


International Market Data Provider

Invitation to Tender

Document Information

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Prepared By	Ayan Mohamed – Knowledge Transfer Manager Foreign Investments
Approved By 1	Harriet Hole - Head of Investment  Signature:
Approved By 2	

1 Background to the Project

Innovate UK KTN connects ideas, people and communities to drive innovation that changes lives.

Innovation is complex. The journey from idea to market is not straightforward and requires a diverse range of know-how, investment, market knowledge and research. Innovate UK KTN exists to connect innovators with new partners and new opportunities beyond their existing thinking - accelerating ambitious ideas into real-world solutions.

The future holds both challenges and opportunities. We are passionate about working with innovative businesses to overcome these challenges and shape the opportunities and solutions that follow.

Our vision is to create a network of innovators so powerful its ideas will change the world.

While business is at the heart of our work, our diverse connections span government, funders, research and the third sector. This unrivalled overview and connectivity enable us to be a trusted guide through a complex global landscape of research, development and innovation.

To strengthen our role as a trusted guide, we are looking to develop and share insights that will help improve the innovation policy environment in the UK and enable businesses to innovate more effectively.

2 Description of work

The selected supplier will deliver an online software tool that facilitates comprehensive searches across different organizations and investment deals, catering to various sectors, including but not limited to investors, SMEs, charities, accelerators, incubators, private equity, debts, acquisitions, mergers, and assets. The tool should also cover different market sectors aligning with the Future Economy scope both within the UK and internationally.

Our investment team requires this tool to obtain up-to-date knowledge on market trends, investment landscapes, key stakeholders, and relevant information crucial for the success of our programs and activities. The tool should empower our team with the necessary insights to make informed decisions and drive private investment into innovative ventures.

The successful supplier's proposed tool should exhibit the following characteristics:

Data Coverage and Quality:

- The tool should provide comprehensive and accurate data.
- Depth and breadth of coverage should surpass industry standards.

Research Capabilities:

- Unrivalled research capabilities, including Morningstar sector, industry, and market outlook reports.
- Reports on venture capital (VC), private equity (PE), mergers and acquisitions (M&A), private company industry, and technology.

Service Excellence:

- The supplier should offer a dedicated Client Success Manager for personalized support.
- Live Chat support for quick assistance.
- Integration tools for seamless data utilization with various internal tools.
- Integration with Workbooks CRM.

Client Success Track Record:

The supplier should showcase a proven track record of client success, with a significant percentage experiencing return on investment (ROI) within the first year.

3 Activity Timings & Outputs

The contract is planned to start on 9th March for a 12-month period (March 2025).

4 Cost Allocations

The successful proposal will not exceed \$75,000 (**£60K excluding VAT for 10 users**) including VAT for providing access and support for 10 users.

The Contract will be awarded in accordance with a pricing proposal for the successful service provider.

5 Submission

In response to this invitation to tender, please provide the following information in a comprehensive bid format, preferably in PDF or PowerPoint (PPT) format. Ensure that your submission includes a breakdown of the services provided, clearly distinguishing between what is included and any additional offerings.

Shortlisted suppliers will be invited to present their proposals to the KTN investment team. Following the initial evaluation, demonstrations of the software are scheduled to take place online during the week commencing the 19th of February with both the Investment and Software Integration Teams. The final decision on the selected supplier is expected to be communicated by the 26th of February.

6 Key Milestones

Responses to the ITT should be submitted via email to Ayan Mohamed ayan.mohamed@iuk.ktn-uk.org before 12:00pm GMT on the 9th of February.

7 Evaluation structure

Mandatory requirements:

- IT Due Diligence (pass/fail)
- Cyber essential plus or equivalent (pass/fail)

Evaluation criteria

- Relevance of the tool (25%)
- Functionalities of the tool (10%)
- Usability of the tool (10%)
- Accuracy of the data (50%)
- Exporting capabilities and interactions/integrations with other software (5%)

8 Terms and Conditions

This invitation to tender is subject to “KTN’s Terms and Conditions of Contractor Engagement – Company Edition”, which are provided separately.

