



Safety Tech Innovation Network Building in Good Governance

Invitation to quote

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Overview

Safety Tech is a growing sector in the UK represented by over 70 companies. Since 2016 the sector has grown by 35% annually and in 2019 it generated £226 million in annual revenues.

However, there is more potential to grow the sector over the coming years. There is a need for safety tech companies to be able to access the talent it needs, in particular the skills and capabilities for digital, data and technology roles.

The recently published report entitled '[Safety tech in the UK: Skills & Capabilities](#)', outlines the technical skills and capabilities required by safety tech businesses and highlights the challenges experienced, namely:

- Safety tech is losing out on technology talent who would find its mission compelling
- Safety tech needs to actively recruit for diversity while it builds its profile
- Safety tech companies take the burden of putting data privacy, security and ethics first
- Safety tech companies need support in how to sell their products and how to keep users at the centre of their development process

The report makes recommendations against each of these challenge areas, with the aim of ensuring that safety tech companies are equipped with knowledge and capabilities that can support the growth of a trusted and resilient sector

The Safety Tech Innovation Network is supporting DCMS in this programme and would like to invite relevant companies with the knowledge of the sector and experience in delivering training courses to submit their proposal to design and deliver a training programme within the "Safety Tech Academy".

Goals and Objectives

The goal of the 'building in good governance' training module is to provide safety tech company leaders (CEOs/COOs) with:

- an overview of the practical and tangible resources that will help them succeed as principle-led, customer-focused businesses;
- support in developing a roadmap that is tailored to their needs.

Open

We value diversity of opinions, ideas, skills and perspectives.

Creative

We embrace ideas with curious minds and use our insight to uncover opportunity.

Collaborative

We are one team, working together across sectors, people and geographies to drive positive change.

Determined

We are determined to meet challenges with solutions and enable innovators to think and act beyond expectations.



Deliverables

The provider will be expected to deliver a short, modular training programme that will help CEOs and COOs of safety tech SMEs:

- understand the basic principles of running and growing a social-impact technology business, and;
- prioritise the elements that are useful and relevant to them, and develop a broad plan for taking action.

Whilst we envisage that this training course will be geared towards CEOs and COOs of safety tech SMEs, this will depend on the outcomes of our discovery phase. We imagine the cohort size on this programme will be around 20-30 individuals, though this is subject to the findings from user research. All training and communication will be online, with no face-to-face element. The course should be a hybrid of instruction and tailored support.

The work should include two phases:

Phase 1: Discovery (4 weeks)

During the Discovery phase, the provider will engage with 10-15 representatives of the safety tech sector to building on the evidence set out in the Skills and Capabilities report, by:

- developing a more granular view of the content areas on which safety tech CEOs and COOs would like further instruction, when growing a social impact business;
- understanding the type and format of training provision that is most likely to be useful to this audience;
- assessing current market provision of these training types;
- designing and testing the basic elements of a course that would meet priority needs

We would particularly want the provider to explore topics of:

- strategy and governance
- responsible leadership
- financial and business models
- product design and development
- communications and brand trust
- roadmapping

At the end of the Discovery phase, the provider will supply a report that sets out:

- conclusions on user needs

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- the recommended approach to the course
- the proposed evaluation criteria, including setting out the metrics used to measure the success of delivery.

This report will be submitted to KTN/DCMS for review and comment, and will inform the work delivered in phase 2.

Phase 2: Design and delivery

During Phase 2, the provider will design and deliver a training programme for CEOs/COOs based on the programme agreed at the end of Phase 1.

Our current assumptions are that:

- the programme will be delivered in a modular format, over 4 to 6 sessions
- the first tranche of the programme will be delivered in November/December 2021
- there will be between 20 to 30 safety tech CEOs and COOs participating
- the programme will be online-only, and combine whole-group 'instructional' elements with tailored support for individual companies to develop an approach that is right for their business
- each session should be no more than 2 hours in length
- DCMS will be responsible for advertising for, and recruiting, participants
- there will be a pool of resources (videos, decks, reading materials) generated for participants to access during and after the course.

The project will need to be evaluated throughout and at the end, with an evaluation report provided to DCMS and KTN covering how well the deliverables have been met, with recommendations for improvement where necessary.

Follow-up tranches

Depending on the success of Phase 2 above, it is possible that we will commission a further training course for a second cohort. This will take place in February-March 2022.

Technical considerations

The programme should be delivered online using widely available platforms and tools that can be accessed by all programme participants.

The contractor is required to have the Cyber Essentials Plus certification.

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Budget:

- The available budget is £38,000 (including VAT) for cohort 1 programme
- Additional and separate costing for a second programme in the spring of 2022 (TBC)

Term & Expiry Date:

The work must commence during September 2021, with cohort 1 programme delivered in November-December 2021 time frame.

Taking into account the success of the delivery of cohort 1, we envisage building upon this for delivery of cohort 2 in February - March 2022.

Submissions:

In response to this tender, please provide the information listed below.

- Short narrative describing how you would approach the project and design and deliver the training programme
- One or more examples of similar work delivered in the past
- Outline of the delivery platform you propose to use
- Recognising that this would be subject to change and within the constraints of the overall budget, suppliers are asked to submit a timeline of estimated costs for the duration of the project i.e. September 2021 - March 2022.
- KTN invites suppliers to provide any additional information in the form of video content, imagery or links, which provide supporting evidence that suppliers recognise and work in accordance with KTN and STIN values as an organisation. Suppliers might include evidence of environmental management practices, environmental or social aims and social responsibility, diversity and inclusion policy and practices.

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- Standard T&Cs.

Please provide the information requested above by 4pm on 3rd September at the latest. Submissions will be assessed on an ongoing basis until this date.

Principal Contact for the Invitation to Quote

Please direct any questions, communications and submissions to:

Iwona Wilk: Knowledge Transfer Manager - Digital at KTN, iwona.wilk@ktn-uk.org and
Andy Curtis: Head of Digital Economy and Creative Industries at KTN, andy.curtis@ktn-uk.org

Terms and Conditions

Any contract offered will be subject to “KTN’s Terms and Conditions of Contractor Engagement – Company Edition”.

Please note that KTN reserves the right to not select any supplier if we feel none meet our requirements and budget.

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