

# **Newton Fund: Business Innovation Collaboration Programmes**

*August 2017*

**Innovate UK**

# Agenda

- About Innovate UK and Newton Fund
- About this procurement
- Procurement process
- Discussion, Q&A

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# Innovate UK – the UK's innovation agency

*Accelerating **economic growth** by stimulating and supporting **business-led innovation***

We work with people, companies and partner organisations to find and drive the **science and technology innovations** that will grow the UK economy - delivering productivity, new jobs and exports.

Our aim at Innovate UK is to **keep the UK globally competitive** in the race for future prosperity.



# UK Research & Innovation

MRC

EPSRC

BBSRC

ESRC

AHRC

NERC

STFC

Research England

Innovate UK

## UK Research and Innovation: 'nine brains in one body'

John Kingman, chair of the newly created UKRI, explains the governing philosophy of the research and innovation funding organisation

June 2, 2016



By [John Kingman](#)



Times Higher Education, June 2016

# How we stimulate innovation

With a strong business focus, we drive growth by working with companies to de-risk, enable and support innovation. To do this, we work to:

- determine which science and technology developments will drive future economic growth
- meet UK innovators with great ideas in the fields we're focused on
- fund the strongest opportunities
- connect innovators with the right partners they need to succeed
- help our innovators launch, build and grow successful businesses





Investment of  
**£2.2bn**  
since 2007



industry match  
funding taking  
the total value  
of projects above

**£3.75bn**



Up to  
**£16bn**  
in added value  
to the economy



up to  
**£7.30**  
for every **£1**  
we've invested.



We've funded around  
**11,000**  
projects



**8,000**  
unique  
organisations  
involved

**8 jobs** for each  
organisation  
involved

**70,000**  
jobs created in total



# The Newton Fund

- UK Government Fund (Department of Business, Energy and Industrial Strategy) to use the UK's strength **in research and innovation** to promote the economic development and social welfare of 18 partner countries.
- £735m UK government contribution over 7 years, 2014-2021. Official Development Assistance. Match funded in cash, kind & effort by the partner countries.





# Innovate UK's role in Newton Fund



## People

Improving capacity in research and science, individually and institutionally

## Research

Improving research collaborations on critical socio-economic development challenges

## Translation

Creating collaborative solutions to socio-economic development challenges and strengthening innovation systems

# The Fund is delivered by several UK organisations

## People



THE  
ROYAL  
SOCIETY



## Research



## Translation

Innovate UK



# Innovate UK's Newton Fund objectives

- **Stimulate business-led collaboration on R&D**
  - ✓ Bilateral R&D funding competitions, workshops, missions/visits & other activities
- **Strengthen innovation capacity**
  - ✓ Bespoke programmes of professional development and other capacity building (eg. Global Innovation Policy Accelerator)



Since 2014, 18 competitions with 8 countries, project grant portfolio of approx 70 projects

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# Business Innovation Collaboration Programmes

## Aim of this tender:

To identify a Supplier or set of Suppliers who can design and deliver programmes to strengthen collaborations between innovative businesses from the following Newton Fund partner countries and innovative businesses from the UK:

- Egypt
- Indonesia
- South Africa
- Turkey.

# Business Innovation Collaboration Programmes

## Programme objectives:

1. strengthen the ability of businesses based in and from the identified Newton Fund partner country to deliver innovative commercial solutions to key societal challenges existing within that country. This is to be done through stimulating and supporting their collaboration with innovative UK businesses, and with the UK's innovation ecosystem.
  - *These challenges must be ones currently impacting the poorer, marginalised or more disadvantaged groups within that country's population, although they may have a wider impact upon the general population of that country.*
2. also deliver benefits for UK businesses and the UK innovation ecosystem, for example in terms of an improved understanding of the innovation-driven partnership opportunities in the four Newton Fund countries.



# Business Innovation Collaboration Programmes

## What we mean by ‘innovation’ and ‘strengthening the innovation potential’:

- We are focussing on science and technology-driven, commercially-focussed innovation. This is in line with Innovate UK’s focus on and mandate of stimulating and supporting business-led innovation.
- By strengthening the innovation potential, we mean working with companies to de-risk, enable and support innovation so that novel commercial solutions to key socio-economic challenges in the Newton Fund countries can emerge. These solutions may be novel because they are new to the market in Newton Fund countries, or more affordable than existing solutions, for example.

# Business Innovation Collaboration Programmes

The services covered by this procurement exercise have been sub-divided into Lots:

- Lot 1: Egypt
- Lot 2: Indonesia
- Lot 3: South Africa
- Lot 4: Turkey.

**Bidders can submit a response for 1, 2, 3 or all of the Lots based on their expertise and experience. This tender process may result in up to 4 contracts being placed.**

# Business Innovation Collaboration Programmes

## Scope and programme principles:

- Not very prescriptive - Bidders to show how the programme they propose will meet the objectives, within the stipulated budget and timeframe. The logic behind the design, format and content of the programme should be detailed through the use of some sort of logic model.
- The following programme principles must be followed. The programmes must:
  - clearly meet the two objectives.
  - be clearly relevant and acceptable to the partner country. This includes it being based on identified needs of the business community in the partner country, rather than a generic programme design.
  - build upon past and existing activities to strengthen the innovation potential of businesses in the partner countries through collaboration with the UK ie. it shouldn't reinvent any wheels.

# Business Innovation Collaboration Programmes

## Other key points:

- Bidders will be expected to identify an appropriate matched funding amount from the partner country. Having matched funding from the partner country is in line with the Newton Fund aims and objectives.
- For Indonesia, Bidders will be expected to scope a programme that focusses on business to business collaborations within the renewable energy sector. This has been identified as an area of partnership priority between the UK and Indonesian governments.

# Business Innovation Collaboration Programmes

## Matched funding:

- Bidders will be expected to identify the in-country match, in terms of who will provide it, in what format and the amount. There is a lot of flexibility around the match. The following are acceptable forms (*to be confirmed*):
  - *cash from an appropriate in-country (Newton Fund country) partner.*
  - *direct costs of businesses and others from the Newton Fund country/countries in participating in the programme (for example travel, accommodation, subsistence and related expenditure). This should not include the costs from any in-country partner involved in delivering the programme.*
  - *the time spent by participants from the Newton Fund country/countries in participating in the programme*
  - *the costs of venue hire and associated expenses for the programmes, if paid for by organisations from the partner country.*
- Match will be at PPP and relate to the budget per country.

# Business Innovation Collaboration Programmes

## Approach to delivery:

- *Inception phase*: detailed approach, methodology, programme plan will be required as part of tender response. However an inception phase likely to be required in order for Suppliers to finalise programme details before embarking upon delivery of the programme. These details may include for example, finalising the match funding element, and/or the detailed delivery plan. No longer than 3 months.
- *Delivery phase*: delivery of the programme.



# Business Innovation Collaboration Programmes

## Mandatory skills and experience:

Bidders must demonstrate appropriate and adequate skills, expertise, knowledge and connections in/with:

- science and technology-driven commercially-focussed innovation.
- designing and delivering programmes to support collaboration on business-led innovation.
- the Newton Fund partner country's business community and innovation ecosystem.
- the UK's innovative business community and the UK's innovation ecosystem.
- Plus, the ability to ensure programme materials are translated and delivered in local languages, where appropriate.

## Mandatory team composition:

- In their delivery team, Bidders must include at least one partner organisation from the Newton Fund partner country, to support delivery of the programme.

# Business Innovation Collaboration Programmes

## Budget and timeline:

	Newton Fund Partner country	Total funding available from Innovate UK (to be confirmed) to include VAT	Anticipated contract length
1.	<b>Egypt</b>	£150k-£200k	FY 17-18 to 18-19
2.	<b>Indonesia</b>	£400-£450k	FY 17-18 to 18-19
3.	<b>South Africa</b>	£350k-£450k	FY 17-18 to 18-19
4.	<b>Turkey</b>	£500k-£550k	FY 17-18 to 19-20

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# Procurement process

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Presenter:

Alistair Staunton-Lambert, Category Manager, UK SBS

# Emptoris

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- This tender will be run through the CCS e-sourcing portal Emptoris.
- Once the contract notice has been launched please contact CCS in order to register and gain access to the Emptoris system. Please follow the guidance provided within the contract notice.
- Registration information will be provided within the OJEU Contract Notice.
- Full usage instructions will be issued with the Contracts Finder Notice and they will also be available within the portal.

CCS Contact Details:


Email: [Expressionofinterest@crowncommercial.gov.uk](mailto:Expressionofinterest@crowncommercial.gov.uk)

Telephone: 0345 010 3503



# Clarification Process

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- Bidders must raise any clarification question using the RFx Messaging function within Emptoris.
  - All clarification Questions & Answers will be shared via Emptoris.
  - Where a question is in relation to the general requirement the response will be shared with all bidders.
  - Where a question is specific to a suppliers particular bid (confidential) we will answer privately, but if we consider this question to be of a general nature we will provide the bidder with the option to retract the question.
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# Submission of Bids

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- All bids are to be submitted via Emptoris
- Submission Requirements:
  - A full detailed response to the questions
  - All questions must be answered
  - All required evidence – for some questions bidders might need to provide supporting documentation as evidence, it will be made clear within the bidder guidance of each question where this is applicable.
  - Completed pricing schedule
  - We require that all prices provided are in GBP. We will only accept bids submitted in GBP.
  - Bids submitted prior to specified deadline.

# Summary

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- Today's slides, minutes, questions and answers will be shared after the Supplier Day.
- Any Questions?

**Thank you very much**

**Innovate UK**