



Government Office for  
Technology Transfer

# Technology Transfer and Commercialisation DPS

Supplier brochure





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A stack of four books with spines in orange, blue, green, and light blue. The orange spine has the word 'COPYRIGHT' in bold black letters. The blue spine has 'PATENT' in white serif letters. The green spine has 'LICENSE' in white bold letters. On top of the stack is an open book with a red pen resting on its pages.

**COPYRIGHT**

**PATENT**

**LICENSE**



## About the Government Office for Technology Transfer

### Introduction

Knowledge assets (KAs) are the intellectual property that an organisation holds, the skills and experience of its staff and its reputation. These include inventions, designs, certain Research and Development outcomes, data and information, creative outputs such as text, video, graphics, software and source code, know-how and expertise, business processes, services and other intellectual resources.

Government recognises the value and importance of developing KAs in the wider economy and in the public sector itself. Embracing innovation is critical – not only for driving our ambition to make the UK a science and technology superpower by 2030, but also the future of the UK's economy, society, and place in the world. UK public sector organisations are leading and enabling technological innovations, which are transforming how we live and work.

The Government Office for Technology Transfer (GOTT) was established in April 2021 to support the development of KA management and exploitation capabilities across government. Our directorate was launched as a joint initiative between the Department for Business, Energy and Industrial Strategy, HM Treasury, and the Cabinet Office, and is currently hosted within the newly created Department for Science, Innovation and Technology (DSIT).

GOTT published *The Rose Book: Guidance on knowledge asset management in government*<sup>1</sup> in 2021 to help public sector organisations identify, manage, and exploit maximum value from their knowledge assets.

GOTT offers expertise, skills and resources to public sector organisations to equip them to pursue live and potential KA exploitation opportunities for the benefit of taxpayers and the UK economy.

As well as providing this capability enhancement for organisations in the early stages of KA identification and management, GOTT will support organisations with cultivating innovative new projects toward commercialisation via licensing agreements or through the creation of new 'spinout' companies.

Further information about GOTT can be found at: <https://www.gov.uk/gott>.

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<sup>1</sup> <https://www.gov.uk/government/publications/knowledge-asset-management-in-government>



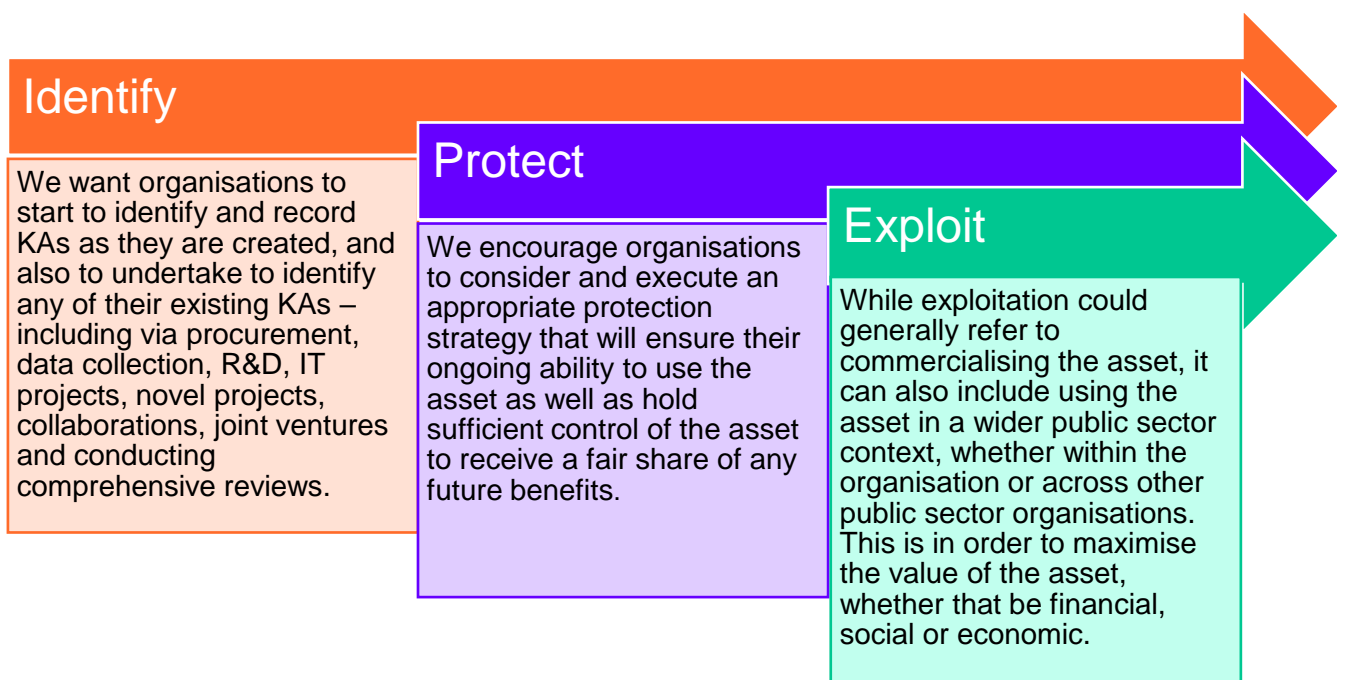
## Who we work with – some of our key stakeholders

Most KAs are in front line organisations and Arm's Length Bodies (ALBs), which is where most of our focus is currently directed. We also have strong links with organisations outside the public sector, ensuring we are bringing the best know-how and models into our work.

## Our remit

Across government, there are a wide range of prospective KA exploitation opportunities covering numerous subject matter areas. With over 300 organisations in scope, GOTT's remit is broad, with a diverse pipeline of potential projects continuing to grow.

GOTT's headcount includes a small number of in-house professionals with experience of KA identification, management, and exploitation. These Technology Transfer Strategic Partners (TTSPs) engage with public sector organisations to support strategic planning for identification, protection and exploitation of KAs as set out in the Rose Book:



Critical to our service delivery is the ability to supplement internal capabilities with an agile method of procuring supplementary services from external experts who can work alongside GOTT and our clients to further support our work.



## Dynamic Purchasing System (DPS)

GOTT is conducting the procurement using a Dynamic Purchasing System (DPS) procedure for the provision of Technology Transfer and Commercialisation services in accordance with the requirements of the Public Contracts Regulations 2015 (as may be amended from time to time) (the “Regulations”).

The DPS will provide GOTT with a pre-qualified supplier base from which specific expertise can be efficiently drawn through accessible call-off competitions as required for active KA projects. The DPS will provide much greater flexibility and speed to onboard crucial expertise at the appropriate time, with built-in adaptability as client needs evolve.

The Dynamic Purchasing System (DPS) shall be in operation for a period of 2 years. GOTT reserves the right under regulation 34(28) to extend the DPS beyond this period, such extension will be publicised via Contracts Finder and Find a Tender Service.

The two categories for the proposed DPS are outlined below with examples of possible pieces of work falling under each category.

DPS Categories	Category description
Market research and market need	<p>In relation to knowledge assets, advice, and support with:</p> <ul style="list-style-type: none"><li>• <b><u>Market opportunity identification</u></b> <i>e.g. analysing the use cases of a technology and advising a client/stakeholder on the potential B2B or B2C markets linked to those use cases</i></li><li>• <b><u>Identification of potential customers, collaborators and/or partners</u></b> <i>e.g. researching a market for a technology and identifying organisations within that market a client/stakeholder could look to work with or sell to as part of the commercialisation of that technology</i></li><li>• <b><u>Competitor analysis</u></b> <i>e.g. for a proposed new venture, identifying existing companies or solutions that could compete with that proposed new venture’s business model and determining the degree of competition those companies or solutions present</i></li><li>• <b><u>Market segmentation</u></b> <i>e.g. breaking down a market opportunity for a knowledge asset into targeted groups of potential customers, supply chain constituents and end users</i></li><li>• <b><u>Other projects where market research has played a pivotal role</u></b> <i>e.g. customer surveys or focus groups linked to new products, market due diligence linked with company acquisitions</i></li></ul>





<p>IP and commercialisation strategy</p>	<p>Examples of where a supplier has been engaged in advice on IP protection and management including but not limited to:</p> <ul style="list-style-type: none"> <li>• <b><u>IP valuation</u></b> <i>e.g. using a variety of valuation methodologies to arrive at potential licence pricing and revenue for a software platform</i></li> <li>• <b><u>Freedom to operate and IP competitive landscape analysis.</u></b> <i>e.g. reviewing a new piece of technology and searching patent databases for competing patents and patent applications that may present an obstacle to commercial use of the new technology in specified territories and fields</i></li> <li>• <b><u>IP ownership due diligence</u></b> <i>e.g. reviewing an invention disclosure form and considering information on inventorship and contractual terms relevant to development of the invention, raising further questions and determining the likely IP ownership status of the invention</i></li> <li>• <b><u>IP protection</u></b> <i>e.g. reviewing an invention disclosure and, in consultation with the inventors, drafting and filing a patent application</i></li> <li>• <b><u>Commercialisation strategy</u></b> <i>e.g. developing a go-to-market strategy for a new product which incorporates client IP, taking into consideration the IP lifecycle, product development and securing first customers</i></li> <li>• <b><u>Analysis and advice on potential commercialisation routes</u></b> <i>e.g. a risk/benefit analysis of looking to commercialise a service based on a client's knowledge assets through a licensing agreement or a new venture</i></li> <li>• <b><u>Establishing a value proposition for a new technology</u></b> <i>e.g. in consultation with a client, devising a pitch deck to demonstrate the value of a new technology with a view to securing licence agreements and/or investment</i></li> <li>• <b><u>Other work in which IP and commercialisation strategy has played a pivotal role</u></b> <i>e.g. managing IP as part of infrastructure programmes, technology scouting, IP due diligence as part of private equity fundraising or acquisition work etc.</i></li> <li>• <b><u>Development, drafting, and negotiation of agreements</u></b> including: Term sheets, Option agreements, Licences, Spin-out company formation (and associated documents), Other agreements for exploitation of knowledge assets</li> <li>• <b><u>support for preparation for fund raising from debt or equity</u></b></li> <li>• <b><u>Development of resources and best practice guidance for knowledge asset management, protection, and exploitation</u></b>, including but not limited to: commercial and legal aspects</li> <li>• <b><u>Workshop delivery and facilitation</u></b> to support KA identification, development, and exploitation of knowledge assets.</li> </ul>
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GOTT's requirements for Services are outlined in more detail in the Tender Pack and DPS contract terms.

GOTT will contract directly with suppliers who will provide services to GOTT's clients. This enables GOTT to build relationships with its client base, identify project-specific requirements, and call-off services to support identified needs in an agile and timely way, while drawing on a variety of professional services expertise.

## **DPS documents**

### **GOTT Dynamic Purchasing System Tender Pack**

This document provides an overview of the role and scope of GOTT and the specification of requirements covered under the DPS, including the categories. This Tender Pack will also lay out general information for the DPS and the DPS joining instructions and mini competition tendering process, including the high-level evaluation model GOTT will apply to award contracts.

### **Annex 1 GOTT Dynamic Purchasing System Application Form**

This document is the series of questions suppliers who wish to join the Technology Transfer Commercialisation DPS are required to answer. Further details of this process are given in the tender pack.

### **Annex 2 GOTT Dynamic Purchasing System Contract Terms**

This document contains the terms and conditions of the DPS and each mini-competition award. Please refer to the document for full details of the terms and conditions.

### **Annex 3 GOTT Dynamic Purchasing System Mini-Competition**

This document contains the details of the mini-competition, such as your procurement contact point, timescales relating to the opportunity, specification, and performance measures. Please refer to the individual mini-competition document for full details of each opportunity.

### **Annex 4 GOTT Dynamic Purchasing System Call-Off Award Form.**





This document creates the call-off contract in relation to the mini-competition opportunity.

## Tender timetable

The indicative timetable for the procurement to initially establish the DPS is set out below. This is intended as a guide and, whilst GOTT does not intend to depart from the timetable, it reserves the right to do so at any time.

Task	Date
DPS opportunity published on Contracts Finder <sup>2</sup> and Find a Tender Service <sup>3</sup>	3 <sup>rd</sup> April 2023
Date DPS available to Bidders	3 <sup>rd</sup> April 2023
Latest date / time DPS clarifications shall be received through Jaggaer eSourcing messaging portal	21 <sup>st</sup> April 2023 17:00
Latest date / time DPS clarification answers should be sent to all potential Bidders through Jaggaer eSourcing Portal	28 <sup>th</sup> April 2023 17:00
Closing date for Bidder to request DPS documents	3 <sup>rd</sup> May 2023
Deadline for Applications for the Initial Joining Stage	3 <sup>rd</sup> May 2023 17:00
Review and evaluation of the Initial Joining Stage submissions.	4 <sup>th</sup> May 2023 – 17 <sup>th</sup> May 2023 (24 <sup>th</sup> May 2023 if extended)
Anticipated DPS Contract Start Date	17 <sup>th</sup> May 2023 (24 <sup>th</sup> May 2023 if extended)
DPS End Date	3 <sup>rd</sup> April 2025

## Flexible call-off requirements

GOTT believes that our mission will be best achieved through engaging the collective skills and experience of Technology Transfer experts from a wide range of backgrounds, from large organisations to SME's and sole traders.

As such, we have sought to minimise the number of optional selection questions in part 3 of the DPS application form to ensure that barriers to entry are reduced and that access to this DPS remains fair and proportionate.

<sup>2</sup> <https://www.gov.uk/contracts-finder>

<sup>3</sup> <https://www.gov.uk/find-tender>



Prospective suppliers should be aware that individual call-off competitions may include additional supplier requirements specific to the client project, such as supplier personnel passing additional security screening<sup>4</sup> to work on sensitive material, or a supplier holding a valid Cyber Essentials<sup>5</sup> certificate.

Any specific requirements will be clearly set out in the call-off competition documents. DPS suppliers are under no obligation to submit a bid for any contract where they do not believe that they would be able to fulfil the client requirements.

Additionally, whilst the DPS application form does ask suppliers to confirm that relevant insurances<sup>6</sup> will be in place prior to the commencement of any awarded contract, the specific types of insurance and cover amounts will be assessed on a case-by-case basis and will be kept to a reasonable minimum as is applicable to the individual call-off.

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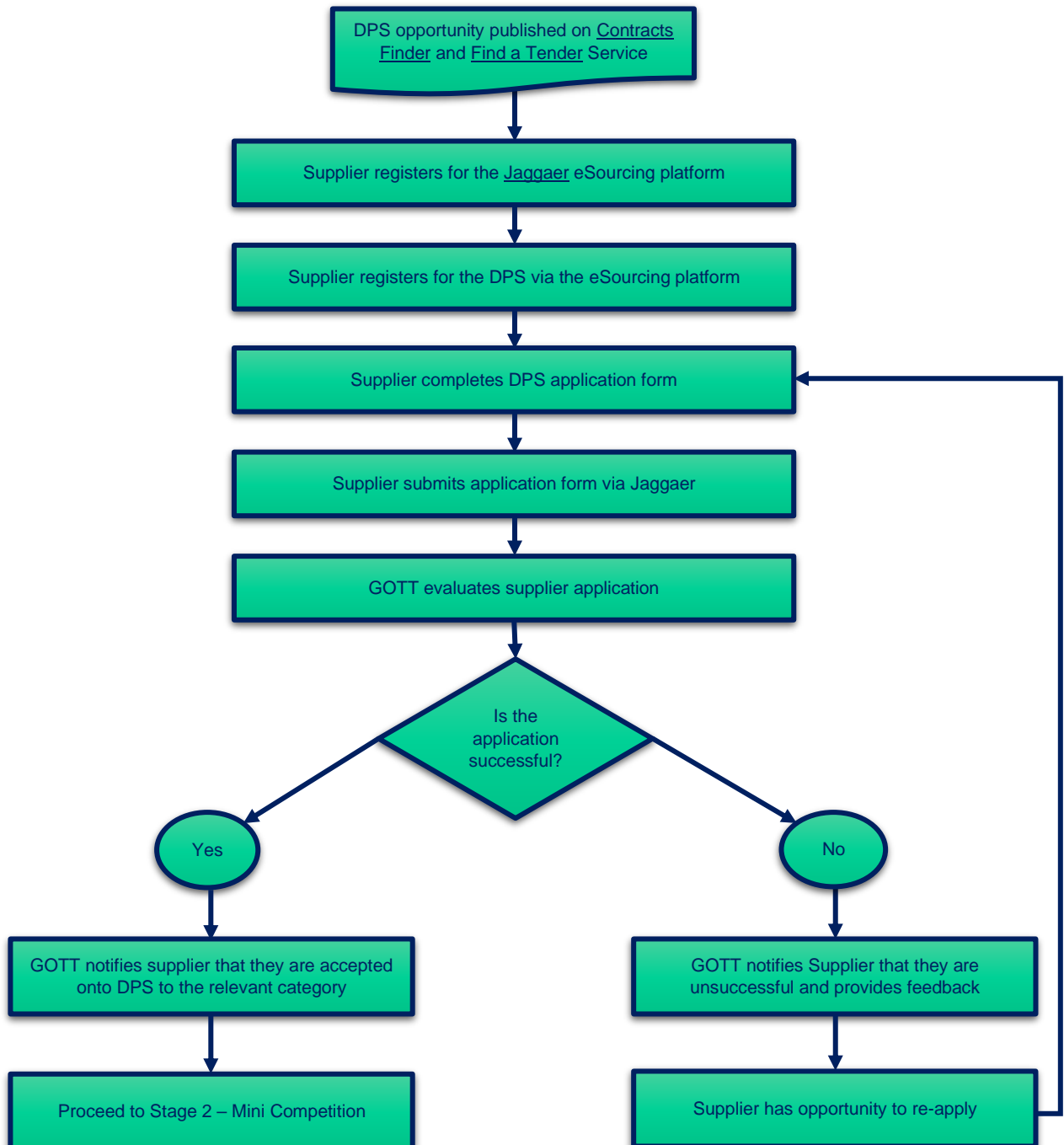
<sup>4</sup> <https://www.gov.uk/government/publications/united-kingdom-security-vetting-clearance-levels/national-security-vetting-clearance-levels>

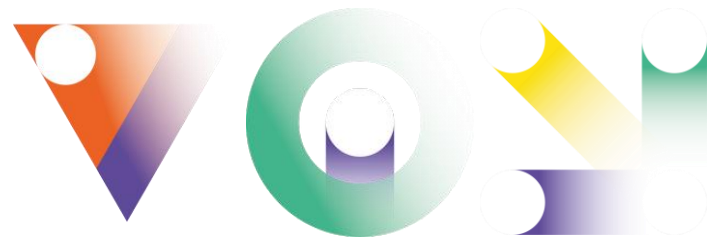
<sup>5</sup> <https://www.ncsc.gov.uk/cyberessentials/overview>

<sup>6</sup> <https://www.abi.org.uk/products-and-issues/choosing-the-right-insurance/business-insurance/liability-insurance/>

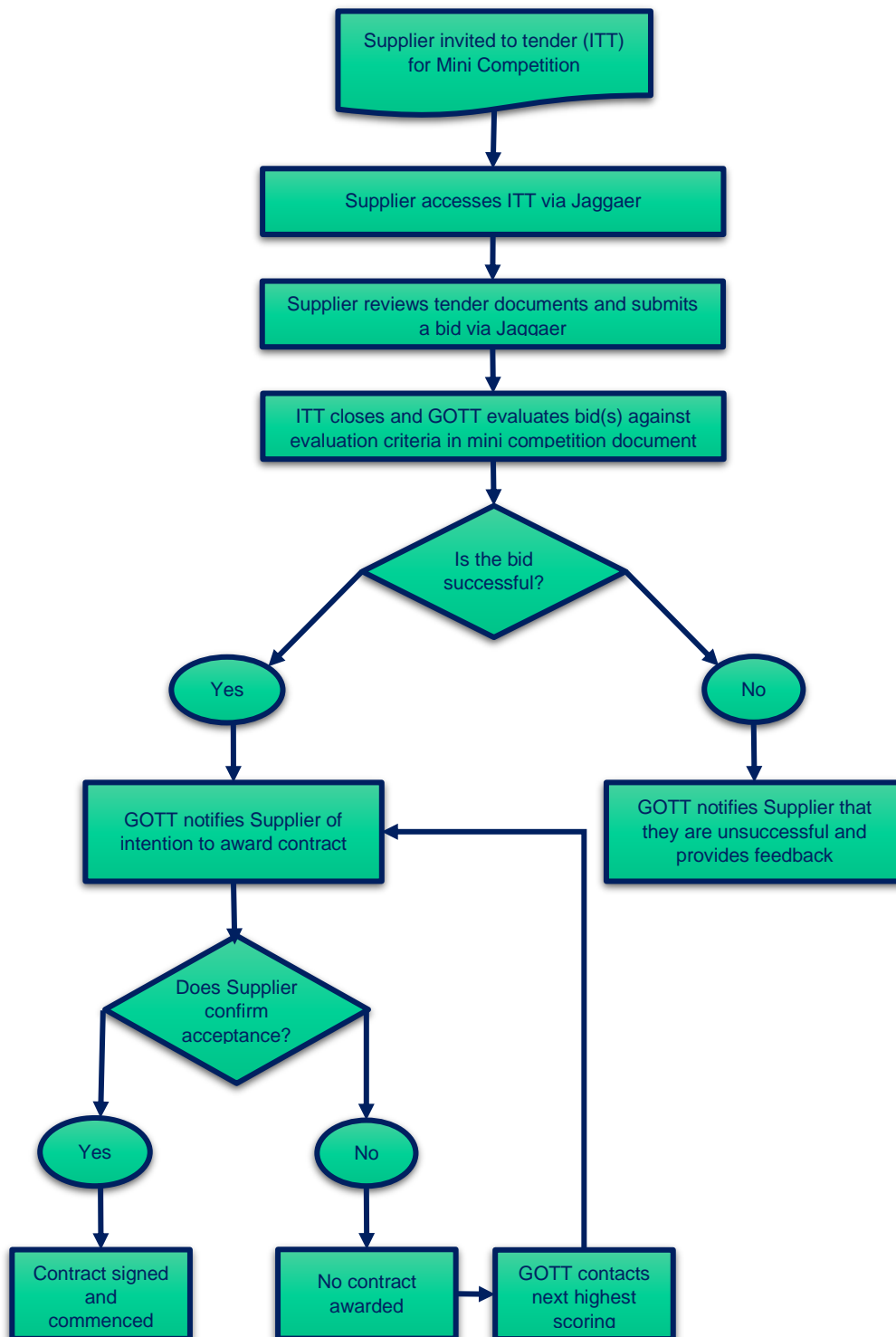


## DPS overview stage 1: Joining the DPS





## DPS overview stage 2: Invitation to tender





## FAQs

**1. Does the DPS cover the whole of the United Kingdom including the devolved administrations or England only?**

Suppliers from the UK, as well as from outside the UK are eligible to join the DPS.

**1. How long will the DPS last?**

GOTT's intention is that the DPS will be initially set up to run for two years. Under applicable regulations, this period can be amended and there is no defined maximum period for a DPS to run.

**2. How can a provider register for this platform?**

The DPS is a digital service hosted on the Jaggaer e-procurement system, used by the Department for Science, Innovation and Technology (DSIT) and other government departments. Access information is available on Contracts Finder and Find a Tender together with further details on the application process.

**3. What if I have missed the deadline for the initial joining stage? Can I still apply to join the DPS?**

Yes. A DPS differs from a traditional framework in that prospective suppliers may submit applications to join throughout the entire lifespan of the DPS, rather than only at initial formation.

We would encourage any suppliers interested in joining the DPS to submit applications as early as possible, for maximum possible opportunity to bid for contracts.

**4. How does a service provider know about an upcoming or live mini competition?**

The DPS will be a digital service, under which any call-offs will be sent out to all suppliers registered within that category together with a timeframe to respond. The timeframe may vary depending upon the urgency of the requirement, the minimum mini-competition duration is 10 days.

**5. Can a supplier register for multiple categories?**

Yes. Prospective suppliers may apply for one or more categories for which they are confident that they can deliver an effective service.

If a supplier has been successfully onboarded to the DPS and later develops capability and/or capacity to offer relevant services covered under another category or categories, the supplier is welcome to submit a further application for the additional category or categories.