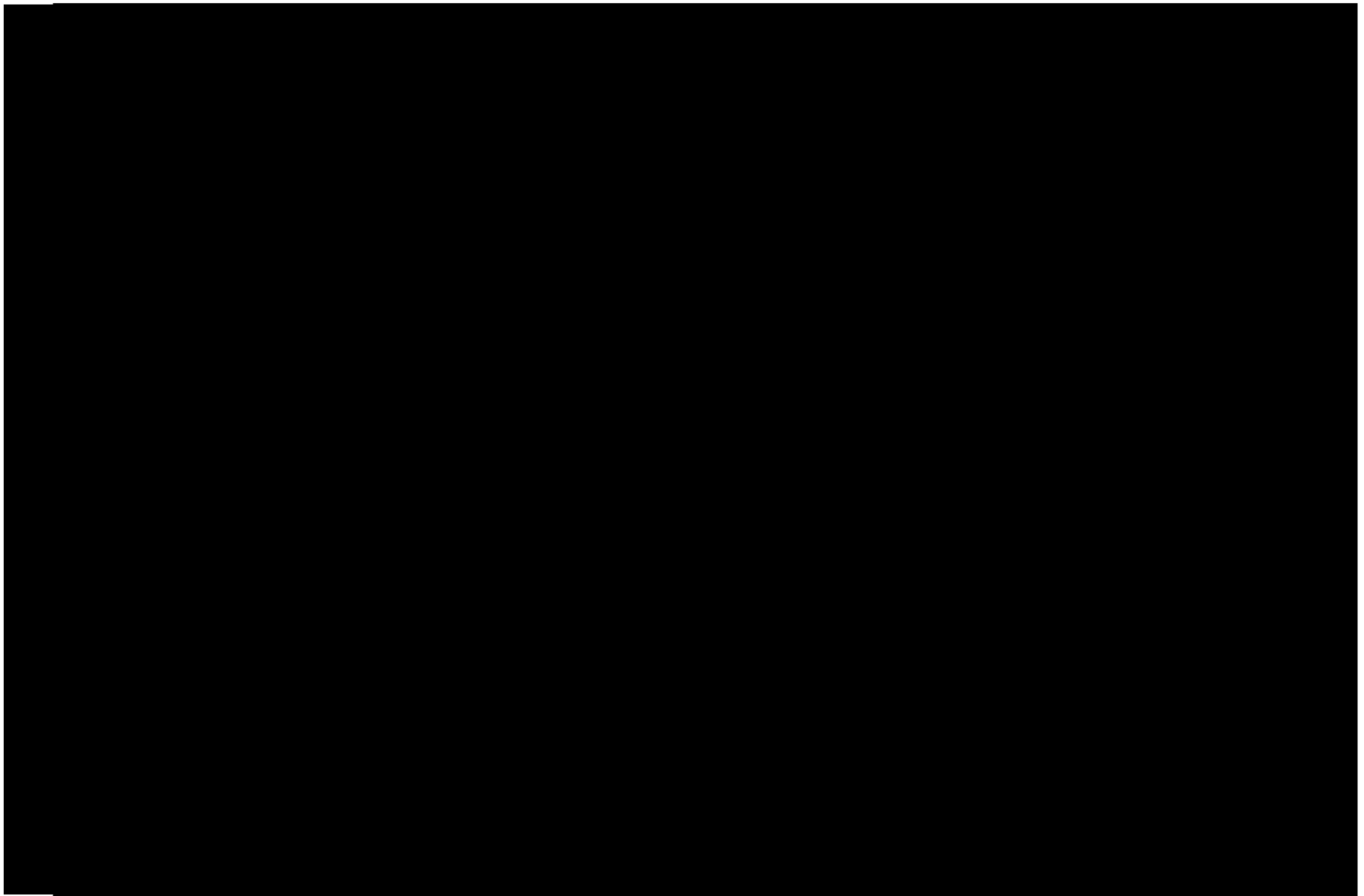
Our team comprises sector experts with extensive experience in working with clients across the globe with expertise in delivering complex projects, stakeholder engagement, and deep understanding of the healthcare and life sciences value chain. Lexica has assisted global organisations on market research projects involving demand forecasting, market sizing, location mapping, market saturation, competitive benchmarking, among others. The exercise typically involves:

- Understanding the objective
- Designing the approach
- Data collection through primary and secondary research
- Analysing and interpreting the results.

Our methodology leverages:

- [REDACTED]
- [REDACTED]

Our approach for this project is summarized below and has been tailored to the timescales stated for delivery



Further detail of our proposed approach is outlined below and separated into four parts. An indicative programme of work, which details how we intend to complete this work within the specified timescale, is provided within the Fee Proposal section of this document.

[REDACTED]

- I [REDACTED]
[REDACTED]
- I [REDACTED]

[REDACTED]

- I [REDACTED]
[REDACTED]
- I [REDACTED]
- I [REDACTED]

[REDACTED]

- I [REDACTED]
[REDACTED]
- I [REDACTED]

[REDACTED]

[REDACTED]

- I [REDACTED]
- I [REDACTED]
- I [REDACTED]
 - I [REDACTED]
 - I [REDACTED]
- I [REDACTED]
 - I [REDACTED]
 - I [REDACTED]
- I [REDACTED]

4.5. Our Understanding of the vaccine market

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

- [REDACTED]

- [REDACTED]

- [REDACTED]

- [REDACTED]

- [REDACTED]

4.6. Indicative Programme of Work

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]
[REDACTED]
[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]
[REDACTED]
[REDACTED]

[REDACTED]
[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]
[REDACTED]
[REDACTED]
[REDACTED]

[REDACTED]
[REDACTED]

Our estimate of days and fees shown below is based upon our experience of successful delivery on similar assignments from which we are happy to provide benchmark details. Team members been chosen for relevant skills, experience, and seniority - particularly in market research and market analysis and to ensure resilience through a challenging timescale.

Invoicing and Charges

Standard Terms

13 of 23 pages

Acceptance of Confirmation of Appointment

Lexica Health and Life Science

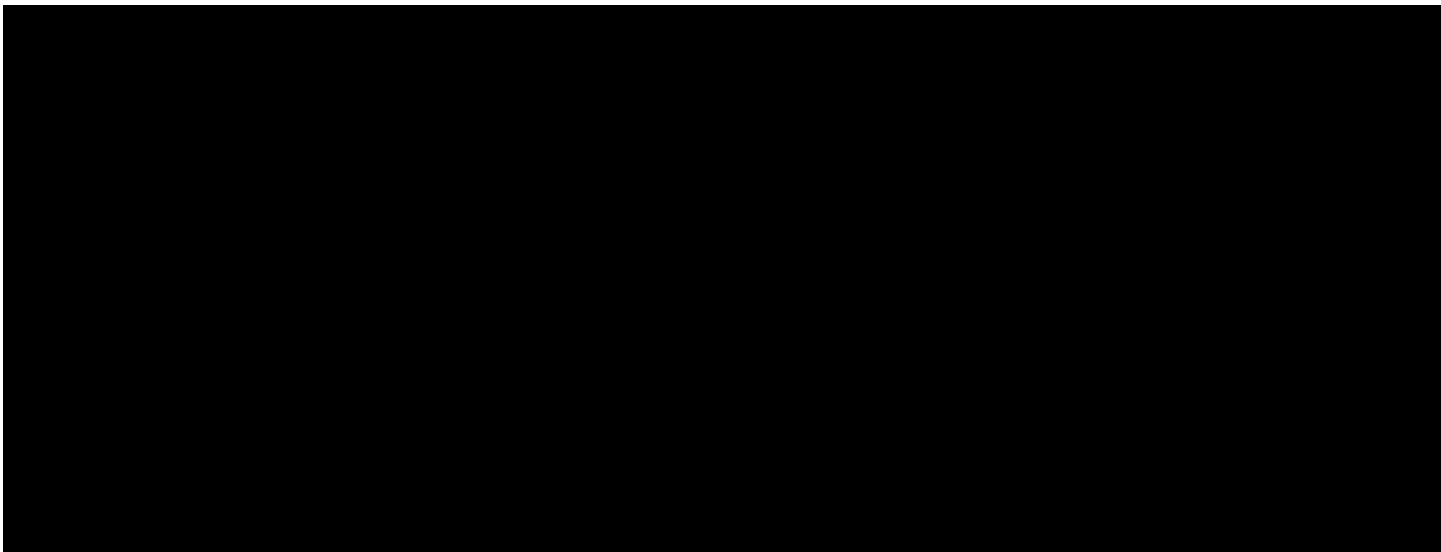
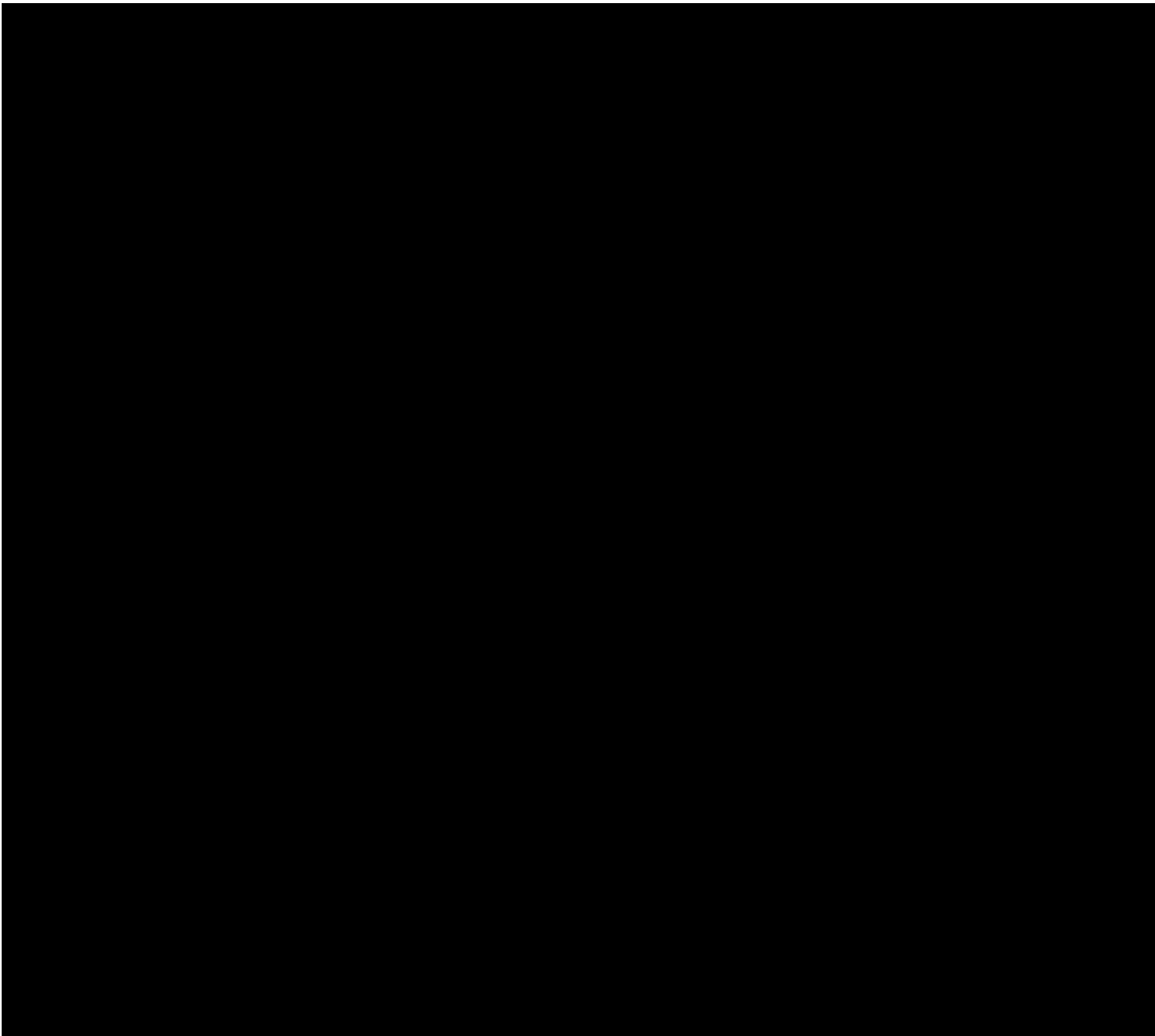
| | |
|------------|--------------------------------|
| Signature: | [REDACTED] |
| Name: | [REDACTED] |
| Date: | 25 th November 2022 |

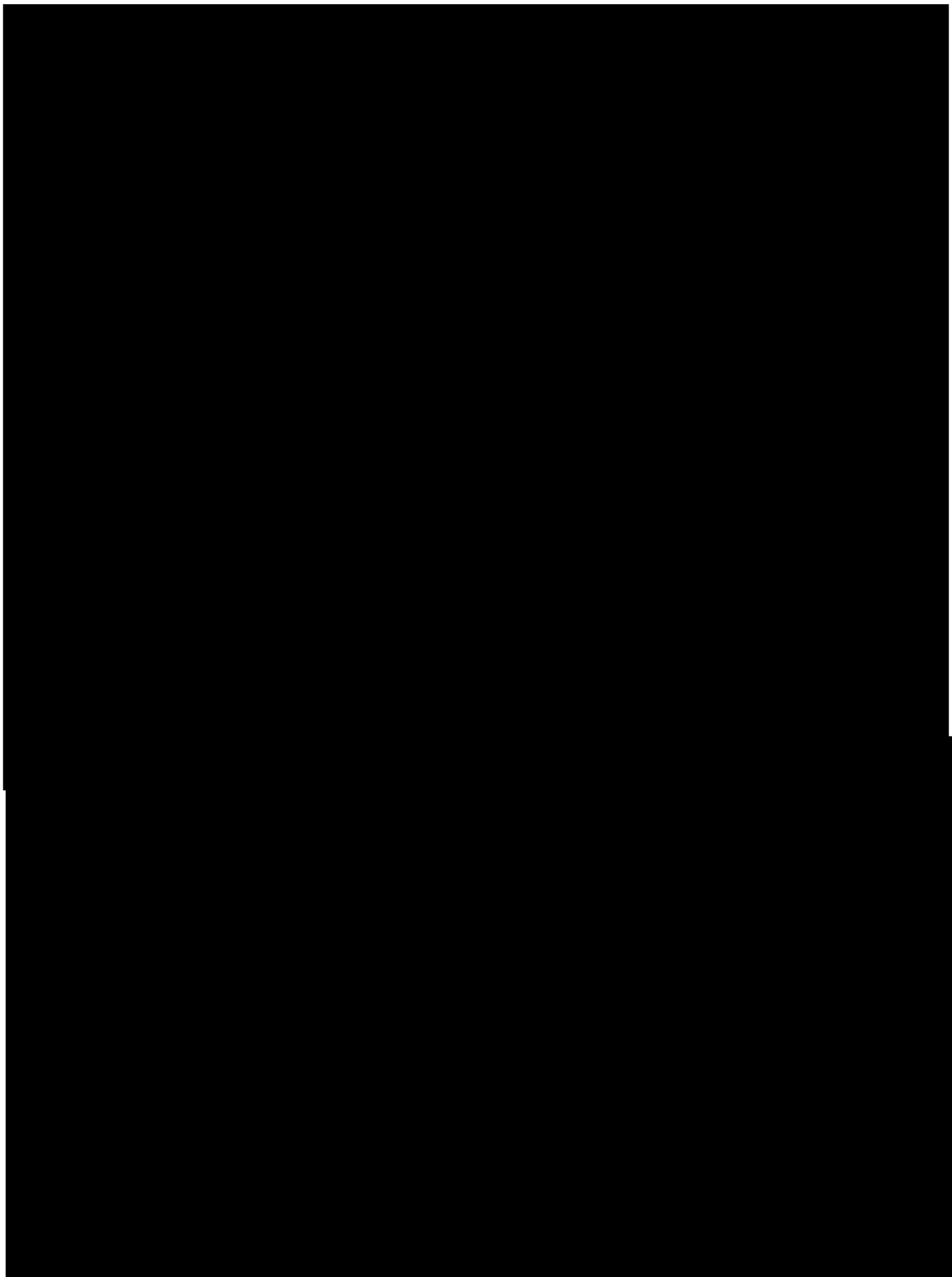
UKHSA

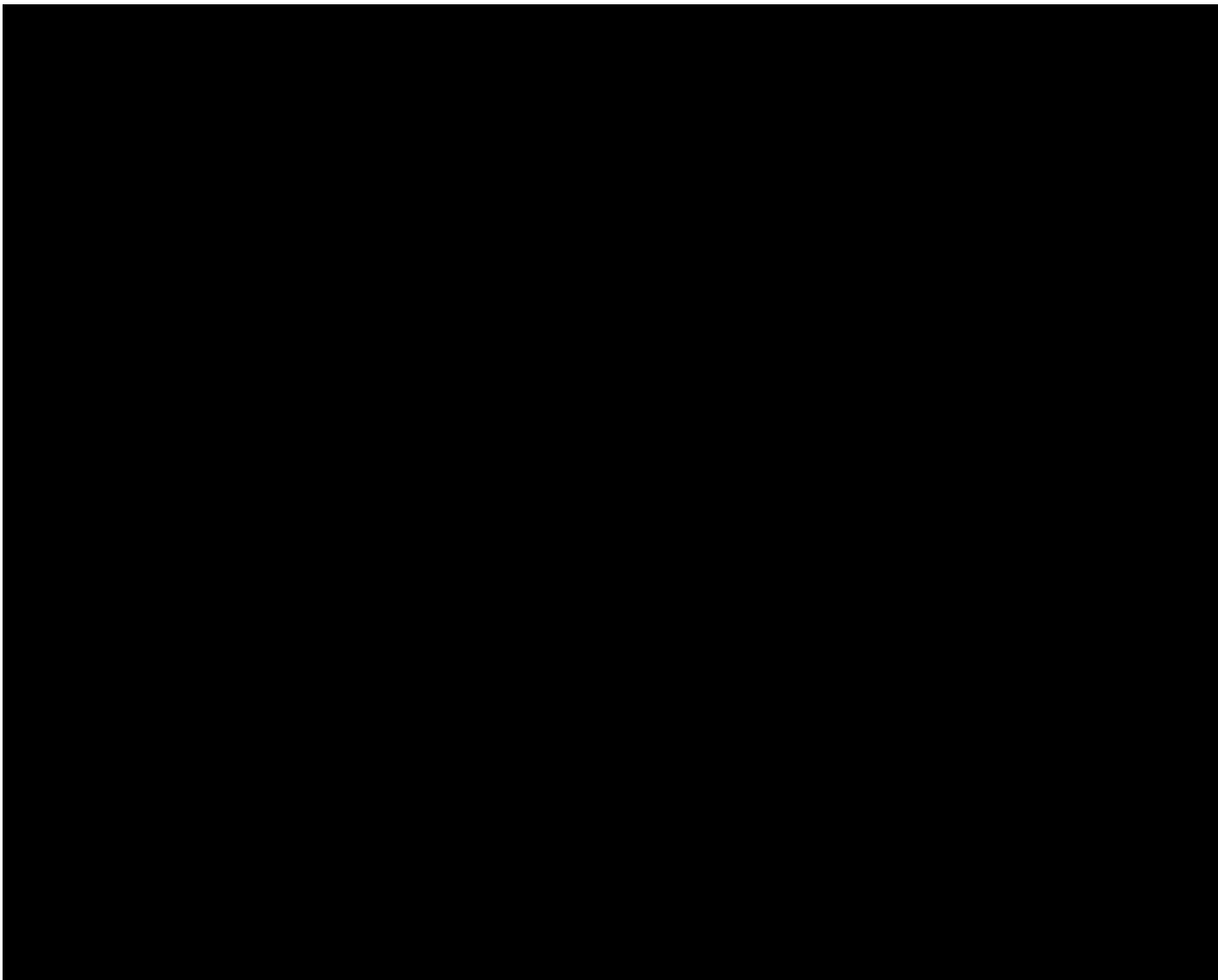
| | |
|------------|--------------------------------|
| Signature: | [REDACTED] |
| Name: | xxx on behalf of |
| Date: | 25 th November 2022 |

Appendix 1: International Case Studies

A sample of relevant case studies is provided on the following pages:







Appendix 2: Standard Terms and Conditions

Parties' Obligations

1.1.0. Lexica is the trading name of Lexica Health and Life Sciences Consultancy Limited, a Limited Company, registered in England and Wales with company number 08493283. Registered office: India House, 45 Curlew Street, London SE1 2ND.

1.1.1. Lexica shall exercise reasonable skill, care and diligence consistent with relevant industry standards in the performance of the scope of works contained in clause 3 of this Proposal (hereinafter referred to as "Services") and any programme agreed in relation thereto. In the event that the Client requests a variation to the Services, Lexica shall notify the Client as soon as is reasonably practicable of the impact of such variation on the cost and programme of the Services.

1.1.2. The Client shall ensure that others engaged by the Client on the Project shall promptly supply Lexica with all relevant data and information available to the Client and them, in relation to the Services. Lexica shall be entitled to rely and act on all such relevant information supplied to Lexica. The Client shall give such assistance, decisions and access as may be reasonably required by Lexica and in sufficient time to enable the performance of the Services in accordance with any agreed programme.

1.1.3. The Client shall advise Lexica of the person within the Client's organisation to whom Lexica will report and such person shall be deemed to have full authority to issue instructions and otherwise to act on the Client's behalf for all purposes in connection with this proposal.

1.1.4. In the course of providing the Services Lexica may collect information, including personal data, from the Client and others acting on the Client's behalf and will return any original documents to the Client upon the Client's request or on completion of the Services. Subject to the requirements of clause 6, Lexica will retain any project specific information in either electronic or paper form on the Client's behalf for minimum of one year from the Target Delivery Date of the Services (the "retention period"). Whilst certain records and documents may legally belong to the Client, Lexica shall destroy correspondence and other papers records that Lexica stores after the retention period. The Client must advise Lexica if the Client requires longer retention of a particular document.

Payment

1.1.5. Unless otherwise agreed in writing, Lexica shall issue invoices to the Client for Services performed on completion of the Services. The invoices will specify the sum that Lexica considers will become due on the payment due date in respect of each invoiced amount and the basis on which that sum is calculated. For the purposes of this Project, the invoices are the payment notices and the sums due to Lexica shall be the sums set out in the invoices. The due date for payments shall be thirty (30) days from the date of issuance of the invoices.

1.1.6 The client shall make payment within thirty (30) days of the date of the invoice into the Bank Account advised (or such other bank account as Lexica may nominate to the Client in writing from time to time). If the Client fails to pay any invoice submitted by Lexica within thirty (30) days of the date of such invoice, Lexica shall be entitled (without prejudice to any other right or remedy it may have) to charge Interest on any amount outstanding, such Interest accruing daily from the date on which the invoice became due until the date of actual payment. This interest will accrue at UK government statutory rate of 8% plus the prevailing Bank of England base rate for each day the debt has exceeded the payment date or the highest rate allowed by the applicable law, whichever is the lower.

Insurance and Liability

1.1.7. Lexica shall maintain professional indemnity insurance for an amount no less than one million pounds (£1,000,000) at all times throughout the duration of the engagement covered by this Proposal.

1.1.8. Lexica's liability under or in connection with this Proposal (but not for breach of its confidentiality obligations under 1.1.19 – 1.1.31 for which such liability will remain uncapped) for any loss or damage whether in contract, tort, negligence, breach of statutory duty or otherwise shall be limited to the extent that Lexica's negligence or breach caused or contributed to the loss or damage and in any event shall not exceed the lesser of (a) ten (10) times Lexica's Total Proposal Price for the Services or (b) two hundred and fifty thousand pounds (£250,000) in the aggregate, provided always that nothing in this Proposal shall exclude or limit Lexica's liability for death or personal injury caused by Lexica's negligence or for fraudulent misrepresentation.

1.1.9. Save in respect of death or personal injury, the Client shall only look to Lexica (and not to any individual employee of Lexica) for redress if the Client considers that there has been any breach of this Proposal. The Client agrees not to pursue any claims in contract, tort (including negligence), statute or otherwise against any individual employee of Lexica as a result of them carrying out the Services.

Copyright

1.1.10. Copyright in all drawings, designs, documents and materials of any nature prepared by Lexica for the Client (the "Intellectual Property") under this Proposal shall be vested in the Client. The Client and its Affiliates shall have a free and unlimited licence to use the Intellectual Property for the purpose of this Project, subject always to Lexica having received full payment of the Total Proposal Price for the Services in accordance with this SOW. Lexica shall not be liable for the use of any Intellectual Property for any purpose other than that for which it was originally prepared by us.

1.1.11. For the purpose of this Proposal, Affiliates means, with respect to the Client, any other entity directly or indirectly controlling, controlled by or under common control with the Client.

Termination

1.1.12. This Proposal shall become effective upon the due execution of this Proposal by the authorised representatives of the Client and Lexica.

1.1.13. The Client or Lexica may by written notice terminate the Project immediately if the other party has a bankruptcy order made against it or makes an arrangement or composition with its creditors, or enters into liquidation (whether voluntary or compulsory) or if any proceedings are commenced relating to its insolvency or possible insolvency.

1.1.14. The Client may terminate this Project upon 7 days' written notice to Lexica if: (a) Lexica engages in any illegal or unlawful activity; or (b) Lexica breaches its confidentiality obligation contained in clause 7 of this Agreement; (c) Lexica fails to deliver or complete, through no fault of the Client and without obtaining the prior written consent of the Client, the deliverables stipulated in clause 5.2 of this Proposal after 7 days of the Target Delivery Date; or (d) Lexica fails to meet the requirements of the deliverables stipulated in clause 5.2 of this Proposal having remedied the deliverables twice or more; or (e) Lexica commits other acts of breach and fails to rectify such acts according to the Client's request.

1.1.15. In the event of termination of this Project for any cause whatsoever, Lexica shall be entitled to be paid for all Services performed up to the date of termination and not yet paid for by the Client.

1.1.16. Upon termination of this Agreement for any reason (and unless otherwise agreed by the Parties in a subsequent, written agreement): the provisions of 1.1.7 - 1.1.10, 1.1.16 and 1.1.17, 1.1.18, 1.1.19, 1.1.20 to 1.1.32 will remain in force.

Governing Law and Dispute Resolution

1.1.17. This Project shall be governed and construed in accordance with the laws of the United Kingdom.

1.1.18. In the event of any dispute, controversy or claim arising out of or in connection with the interpretation, application, execution or performance of this Project, Lexica and the Client shall hold a meeting promptly to attempt to negotiate a resolution of the dispute in good faith. If the informal procedure set out in Clause fails to resolve such dispute, the Parties will attempt to settle it by mediation either: (a) with the Centre for Effective Dispute Resolution ("CEDR"); or (b) if agreed in writing by the Parties, with any other alternative mediation organisation, using the respective model procedures of CEDR or such other mediation organisation.

Third Party Rights

1.1.19. This Proposal is personal to the Client and non-assignable. Nothing in this Proposal confers or purports to confer on any third party any benefit or any right to enforce any term of this Proposal.

Entire Agreement

1.1.20. This Proposal represents the entire agreement and understanding between the parties relating to the subject matter of this Project. The Client acknowledges that they have had an opportunity to negotiate the terms and conditions of this Proposal prior to the commencement of the Services and that the Client has not relied on any pre-contract representation that has not been expressly set out in this Proposal.

Confidentiality

“Confidential Information” means any information in any form or medium (1) disclosed by the Client, its affiliates, and any of its agents, employees, directors or advisers (“the Disclosing Party”) to Lexica, including any of its employees, representatives, contractors, or agents (“the Receiving Party”) or to which the Receiving Party gains access as a result of Receiving Party’s access to, and occupancy of any of the Client’s premises or IT systems at any time concerning the business affairs, finances, technology, plans, strategy, products or services (or future products or services) of the Disclosing Party or any of its Affiliates or any other entity with which the disclosing party is in business negotiations or has contracted or to which the Client owes a duty of confidence and all copies of the same.

1.1.21. The Receiving Party undertakes:

1.1.22. to maintain as secret and confidential all Confidential Information of the Disclosing Party;

1.1.23. to use such Confidential Information only for the purposes of this Agreement and to enable it to carry out the Services; and

1.1.24. to disclose such Confidential Information only to those of its employees, contractors, and sub-licensees pursuant to this Agreement (if any) to whom and to the extent that such disclosure is reasonably necessary for the purposes of this Agreement.

1.1.25. The provisions of Clauses 1.1.19 to 1.1.22 will not apply to Confidential Information which the Receiving Party can demonstrate by reasonable, written evidence:

1.1.26. was, prior to its receipt by the Receiving Party from the Disclosing Party, in the possession of the Receiving Party and at its free disposal;

1.1.27. is subsequently disclosed to the Receiving Party without any obligations of confidence by a third party who has not derived it directly or indirectly from the Disclosing Party;

1.1.28. is or becomes generally available to the public through no act or default of the Receiving Party or its agents, employees, Affiliates, or sub-licensees;

1.1.29. is independently developed by the Receiving Party by individuals who have not had any direct or indirect access to the Disclosing Party’s Confidential Information; or

1.1.30. the Receiving Party is required to disclose to the courts of any competent jurisdiction, or to any government regulatory agency or financial authority, provided that the Receiving Party will (i) inform the Disclosing Party as soon as is reasonably practicable, and (ii) at the Disclosing Party’s request seek to persuade the court, agency or authority to have the information treated in a confidential manner, where this is possible under the court, agency, or authority’s procedures.

1.1.31. The Receiving Party will procure that all of its employees, contractors and sub licensees pursuant to this Agreement (if any) who have access to any of the Disclosing Party’s information to which Clauses 1.1.19 to 1.1.22 applies, will be made aware of and subject to these obligations and will be subject to undertakings of confidentiality at least as restrictive as Clauses 1.1.19 to 1.1.22 and which apply to the

Disclosing Party's Confidential Information before being given access to the Disclosing Party's Confidential Information.

1.1.32. Upon any termination of this Agreement, the Receiving Party will return to the Disclosing Party any documents or other materials that contain the Disclosing Party's Confidential Information, including all copies made, and make no further use or disclosure thereof.

Quality Assurance

1.1.33 Lexica operates an Integrated Management System (IMS) which it has put in place to meet the requirements of ISO 9001:2015 (Quality Management), ISO14001:2015 (Environmental Management), and ISO 45001:2018 (Occupational Health and Safety). Our compliance with these internationally recognised standards is evidence of our commitment to enhance customers' satisfaction and provide assurance of conformity to all legal, statutory and other requirements through the framework of the IMS, which is underpinned by management commitment to improve Lexica's services and processes with a programme of continual improvement.