**Bamd Ltd – Investment Readiness Consultancy Public Tender**

**Published Date – 11/03/2021**

Bamd Ltd are looking for a supplier for carry out the below services, We are looking to select one supplier to award this contract to. We are looking for a supplier who has proven knowledge within the Automotive or Composites sectors.

**Instructions for this Tender**

* Acknowledgement of intent to quote provided to [sam@bamd.co.uk](mailto:sam@bamd.co.uk) no later 5pm on 15/03/2021
* All questions are to be provided via email to [sam@bamd.co.uk](mailto:sam@bamd.co.uk) no later than 5pm on 18/03/2021
* All formal quotations to be submitted via email to [sam@bamd.co.uk](mailto:sam@bamd.co.uk) no later than 5pm on 26/03/2021
* Once submitted all suppliers will be scored based on an internal matrix of BAMD Ltd specific criteria
* All suppliers will be notified once we have nominated
* Sales Agreement will then be issued to the successful supplier
* The maximum budget for this procured service is £50,000 excluding VAT

**Supplier Scoring System;**

|  |  |  |
| --- | --- | --- |
| **Costs** | **Scored from 0-5** | **33% of Final Score** |
| **Lead time** | **Scored from 0-5** | **33% of Final Score** |
| **Previous Industry Experience** | **Scored from 0-5** | **33% of Final Score** |

**Project Scope** – 12 month consultancy project regarding achieving Investment Readiness of BAMD Ltd based on the 4 below deliverables

**Quotation format** – Please quote either a day rate and days required to deliver the below or a fixed price

**Deliverables;**

1. **Investment Deck & Financial Model**
   1. Executive summary highlighting the company’s business proposition and investment potential
   2. Details of the company’s management team, track records, roles/responsibilities & value-add to business
   3. Private or Public investment analysis
   4. Operational infrastructure readiness
2. **Business Plan**
   1. Existing business plan analysis
   2. 3 year future growth business plan and implementation
   3. Support to build an investment ready management team and identify GAP analysis

Notes:

* The Busines Plan to include Summary, Profit & Loss, Balance Sheet, Cashflow and Discounted Cashflow (for valuation purposes)

1. **Competitors & Market Research**
   1. Competitors Analysis
   2. New Sector/Opportunities research/analysis
2. **Financials**
   1. Cash flow projections
   2. Investment GAP Analysis
   3. SWOT analysis of current financial position

**Additional Notes to the Tender** – contracted party will support the following to achieve the above remit:

* an executive summary highlighting the Company’s business proposition and investment potential – collaborative between FTL & EAV.
* details of the Company’s management team, their track record, their roles/responsibilities and their value-add to the business
* details/analysis of the Company’s product/service proposition
* market and competitor analysis, and go-to-market strategy
* operational infrastructure
* financial analysis
* investment analysis
* risk analysis
* plan of execution (this will be summarised from the more detailed actions identified for us and the Company’s management team).

**Supplementary Appendix:**

To assist and identify suitable investors/financiers to address the Company’s funding requirements.  Such investors/financiers will include inter alia:

* (i)      private/public investment funds from our network
* (ii)     investors connected with our network of wealth management funds
* (iii)     high net worth individuals who may express an interest in investment in the green-tech sector
* (iv)     funds focused specifically in the green-tech sector
* (v)      banks and entities focused on debt-led financing

To assist and prepare presentations, participate with Q&As and address requests for other financial information and analysis solicited by any potential investor/financier.

Additionally, your remit will include:

* (a)      providing guidance to the management team on all aspects of the strategic, commercial, operational and financial performance of the Company and advice on actions to improve results;
* (b)      review of existing contractual arrangements and assisting in improving the contractual terms to drive better financial performance for the Company;
* (c)      managing stakeholder expectations, particularly in respect of investors, banks and other institutions and individuals with a vested interest in the performance of the company; and,
* (d)      identifying and managing risk in conjunction with the directors of the Company.