

Global Young Innovators Supplier Day Q&A

- **What do you suggest is the best way of collaborating with organisations to form a consortium - for example we are specialist in SDGs and education but maybe not the rest?**
 - Innovate UK and UKSBS cannot currently support on the brokerage of partners to form consortium bids – to ensure the procurement process is fair and transparent
- **In the information notice you mention creating a platform for young people to contribute their ideas. How are you using this word please? I.e. do you want a digital platform?**
 - We mean creating a platform to give young people more of a voice and visibility. By platform, we mean an opportunity for young people to connect, work collaboratively and share their ideas for global challenges and to come up with solutions working towards these SDGs, create business plans that can help to solve them. This would be through the hackathons or bootcamp events and through the business support provided. This doesn't necessarily mean the creation of a digital platform is required but we do encourage bidders to think about how they can deliver elements of the programme virtually
- **What do you mean by a global challenge? Is this part of addressing the UN Sustainable Development Goals?**
 - We think the Sustainable Development Goals is a good framework to use so we may ask the bidder to specify the SDGs the programme will focus on
 - However, setting a specific SDG that young people's ideas and projects must fall into up front could be quite restrictive if their ideas are early stage so we will consider this carefully
- **Can bidders make connections with South African organisations?**
 - Yes – but this won't be brokered by Innovate UK or partners. We encourage suppliers to reach out and make their own connections with potential suppliers
 - There are many organisations in South Africa that support young people with their business ideas and skills including: [The Hookup Dinner](#), [I'm In Accelerator](#), [Geekulcha](#), [Girl Code](#), [Social Coding SA](#), [Simodisa](#), [SAB Foundation](#), [Africa Teen Geeks](#), [Tshikululu Social Investments](#), [Technology Innovation Agency](#), [Nkathuto EduPropeller](#), [Innovation Hub](#), [DBSA](#), [SA Innovation Summit](#), [eSquared](#), [Innovation Edge](#), [Mentorship Movement](#). This is not a list endorsed by Innovate UK or partners but an illustration of the range of organisations operating in this space in South Africa.
- **Will there be any support from Innovate UK if the programme has to be delivered in a Covid world - e.g support with digital access for the cohort?**
 - We would expect the delivery partner(s) to provide all of the work packages as set out in the tender
- **How many young innovators over the year are you wishing to support, and do you have a breakdown of those who get funding, and those who you support but do not fund?**
 - The Global Young Innovators pilot programme is phased
 - The first phase will be working on key challenges, building business skills and support and then at the half way point, they will have the opportunity to bid into the pot of seed funding for 6 month projects in the second phase
 - Phasing the programme ensures that the most engaged and committed young people can access the seed funding to take forward their project plans
- **Does the main supplier need a certain turnover in relation to the size of the project?**
 - We expect any bids from any size supplier
- **Do you already have connections into specific young innovator networks or is part of our role creating these relationships**

- In the UK, we have a community of around 1000 young innovators that we have been building up as we have a 3 year programme that's taking place
 - In South Africa, less so. We have some relationships there but we would like the delivery partner to have or make those connections or work together with another delivery partner who has those connections and work together on a consortium bid
- **How much do you know about your audiences (in SA and the UK) already? Would you be open to the initiative including a research phase to document key insights?**
 - The issue with this, is that the contract is quite short at 12 months
 - In the 5th work package, we have talked about measuring impact and what the programme focus needs to be in terms of challenges in terms of the support provided in the specific context of
- **Do you expect young innovators to have relationships with companies already, or is part of the role to put them in touch with businesses that might be a platform for taking forward their work?**
 - In the UK Young Innovators programme, ideally we look for young innovators who have an idea for business. In this case, that would be an idea for business that is solving a global challenge. Young people can also be in a business that is early stage too
 - We would encourage applications from both of those groups
 - Connecting with businesses would be a positive thing to do especially throughout the hackathon and bootcamp events, bringing in local businesses that can interact with and provide inspiration for the young people taking part
- **How many programmes are you hoping to fund with the £580k; are you spreading this to multiple bidders?**
 - Rather than breaking down the opportunity into lots, we've decided to tender this out as one major procurement but we would encourage consortium bids as well as single led bids
 - The system is open to consortium bids but the contract will be with the main supplier
- **Will Innovate UK expect bidders to have an RSA based delivery partner in place?**
 - One of the key programme objectives is that the delivery partner works closely with South African organisations, we're not specifying who those are, but that is another reason why we are tendering out this programme, as an EDI team we don't have those links already
- **How many young innovators in total will be involved in the programme?**
 - 12-15 young innovators from South Africa and from the UK
 - There may be differing levels of engagement with the support available and there is a total level of £150k seed funding available
 - It is possible that not all of the young people that initially engage will receive seed funding
 - We would expect those young innovators to be signposted onto appropriate support if they don't
- **Was that 12-15 innovators in the UK plus 12-15 in the RSA so 24-30 in total? Or 12-15 in total?**
 - Yes – the former
- **What does success look like for the programme?**
 - Success looks like the following but is not limited to...
 - Progress on action plans to develop young people's business skills
 - Ideas developed that are directly addressing global challenges and the seed funding projects need to address these

- We want to create new role models to promote innovation as a career to their communities and peers
- We have identified a number of KPIs that are outlined in the tender but we would expect the bidder to work closely with Innovate UK to ensure that success can be measured in the most effective way
- **Does the £580k project budget include the funding that needs to be given to young people?**
 - Yes
- **What support would be available for young innovators after the programme? Is there a risk to start building capacity and then the programme stopping abruptly?**
 - Definitely a risk because it is a short programme
 - We consider that to be a risk in the UK programme and we have developed capacity to work with partners to sign post at the end of the action plan completion to what support they should be accessing next
 - It could be that some young innovators are ready for investment and they need connections with angel investors for example but others may need to access further support to develop their business skills first
 - We would expect a delivery partner, especially the innovation champions working with those young people to have the networks to be able to make those connections
- **Is there a sector focus on the innovations? The concern is that building an impactful business support team without a sector focus aside from the SDGs may be challenging**
 - The way that we run the Young Innovator programme in the UK is that the scope is open and the innovation champions/mentors that we work with are well-connected broadly so they provide broad innovation and business support to the young people involved in the programme
 - They also can provide access to technical business specialists in their specific area
 - We haven't designated an SDG focus for the opportunity but it could be that we do this when the tender notice goes live
 - The risk is restricting the ideas of the young people at the front end of the pipeline so they don't feel like their ideas fit into the scope of the programme
- **What are the existing links with universities, colleges, incubator networks etc in South Africa?**
 - Firstly on that, the KTN have a UK-Africa KTN where South Africa is a key partner country and this encourages networking between innovation partners
 - Secondly, we are in contact with a number of partners and stakeholders in South Africa that can provide access to these networks but the reason we are tendering out the opportunity is to find suppliers who have the networks to be able to do this to find those connections and the right connections