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# Procurement Exercise for Demonstrator Testing of the Nature Smart Cities Business Model

## 1. Introduction

In 2018, Southend Borough Council (the Council) was part of a successful EU funding bid through the Interreg 2 Seas Programme. The funding has resulted in a project called Nature Smart Cities across the 2 Seas (NSCiti2S), which brings together partners from the UK, Belgium, the Netherlands and France to co-create a business model/case for local authorities to use in order to justify expenditure on green infrastructure (GI) in the absence of grants.

More information can be found about the project on the following link:

[www.naturesmartcities.eu](http://www.naturesmartcities.eu)

A first draft of the NSCiti2S Business Model and an accompanying Guidance Manual will be available in June 2021. This procurement exercise relates to the need for Southend Borough Council to further test the Nature Smart Cities Business Model through its application to new GI project/concepts for 4 LAs across the Interreg 2 Seas region.

## 2. Purpose

The purpose of this document is to invite potential consultants to undertake the work to test the Business Model with 4 Local Authorities, one each in The Netherlands, Belgium, France and the UK.

## 3. Activities

The consultant would undertake the following activities to support the demonstrator testing of the Nature Smart Business Model:

1. Initial support in developing an open call to outline the demonstrator testing to LAs in the 2 Seas region. This document would be advertised through a number of communication channels. The call would need to detail: the purpose of the demonstrator testing; benefits to the chosen participating LAs; expectations and commitment required from participating LAs. Timeframe: March 2021.
2. The selection of the 4 LAs for demonstrator testing. To enable a clear and transparent selection process a series of criteria would need to be applied to the applications. The scores and final choices would need to be documented to add transparency. Timeframe: April to June 2021.
3. Work with the 4 participating LAs to hand hold them through the application of the Business model to their GI project/concept. This would involve working with the LAs and liaising with the Academic Partners to produce the Business Case factsheet for the GI projects and documenting the LAs experience in applying the Business Model. Providing feedback to academic partners on challenges encountered and aspects of the Business Model which may require further refinement. Timeframe: July to November 2021.
4. Support the development of demonstrator testing case studies for inclusion in the Business Model Guidance Manual. Timeframe: September to December 2021.
5. Support the development of the Capacity Building programme content to ensure that the demonstrator testing examples are drawn upon. Timeframe: September – December 2021.
6. Presentation of the Demonstrator Testing results at the Capacity Building Programme Workshops (January – April 2022; 4 workshops maximum, one each in the UK, The Netherlands, France and Belgium);
7. Support to City Partners to adopt a Strategic Commitment document (January – August 2022).
8. Participation in monthly Partnership update calls (1.5hrs), 2 Academic Partner calls (2-3hrs each), 3-4 Capacity Building Programme Working Group Calls (2hrs) and 4 Partner Management Meetings (April and October 2021; April and July/August2022; each 3-4 days) to communicate progress in the demonstrator testing.

## 4. Outputs

Through the procurement of this work the project aims to enable the following outputs:

1. A report/document which brings together the experiences of the 4 Local Authorities in testing the Business on a new GI project/concept (Deadline: November 2021)
2. 2-4 Business Case factsheets, the output of applying the Business Model, for the new GI projects/concepts (Deadline: November 2021)

## 5. Key Dates

Activities 1-5 will need to be completed by the end of December 2021. Activities 5-7 focussing on supporting dissemination of the work through the Capacity Building Programme will take place up to end August 2022. The timeframes for individual activities and outputs have been provided above.

## 6. Decision-Making Criteria

The following criteria will be considered in choosing the organisation to undertake the work:

* Proven track record in the field of working with LAs across the 2 Seas Region to understand how they implement, and the challenges to implementing, GI projects in their Cities and Towns.
* Extensive experience in working with LAs across Europe and in-depth understanding of the benefits that arise from GI projects.
* Publications demonstrating work with LAs in relation to implementing GI projects.
* Proposal for how the work will be set out and undertaken, including details of the structure of the final report/document and how it will support the project.
* Breakdown of costs to deliver the project.

Please note that the consultant will be required to travel to the participating LAs to conduct testing and attend Partner Management meetings (subject to safety and Covid 19 regulations). A maximum Travel cost budget will need to be incorporated into the proposal for the work. When invoicing for travel costs the consultant will need to provide all receipts as evidence. The consultant will need to ensure that all travel costs align with the Travel Costs procedures of Southend-on-Sea Borough Council and Interreg 2 Seas for them to be eligible. Staff time relating to travel will need to be incorporated into the proposal.

## Invitation

Organisations are invited to bid to deliver the demonstrator testing of the Nature Smart Cities Business Model. In submitting their bids, organisations should include:

* Overview of the company and key personnel that will be involved in the delivering the work (e.g. C.V.)
* Examples/links to publications focusing on LAs experiences in delivering Green Infrastructure projects.
* A break-down of how the work will be undertaken, including details of the structure of the final report/document and how it will support the project.
* Breakdown of costs to deliver the project.

Prior to appointing the organisation to deliver the work, they may also be asked to conduct a short interview with the lead project officers at Southend Borough Council to discuss the delivery of the project and provide an overview of their proposal.

Please return your expression of interest to Southend Borough Council by 8th February to Anna Oxenham: [annaoxenham@southend.gov.uk](mailto:annaoxenham@southend.gov.uk)

## Budget

The budget available for this work is up to £41,000. This is to include all travel expenses.