Mini Competition

Mini Competition against an existing Framework Agreement (MC) on behalf of UK Research and Innovation

Subject: 10 Year Evaluation of MRC Translational Research

Sourcing reference number: CR18073

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Section 1 – About UK Shared Business Services

Putting the business into shared services

UK Shared Business Services Ltd (UK SBS) brings a commercial attitude to the public sector; helping Contracting Authorities improve efficiency, generate savings and modernise.

It is our vision to become the leading service provider for Contracting Authorities for in the UK public sector, continuously reducing cost and improving quality of business services for Government and the public sector**.**

Our broad range of expert services is shared by our Contracting Authorities . This allows Contracting Authorities the freedom to focus resources on core activities; innovating and transforming their own organisations.

Core services include Procurement, Finance, Grants Admissions, Human Resources, Payroll, ISS, and Property Asset Management all underpinned by our Service Delivery and Contact Centre teams.

UK SBS is a people rather than task focused business. It's what makes us different to the traditional transactional shared services centre. What is more, being a not-for-profit organisation owned by the Department for Business, Energy & Industrial Strategy (BEIS), UK SBS' goals are aligned with the public sector and delivering best value for the UK taxpayer.

Growing from a foundation of supporting the Research Councils, 2012/13 saw Business Innovation and Skills (BEIS) transition their procurement to UK SBS and Crown Commercial Service (CCS) agree a Memorandum of Understanding with UK SBS to deliver two major procurement categories (construction and research) across Government.

UK SBS currently manages £700m expenditure for its Contracting Authorities.

Contracting Authorities who have access to our services and Contracts are detailed here.

Section 2 – About the Contracting Authority

UK Research and Innovation

Operating across the whole of the UK and with a combined budget of more than £6 billion, UK Research and Innovation represents the largest reform of the research and innovation funding landscape in the last 50 years.

As an independent non-departmental public body UK Research and Innovation brings together the seven Research Councils (AHRC, BBSRC, EPSRC, ESRC, MRC, NERC, STFC) plus Innovate UK and a new organisation, Research England.

UK Research and Innovation ensures the UK maintains its world-leading position in research and innovation. This is done by creating the best environment for research and innovation to flourish.

For more information, please visit: www.ukri.org

Section 3 - Working with UK Research and Innovation (MRC)

In this section you will find details of your Procurement contact point and the timescales relating to this opportunity.

Section 3 – Contact details		
3.1	Contracting Authority (CA) Name and address	UK Research and Innovation, Polaris House, Swindon, SN2 1FL
3.2	Buyer name	Jack Noden
3.3	Buyer contact details	Research@uksbs.co.uk
3.4	Maximum value of the Opportunity	£500,000.00 (excluding VAT)
3.5	Process for the submission of clarifications and Bids	**All correspondence shall be submitted within the Emptoris e-sourcing tool. Guidance Notes to support the use of Emptoris is available here.** **Please note submission of a Bid to any email address including the Buyer will result in the Bid not being considered.**

Section 3 - Timescales		
3.6	Date of Issue of Mini Competition to all Bidders	13/06/2018
3.7	Latest date/time Mini Competition clarification questions shall be received through Emptoris messaging system	4/07/2018 11:00 am
3.8	Latest date/time Mini Competition clarification answers should be sent to all Bidders by the Buyer through Emptoris	6/07/2018
3.9	Latest date/time Mini Competition Bid shall be submitted through Emptoris	11/07/2018 14.00pm
3.10	Date/time Bidders should be available if clarifications are required	18/07/2018 – 20/07/2018
3.11	Anticipated selection and de selection of Bids notification date	25/07/2018
3.12	Anticipated Award Date	25/07/2018

3.13	Anticipated Contract Start Date	30/07/2018
3.14	Anticipated Contract End Date	28/02/2019
3.15	Bid Validity Period	60 Working Days
3.16	Framework and or Lot the Mini competition will be based on	CR150025BIS – BEIS Research & Evaluation Framework, Lot 3

Section 4 – Specification

1.0. Summary

This contract is to support an evaluation of MRCs translational research funded over the last ten years with the aim of delivering strategic recommendations for the future.

MRC is undertaking this programme of work to evaluate its contribution to UK translational research. This includes **a detailed assessment of the progress, productivity and quality of translationally relevant research** and relevant strategic initiatives supported by the MRC between 2008/09 and 2018. The context **beyond MRC funding** is important – many projects are supported from multiple sources, and insights into whether this diversity of funding routes is useful for the UK would also be of interest. **The impacts and outputs** of this research portfolio need to be understood in order to inform MRC's strategy in translational research over the next 10 years.

The MRC wishes to appoint a contractor that **will help it design and conduct evidence gathering, analyse outputs, and report this evaluation**.

An expert group has been formed to provide independent advice to MRC's committees and Executive. The contractor will provide their independent report on the assessment of outcomes from MRC's strategy to date to this expert group, but will also work with the expert group as they formulate their advice to the MRC.

The contractor will contribute significantly to the development of both detailed and strategic insights and advice for the MRC, actively engage in the design of analyses, collection of data and interpretation of results. In particular the MRC is seeking a partner that can

i) quickly appreciate MRC's role in supporting translational research
ii) review relevant literature and assess the current status of the field
iii) bring both project management skills and scientifically literate expertise to bear, in order to design and collect substantial new data from the research community
iv) identify non-MRC datasets that may be useful as benchmarks and to set results in context
v) contribute mature analytical capability and synthesise recommendations based on the results gathered, the available literature in the field, external data, and present authoritative and independent assessments and advice to the MRC.
vi) Contribute to writing sections of the final report and liasing with an expert advisory group

Fieldwork is expected to have as its largest element a set of structured interviews with members of the research community during September to November 2018, but the contractor will also need to gather evidence from other sources, both on the outcomes of the MRC portfolio of projects and on the significance of and national/international standing of the portfolio. The work will conclude with a workshop in early 2019. The contractor will contribute to writing up the results of this workshop, the final report will be co-authored by the contractor and the MRC, and the contractor will have sole responsible for at least one major section in this final report.

As well as forming part of the overall advice presented to MRC early in 2019, the contractors section of the report on outcomes and evidence is expected to be drawn on for other purposes such as for case studies, as part of MRC's accountability and UKRI reporting to Government etc. The report should, as a minimum, cover;

- Structured and quantitative analysis, desk-based of the whole portfolio
- Full data and analysis on a structured sample (~300) that will allow extrapolation to the whole portfolio
- Case study reports with references on at least 5% of the sample.

Some of the strategy questions that have been suggested as important for the evaluation to address include:

Performance – results from funding

- Can we assess the success that each MRC mechanism for funding has had?
- As well as meeting our initial expectations – is our translational programme "best in class". Can we benchmark our investments, against others in the UK or internationally?
- Is the MRC translational portfolio or pipeline stronger or broader than when the scheme was launched? Is translation proceeding any more quickly?
- Are we able to see and quantify effects on the broader UK translational environment enabled by MRC funding (e.g. centres of excellence, researchers with specific translational skills, increase in the number of translational research offices within HEIs, success in downstream funding etc.).

Determinants of performance

- How has performance varied across the portfolio and why?
- Do some contexts favour success (e.g. Universities with critical mass; specialist centres of excellence, industry partnering, particular types of R&D, or stages of R&D?)
- Do multiple funding routes provided by the public sector (e.g. MRC, other research council support, Innovate UK, NIHR etc.) provide complementary support? Do they have distinct characteristics?

Changes over the ten years, and the future

- Whether in response to translation funding or not, how have industry and investor behaviours changed
- How well have academically-rooted translation AND new industry / academic partnerships in early translation developed in the UK, relative to other countries.
- Are there any disciplines or translational development stages (for example, pre-clinical, early clinical assessment) where MRC has particular strengths or weaknesses?
- What should we do more of, as we think it will achieve greater impact? What should we do less of, as we think it is not so effective as other mechanisms of support or fields of study, or can be left to the private sector?

2.0. Background

2.1. MRC's Translational Programme

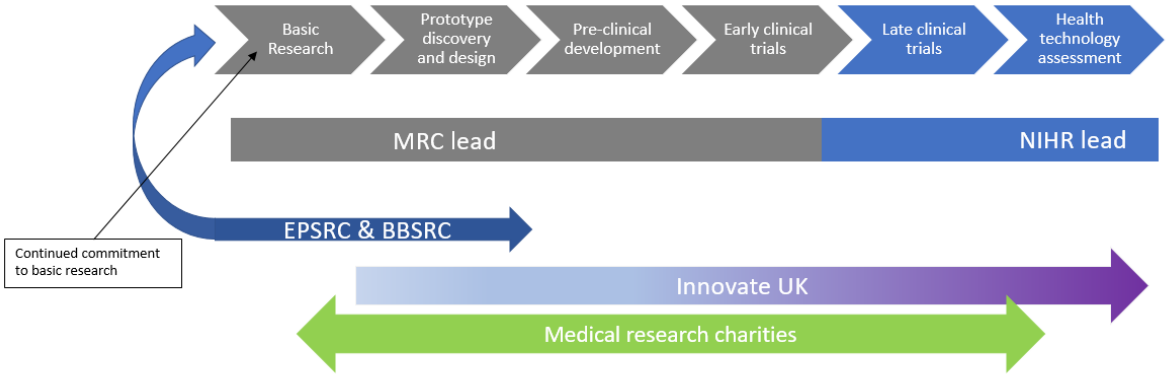
Translation is the principle of turning fundamental discoveries into improvements in human health and economic benefit[1]. At every step in this process there are opportunities for discovery science to deliver improvements in speed, efficiency and effectiveness. In addition, results from clinical studies have the potential to inform the design of further basic studies into the cellular and molecular basis of disease. Although the pathway for research ideas from "bench to bedside" is often simplified to a linear process emphasising forward translation, in practice it will involve a complex series of iterations and cycles between different stages of development, and effective projects often involve work on separate "stages" of innovation proceeding in parallel.

MRC's role in supporting translational research has been developed in partnership with the Office for Strategic Coordination of Health Research (OSCHR), and involves close working with organisations such as NIHR and Innovate UK, and reflects government strategies such as

[1] https://mrc.ukri.org/funding/science-areas/translation/

the Strategy for UK Life Sciences[2]. An overview of the positioning of MRC's remit with other UK funders across a simplified translational pathway is shown in Figure 1 below.

Figure 1 Summary of funder remits along the translational pathway



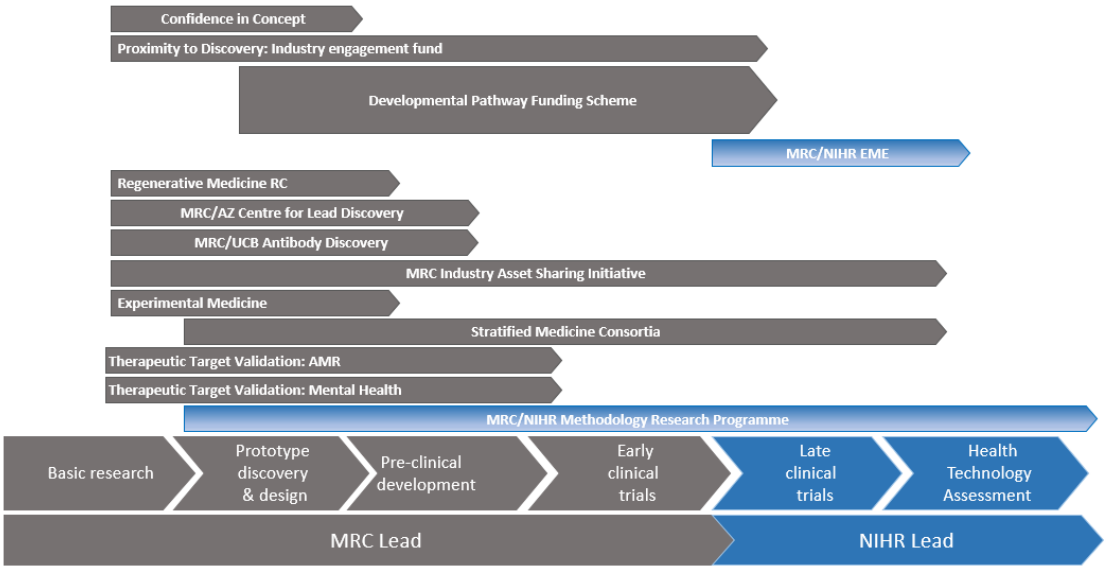
Oversight and guidance on MRC's activities in this area is provided by the MRC's Translational Research Group[3].

The aim of MRC's translational strategy is to drive innovation, facilitate the transfer of the best ideas into new interventions, and improve the return on investment in fundamental research[4]. Between 2008/09 and 2016/17 the MRC supported over £5.5 billion of new research. This funding has primarily been allocated through the four thematic Research Boards in response to ideas received from the scientific community ("response mode"), but supplemented by targeted *ad hoc* schemes and calls in areas of strategic importance (e.g. Anti-Microbial Resistance, Stratified Medicine – "strategic mode").

Since 2008 the MRC has built a programme of strategic funding initiatives to accelerate translation, build translational research capacity and overcome specific bottlenecks in translational medicine. Expenditure through these strategic initiatives totals ~£50 million per year (2008/09 – 2016/17 total expenditure £468 million). Details of MRC's strategic translational research initiatives are at **Annex 1**, and a summary of the positioning of these initiatives within the translational pathway is presented in Figure 2.

Figure 2 Positioning of MRC initiatives along the translational pathway

[2] https://www.gov.uk/government/publications/uk-life-sciences-strategy
[3] https://mrc.ukri.org/about/our-structure/strategy-board-overview-groups/translational-research-group/
[4] https://mrc.ukri.org/publications/browse/strategic-plan-2014-19/



Many projects and programmes funded through MRC's response mode will also have set out translational objectives at the application stage. Analysis[5] has estimated that each year MRC supports a further ~£100 million of research that expressed **to some degree** intent to translate findings into/closer to early clinical studies (2008/09 – 2016/17 total expenditure £915 million). This research is supported via grants for projects and programmes conducted in UK Universities (extramural programme) and at the MRC's Institutes and Units (intramural programme).

These results indicate that overall approximately 25% of MRC funding is partly or wholly aimed at progressing translation. MRC is interested in examining the progress of these projects, the proportion that achieve results (whether positive or definitively negative) and, if possible, the longer-term outcomes realised.

MRC has a detailed feedback process for researchers to report annually on the outputs of their research which utilises the Researchfish® system[6]. All MRC researchers are required to complete a return using Researchfish®. Researchfish® is also used by around 80 funders. These funders support work mainly in the UK and are mainly focussed on biomedical research. The dataset accumulated across all funders now contains over 2.5 million reports of output linked to over 100,000 awards and is a powerful finding aid for projects with outcomes that indicate translation has occurred (outputs of interest include patents, spin out company formation, clinical trials, reports of new products or materials etc.). MRC will mine this dataset for MRC funded projects with evidence of translational outputs, identify the research teams that have driven this work, and collaborate with other funders to better understand the MRC's contribution within the context of multiple inputs from multiple funding agencies.

Several of MRC's strategic initiatives are "managed programmes" (e.g. DPFS and Confidence in Concept) in which researchers complete more frequent and detailed milestone reports on progress. This information will be combined with data collected in phase 1 of the work outlined here to gain a more detailed appreciation of the progress and impact of these strategic initiatives in the context of the wider MRC portfolio.

3.0. Programme of work

[5] This analysis utilised the Health Research Classification System (HRCS, www.hrcsonline.net) to identify research that proposed to include aspects of detection, screening, diagnosis, research or the development and evaluation of new treatments. Later stage trial work was excluded and some aspects of prevention research was included.

[6] www.researchfish.net

This contract is to support MRC's overall evaluation of translational research supported since 2008/09.

The work will need to cover five areas, some of which should run in parallel

i) **Co-design and conduct an interview and analysis programme.** To provide quantitative and qualitative evidence relating to the speed and scale of translational progress the MRC wishes to compile detailed information from a representative sample of translationally relevant projects. To achieve this we need to assess the quality and accuracy of the information we already hold, and agree what further information would add most value. We also need to determine which projects should be followed up in detail to provide a representative sample. MRC will provide information about projects it has funded, that are translationally relevant (example at **Annex 2**), including any data that is held about outcomes reported via the Researchfish® system. The contractor will help in assessing this information, seek out and review further data where relevant (e.g. academic papers on the project and potentially competing technologies, patents, clinical trial data etc.), work out an approach to prioritising projects for information gathering, and co-design the questions that could be asked of researchers at interview. The outputs of this work will set the foundations for iii) and iv) below.

ii) **A review and assessment of formal and grey literature in the field, and identification of non-MRC data available.** This work will involve conducting a systematic search of the academic and grey literature to a) identify studies relevant to what works, and what does not work in supporting translation b) identify non-MRC datasets that could be useful to set MRC's work in context. For example; MRC research will have led to the initiation of a number of early phase clinical trials and engaged UK biotechnology companies in academic collaborations. Can external data be used to calculate the proportion of UK trials of advanced therapeutic medicinal products supported by MRC, or the % of UK biotech SMEs that have a link to MRC funded research? The aim should be to link external data where available to MRC information in ways that provide new insights. The output from this work will help to shape iii) and iv) below.

iii) **Collect and analyse structured information about MRC project output**. The aim is to provide new detailed information on the progress and impact of projects that MRC has funded over the last ten years. Given the potentially wide-ranging and qualitative nature of the information sought, phone, skype or other interactive interviews are desired, rather than an online survey, so that areas of interest can be explored by the interviewer during the interview. The process will require interviewers that have sufficient scientific literacy to understand and probe the reported outputs and influences/barriers etc, and the skill to to competently steer the interview and capture the desired insight into translational progress. Important for this process is the preparation of a tailored interview brief by the contractor. This brief should be carefully designed to highlight the information that MRC already holds concerning project outputs and identify the key information that should be sought to provide a view of the speed and extent of delivery for these projects. MRC wishes to make comparisons across different funding mechanisms, to identify what has worked well and what has not worked as well, to identify barriers to translation and highlight examples where MRC research has achieved benefits for society. Based on a preliminary analysis of the pool of researchers that MRC has supported over the last ten years, it is expected that **approximately 300 researchers** will need to be interviewed (between 5-10% of total principal and co-investigators holding translationally relevant awards). The MRC will require preliminary and regular feedback from the process, and so interim progress reports will be needed throughout this phase. The contractor will be required produce a report on the data collected and a synthesis of the findings when this phase is complete.

iv) **Conduct and record the details of interviews from key opinion leaders from academia, industry, and other key stakeholders in translational research**. Preparations for these interviews will draw on the outputs from the review of the literature and the early results from researcher interviews and will be used to i) validate findings, ii) to identify new aspects of the contribution that MRC has made to the broader UK system of support for translational medicine, and iii) to explore potential future strategies and funding approaches in this area. Preliminary thinking about the potential list of stakeholders, including research funding panel members, senior researchers in Universities and industry, and contacts in other funders suggests that **approximately 80 people** will need to be interviewed in detail.

v) **Produce a briefing based on i) the views of opinion leaders, ii) the supporting evidence from the research community, and iii) other learning from participating in the project. Develop this briefing into a final report, following discussion at a workshop meeting with the expert advisory group.** The initial briefing, which can be in the form of a detailed slide-set, will be used in preparation for a workshop with the expert advisory group, which the contractor will be expected to help facilitate. The contractor will be expected to present and discuss the outputs and findings from their work in the previous phases of the contract at this workshop and work with the expert group in refining their recommendations. The contractor will be required to draft the full outputs from the workshop, including the recommendations from the expert advisory group. This will form 1-2 sections of a final report. The MRC will provide further material probably including a description of the translational programme supported over the last ten years and executive summary. The report will aim to assist the MRC in: a) communicating the impact of the past ten years of MRC translational research and b) considering future strategies and approaches to support future translational research in the UK. The final report will be signed-off by MRC.

3.1. Timescales

Project Delivery: MRC requires the contractor to provide sufficient resources to deliver the project within 7-8 months.

A high level project plan is suggested for the work in table 1 below (although the contractor will have flexibility to schedule the various areas of work within the overall timescale and in collaboration with the MRC).

Table 1 Draft project plan

Date	Task	Comment
Start of August	Inception meeting	• Contractor briefed, contracts confirmed • Timescales and key deliverables agreed • Plans for pilot work finalised • Literature search and search for non-MRC data sources discussed
	Pilot	• Contractor and MRC staff to design and test interview structure and briefing material • Accurately test the time and resources needed to deliver, analyse and validate 300 interviews to the required quality • Amend interview brief and agree structure for data to be recorded, plus indicators of quality for the interviews

		• Confirm timescales and regular monitoring arrangements for the first phase of interviews, risk log and mitigating actions
Mid September – mid-November	First phase of data collection	• Roughly 2 months has been scheduled to deliver 300 interviews, but subject to agreement with the contractor at the outset of the project. • One output should be a spreadsheet containing all feedback from researchers in the structure agreed in the pilot
	Results from first phase of data collection summarised	• Contractor to synthesise summary report on data collected which covers the main themes identified and key evidence captured, plus any learning that could be helpful for future exercises. This could be in the form of a PowerPoint slide set.
Mid October	Second phase of data collection development work	• Contractor to design the second phase of interviews with key opinion leaders (work may run in parallel with the first phase of fieldwork)
Mid December	Second phase of data collection complete	• Roughly 3 weeks scheduled to deliver 80 key opinion leader interviews, results can be summarised as a slideset.
Start of January	Present findings at workshop with expert advisory committee	• Contactor to present to the workshop with the expert advisory group, and work with the MRC to capture key points for inclusion in final report.
February	Synthesis of findings from both sets of interviews, literature search and workshop.	• MRC will produce "chapter 1" of the final report (background and portfolio details), the contractor will write and own "chapter 2" which i) summarises the responses collected from researchers and key opinion leaders in support of the conclusions ii) highlights cases of research successes and failures iii) describes MRC's contribution to the field. The contractor will provide the initial draft to "chapter 3" which sets out the conclusions this will be edited and "owned" by the expert advisory group.
March	Project close	Report published

3.2. Working with the MRC

The project will rely on close collaboration and iteration between the MRC and contractor, the main deliverables for the work are proposed below, but will be subject to agreement at the outset of the project:

Product	MRC responsibility	Contractor responsibility
Project plan	Co-develop the project plan and process to agree any amendments to it. Jointly agree milestones and deliverables.	
Pilot	To provide MRC held information on funding etc., assist in testing interview brief, and to contribute to development of questions for interviews.	To design the approach to the interviews including the interview brief – building on the information provided by the MRC (examples at Annex 2), initial question set and inform the approach for piloting it and rolling out to a larger set of interviewees.

	To propose indicators of quality for interviews	To deliver interviews to the required quality
		Select interviewees to contacted and in discussion with MRC prioritise these into groups of primary, secondary and tertiary importance. Contact and conduct interviews with the required number of researchers
	To ensure compliance with GDPR with respect to the data shared with the contractor.	To ensure compliance with GDPR in the conduct of interviews, securing interviewee consent to use the feedback.
First phase of data collection	To provide supportive arrangements for regular monitoring and progress reporting.	To deliver up to 300 interviews and record the feedback in a consistent structure
	Review summary of Phase 1 data, and if meeting requirements to accept this summary.	To produce a summary of first phase findings and learning from the exercise
Second phase of data collection	Agree plans for second phase data collection.	Contribute to the planning for second phase of data collection, highlighting themes that should be included based on learning from first phase.
	Propose a long-list of 50-80 key opinion leaders to be interviewed	Comment on and if necessary extend the list of key opinion leaders, conduct second phase of interviews to the agreed structure, again achieving an agreed number of responses from priority interviewees. Summarise results.
Final report	Finalise report overall.	Produce a chapter for the final report which summarises the responses collected from key opinion leaders and main conclusions for the work, the report should include the evidence collected in from the research community in support of the conclusions and highlight cases of research successes and failures
Literature search	To contribute work done so far to identify relevant literature and help shape literature search.	To complete a literature search, produce a summary and also to identify relevant useful external datasets.

3.3. Project Management and Governance

The MRC has established a programme steering group for the evaluation of translational research that will be responsible for signing off the main deliverables for the work. The MRC has also

established a project working group and an expert advisory group to oversee the collection and analysis of feedback from the research community. The project working group will meet regularly with the contractor throughout the project and deliver MRC's contribution to the project. At key points the expert advisory group will consider the proposed approach, preliminary findings and final results.

Section 5 – Evaluation of Bids

The evaluation model below shall be used for this Mini Competition, which will be determined to two decimal places.

Where a question is 'for information only' it will not be scored.

To maintain a high degree of rigour in the evaluation of your bid, a process of moderation will be undertaken to ensure consistency by all evaluators.

After moderation the scores will be finalised by performing a calculation to identify (at question level) the mean average of all evaluators (Example – a question is scored by three evaluators and judged as scoring 5, 5 and 6. These scores will be added together and divided by the number of evaluators to produce the final score of 5.33 (5+5+6 =16÷3 = 5.33)

Pass / fail criteria		
Questionnaire	**Q No.**	**Question subject**
Commercial	SEL3.12	Cyber Essentials
Commercial	SEL3.13	General Data Protection Regulations (GDPR)
Commercial	FOI1.1	Freedom of Information Exemptions
Commercial	AW1.1	Form of Bid
Commercial	AW1.3	Certificate of Bona Fide Bid
Commercial	AW4.1	Special Terms
Price	AW5.5	E Invoicing
Price	AW5.6	Implementation of E-Invoicing
Quality	AW6.1	Compliance to the Specification
-	-	Invitation to Quote – received on time within e-sourcing tool

Scoring criteria

Evaluation Justification Statement

In consideration of this particular requirement the Contracting Authority has decided to evaluate Potential Providers by adopting the weightings/scoring mechanism detailed within this Mini Competition. The Contracting Authority considers these weightings to be in line with the framework .

Questionnaire	Q No.	Question subject	Maximum Marks
Price	AW5.2	Price	20%
Quality	Proj1.1	Understanding the Project Environment	15%
Quality	Proj1.2	Approach/ Methodology	30%
Quality	Proj1.3	Staff to Deliver	15%
Quality	Proj1.4	Project Plan, risk management and Timescales	20%

Evaluation of criteria

Non-Price (Quality) elements

Each question will be judged on a score from 0 to 100, which shall be subjected to a multiplier to reflect the percentage of the evaluation criteria allocated to that question.

Where an evaluation criterion is worth 20% then the 0-100 score achieved will be multiplied by 20**%**.

Example if a Bidder scores 60 from the available 100 points this will equate to 12% by using the following calculation:

Score = {weighting percentage} x {bidder's score} = 20% x 60 = 12

The same logic will be applied to groups of questions which equate to a single evaluation criterion.

The 0-100 score shall be based on (unless otherwise stated within the question):

0	The Question is not answered or the response is completely unacceptable.
10	Extremely poor response – they have completely missed the point of the question.
20	Very poor response and not wholly acceptable. Requires major revision to the response to make it acceptable. Only partially answers the requirement, with major deficiencies and little relevant detail proposed.
40	Poor response only partially satisfying the selection question requirements with deficiencies apparent. Some useful evidence provided but response falls well short of expectations. Low probability of being a capable supplier.
60	Response is acceptable but remains basic and could have been expanded upon. Response is sufficient but does not inspire.

80	Good response which describes their capabilities in detail which provides high levels of assurance consistent with a quality provider. The response includes a full description of techniques and measurements currently employed.
100	Response is exceptional and clearly demonstrates they are capable of meeting the requirement. No significant weaknesses noted. The response is compelling in its description of techniques and measurements currently employed, providing full assurance consistent with a quality provider.

All specific: questions will be marked based on the above mechanism. Please be aware that there may be multiple evaluators. If so, their individual scores will be averaged to determine your final score as follows: :

Example

Evaluator 1 scored your bid as 60

Evaluator 2 scored your bid as 40

Evaluator 3 scored your bid as 80

Evaluator 4 scored your bid as 60

Your final score will be calculated as follows (60+40+80+60) ÷ 4 = 60

Price elements will be judged on the following criteria.

The lowest price for a response which meets the pass criteria shall score 100.
All other bids shall be scored on a pro rata basis in relation to the lowest price. The score is then subject to a multiplier to reflect the percentage value of the price criterion.

For example - Bid 1 £100,000 scores 100,
Bid 2 £120,000 differential of £20,000 or 20% remove 20% from price scores 80
Bid 3 £150,000 differential £50,000 remove 50% from price scores 50.
Bid 4 £175,000 differential £75,000 remove 75% from price scores 25.
Bid 5 £200,000 differential £100,000 remove 100% from price scores 0.
Bid 6 £300,000 differential £200,000 remove 100% from price scores 0.

Where the scoring criterion is worth 50% then the 0-100 score achieved will be multiplied by 50

In the example if a supplier scores 80 from the available 100 points this will equate to 40% by using the following calculation: Score/Total Points multiplied by 50 (80/100 x 50 = 40)

The lowest score possible is 0 even if the price submitted is more than 100% greater than the lowest price.

Section 6 – Evaluation questionnaire

Bidders should note that the evaluation questionnaire is located within the **e-sourcing questionnaire.**

Guidance on completion of the questionnaire is available at http://www.uksbs.co.uk/services/procure/Pages/supplier.aspx

PLEASE NOTE THE QUESTIONS ARE NOT NUMBERED SEQUENTIALLY

Section 7 – General Information

What makes a good bid – some simple do's ☺

DO:

7.1 Do comply with Procurement document instructions. Failure to do so may lead to disqualification.

7.2 Do provide the Bid on time, and in the required format. Remember that the date/time given for a response is the last date that it can be accepted; we are legally bound to disqualify late submissions.

7.3 Do ensure you have read all the training materials to utilise e-sourcing tool prior to responding to this Bid. If you send your Bid by email or post it will be rejected. Unless formally requested to do so by UK SBS e.g. Emptoris system failure

7.4 Do use Microsoft Word, PowerPoint Excel 97-03 or compatible formats, or PDF unless agreed in writing by the Buyer. If you use another file format without our written permission we may reject your Bid.

7.5 Do ensure you utilise the Emptoris messaging system to raise any clarifications to our Mini Competition. You should note that we will release the answer to the question to all Bidders and where we suspect the question contains confidential information we may modify the content of the question to protect the anonymity of the Bidder or their proposed solution

7.6 Do answer the question, it is not enough simply to cross-reference to a 'policy', web page or another part of your Bid, the evaluation team have limited time to assess bids and if they can't find the answer, they can't score it.

7.7 Do consider who the Contracting Authority is and what they want a generic answer does not necessarily meet every Contracting Authority's needs.

7.8 Do reference your documents correctly, specifically where supporting documentation is requested e.g. referencing the question/s they apply to.

7.9 Do provide clear and concise and ideally generic contact details; telephone numbers, e-mail details.

7.10 Do complete all questions in the questionnaire or we may reject your Bid.

7.11 Do check and recheck your Bid before dispatch.

What makes a good bid – some simple do not's ☹

DO NOT

7.12 Do not cut and paste from a previous document and forget to change the previous details such as the previous buyer's name.

7.13 Do not attach 'glossy' brochures that have not been requested, they will not be read unless we have asked for them. Only send what has been requested and only send supplementary information if we have offered the opportunity so to do.

7.14 Do not share the Procurement documents, they are confidential and should not be shared with anyone without the Buyers written permission.

7.15 Do not seek to influence the procurement process by requesting meetings or contacting UK SBS or the Contracting Authority to discuss your Bid. If your Bid requires clarification the Buyer will contact you. All information secured outside of formal Buyer communications shall have no Legal standing or worth and should not be relied upon.

7.16 Do not contact any UK SBS staff or the Contracting Authority without the Buyers written permission or we may reject your Bid.

7.17 Do not collude to fix or adjust the price or withdraw your Bid with another Party as we will reject your Bid.

7.18 Do not offer UK SBS or the Contracting Authority staff any inducement or we will reject your Bid.

7.19 Do not seek changes to the Bid after responses have been submitted and the deadline for Bids to be submitted has passed.

7.20 Do not cross reference answers to external websites or other parts of your Bid, the cross references and website links will not be considered.

7.21 Do not exceed word counts, the additional words will not be considered.

7.22 Do not make your Bid conditional on acceptance of your own Terms of Contract, as your Bid will be rejected, unless the Framework explicitly permits this.

Some additional guidance notes

7.23 All enquiries with respect to access to the e-sourcing tool and problems with functionality within the tool must be submitted to Crown Commercial Service (CCS – previously Government Procurement Service), Telephone 0345 010 3503.

7.24 Bidders will be specifically advised where attachments are permissible to support a question response within the e-sourcing tool. Where they are not permissible any attachments submitted will not be considered as part of the evaluation process.

7.25 Question numbering is not sequential and all questions which require submission are included in the Section 6 Evaluation Questionnaire.

7.26 Any Contract offered may not guarantee any volume of work or any exclusivity of supply.

7.27 We do not guarantee to award any Contract as a result of this procurement

7.28 All documents issued or received in relation to this procurement shall be the property of the Contracting Authority / UKSBS.

7.29 We can amend any part of the procurement documents at any time prior to the latest date / time Bids shall be submitted through Emptoris.

7.30 If you are a Consortium you must provide details of the Consortiums structure.

7.31 Bidders will be expected to comply with the Freedom of Information Act 2000 or your Bid will be rejected.

7.32 Bidders should note the Government's transparency agenda requires your Bid and any Contract entered into to be published on a designated, publicly searchable web site. By submitting a response to this Mini Competition Bidders are agreeing that their Bid and Contract may be made public

7.33 Your bid will be valid for 60 days or your Bid will be rejected.

7.34 Bidders may only amend the contract terms during the clarification period only, if you can demonstrate there is a legal or statutory reason why you cannot accept them. If you request changes to the contract terms without such grounds and the Contracting Authority fail to accept your legal or statutory reason is reasonably justified we may reject your Bid.

7.35 We will let you know the outcome of your Bid evaluation and where requested will provide a written debrief of the relative strengths and weaknesses of your Bid.

7.36 If you fail mandatory pass / fail criteria we will reject your Bid.

7.37 Bidders are required to use IE8, IE9, Chrome or Firefox in order to access the functionality of the Emptoris e-sourcing tool.

7.38 Bidders should note that if they are successful with their proposal the Contracting Authority reserves the right to ask additional compliancy checks prior to the award of any Contract. In the event of a Bidder failing to meet one of the compliancy checks the Contracting Authority may decline to proceed with the award of the Call Off Contract to the successful Bidder.

7.39 All timescales are set using a 24 hour clock and are based on British Summer Time or Greenwich Mean Time, depending on which applies at the point when Date and Time Bids shall be submitted through Emptoris

7.40 All Central Government Departments and their Executive Agencies and Non Departmental Public Bodies are subject to control and reporting within Government. In particular, they report to the Cabinet Office and HM Treasury for all expenditure. Further, the Cabinet Office has a cross-Government role delivering overall Government policy on public procurement - including ensuring value for money and related aspects of good procurement practice.

For these purposes, the Contracting Authority may disclose within Government any of the Bidders documentation/information (including any that the Bidder considers to be confidential and/or commercially sensitive such as specific bid information) submitted by the Bidder to the Contracting Authority during this Procurement. The information will not be disclosed outside Government. Bidders taking part in this Mini Competition consent to these terms as part of the competition process.

7.41 The Government is introducing its new Government Security Classifications (GSC) classification scheme on the 2nd April 2014 to replace the current Government Protective Marking System (GPMS). A key aspect of this is the reduction in the number of security classifications used. All Bidders are encouraged to make themselves aware of the changes and identify any potential impacts in their Bid, as the protective marking and applicable protection of any material passed to, or generated by, you during the procurement process or pursuant to any Contract awarded to you as a result of this tender process will be subject to the new GSC . The link below to the Gov.uk website provides information on the new GSC:

https://www.gov.uk/government/publications/government-security-classifications

The Contracting Authority reserves the right to amend any security related term or condition of the draft contract accompanying this Mini Competition to reflect any changes introduced by the GSC. In particular where this Mini Competition is accompanied by any instructions on safeguarding classified information (e.g. a Security Aspects Letter) as a result of any changes stemming from the new GSC, whether in respect of the applicable protective marking scheme, specific protective markings given, the aspects to which any protective marking applies or otherwise. This may relate to the instructions on safeguarding classified information (e.g. a Security Aspects Letter) as they apply to the procurement as they apply to the procurement process and/or any contracts awarded to you as a result of the procurement process.

USEFUL INFORMATION LINKS

- Emptoris Training Guide
- Emptoris e-sourcing tool

Annex 1

MRC's Strategic Translational Research Initiatives

1.0. Biomedical Catalyst

The **Biomedical Catalyst** (BMC) is a portfolio of funding schemes set up by the MRC and Innovate UK (IUK) in response to the 'Strategy for UK Life Sciences' and 'Investing in UK Health and Life Sciences', published by the UK Government in December 2011. The BMC is a unique partnership between the MRC and Innovate UK, in that it provides support to the most innovative life sciences opportunities from both the academic and SME sectors. This alignment of funding is intended to encourage engagement between SMEs and academics and facilitates pull-through of academic science into commercial application and healthcare benefit.

Phase 1 of the BMC unlocked around £120m of matched industry co-investment with awardees subsequently realising over £1bn through post-project financing, licensing deals or acquisition. The opportunity to continue the success of the scheme has been enabled by the Chancellor providing, on 1 October 2016, £100m over four years to Innovate UK to continue the SME-led strand of the scheme, aligned to equivalent funds assigned by MRC from their core CSR allocation over the period.

The following are delivered under the auspices of the Biomedical Catalyst:

1.1. MRC Developmental Pathway Funding Scheme (DPFS)

The DPFS is at the centre of the MRC's translational strategy (see *Figure 2*). In conjunction with the Confidence in Concept (CiC) scheme and the Regenerative Medicine Research Committee (RMRC), DPFS is designed to bridge the 'Valley of Death' from discovery research towards the clinic, providing support for translational research projects from feasibility assessment through to human Proof of Concept/phase 2a clinical trials; later work would instead be supported via The National Institute for Health Research (NIHR), IUK or industry (see *Figure 1*).
Since launch in 2008, the DPFS has supported a total of 224 projects, including nearly 100 clinical trials, with an overall commitment over £230m. Projects cover the full range of medical research, ranging from innovative devices to deliver sedation in the field, to life-changing gene therapies, novel drugs and peptide, cell therapies, vaccines, psychological interventions and diagnostic tools. DPFS projects have raised over £100m in commercial financing via spinout companies and enabled >60 first-in-human clinical studies.

1.2. Confidence in Concept (CiC)

CiC is a key part of MRC's translational research strategy, designed to support small translational projects at too early a stage for DPFS funding, aiming to provide underpinning data for later, more substantial projects. CiC is administered as devolved annual portfolio awards to institutions, to be used rapidly and flexibly to support the earliest stages of multiple translational research projects. The scheme has been operating since 2012 and has supported 32 Universities in England, Wales, Scotland and Northern Ireland. Since 2012 CiC has demonstrated significant impact/outputs and very high return on investment; an MRC investment of £53m has contributed to the creation of 34 spin out companies, 123 awarded patents and £461m of follow-on funding. The CiC Universities have been able to establish a diverse portfolio of strong translational projects, many of which have been developed in partnership with and have gone on to be taken up by industry.

1.3. The Proximity to Discovery: Industry Engagement Fund (P2D)

P2D aligns with CiC to further enable research organisations to establish academic-industry relationships. This is an agile, flexible and adaptive scheme devolved to the Universities to manage as a portfolio to allow the development of bespoke industry engagement strategies and capitalise on new opportunities rapidly. The major activity funded through P2D is short term people exchanges between industry and academia as a key way of exchanging skills and knowledge and developing a

longer term working relationships. Since 2014 the MRC has awarded approximately £9 Million to 27 universities in a total 56 individual awards of between £75-250k per year.

1.4. The Regenerative Medicine Research Committee (RMRC)

RMRC provides support for early translational proposals aiming to provide sufficient preliminary data to establish the viability of further progressing a regenerative medicine approach before seeking more substantive funding through the Developmental Pathway Funding Scheme. It is intended to de-risk and/or accelerate the transition from discovery research through to mature translational development projects.

2.0. Partnerships with industry:

Alignment with industry is key to the MRC's strategy and delivery plan and MRC is continuing to develop and sustain close and productive partnerships with industry in the UK. Dialogue with industry remains pivotal to the development and implementation of MRC strategy with MRC Boards and Panels benefiting from industry representation. MRC engages with companies ranging from large pharma through to SMEs and newly spun-out University companies across a breadth of industry sectors, including biopharmaceutical, device, diagnostic, food and IT industries.

To encourage and support collaborative working between academics and industry researchers, the MRC has established a mechanism, the MRC Industry Collaboration Agreement (MICA), to facilitate collaborative research projects across all of our research and fellowships schemes. The MRC continues to take a leading role in developing and demonstrating innovative and flexible approaches to collaboration to accelerate medical discoveries and provide opportunities for industry investment. Investments to date have ranged from 1:1 collaborations with specific companies to multi-stakeholder consortia; and from industry studentships to people exchanges, allowing for varied and flexible contributions from industry. Key ground-breaking collaborations with industry partners include:

2.1. MRC-Industry Asset Sharing Initiative – supporting experimental medicine

Building on the world-leading, award winning MRC/AstraZeneca Mechanisms of Disease Call, launched in 2012 and in which 15 high quality experimental medicine grants were awarded, the MRC is now working with industry partners to provide researchers access to their deprioritised compounds. 7 companies agreed to participate at the outset (AZ, GSK, J&J, Lilly, Pfizer, Takeda, UCB) providing 68 deprioritised compounds.

This unique initiative supports MRC's strategic priority in understanding mechanisms of human disease through discovery science and drive towards its mission of supporting research that can be applied to improve healthcare and benefit for patients. It will also provide the pharma partners the opportunity to engage with the academic community across a range of disease areas that may fall outside their core focus.

2.2. MRC/AstraZeneca Centre for Lead Discovery and the MRC/UCB Antibody Discovery Initiative

These initiatives support early stages of therapeutic identification (small molecule "Hit" identification and therapeutic Antibody (Ab) production). They are open innovation partnerships with two global pharmaceutical companies (UCB and AstraZeneca) designed to help speed translation of discovery research into potential therapies by giving academic researchers access to industry state of the art infrastructure and expertise.

One of these partnerships gives researchers access to AstraZeneca's high-throughput screening drug discovery capabilities at the MRC/AZ Centre for Lead Discovery. The call will support academics to discover potential starting points for small molecule therapeutics by providing unprecedented access to over two million molecules in AZ's compound library, and state-of-the art robotic infrastructure.

The second opportunity gives scientists access to UCB's cutting edge technologies for discovery of therapeutic antibodies as part of the MRC/UCB Antibody Discovery Initiative. The call will accelerate the transition from discovery research to translational development projects by enabling generation of antibodies suitable for humanisation. UCB's novel platform technology is capable of efficient sampling of the immune repertoire, with the automation of the early stages of the process leading to major improvements in the speed and consistency of the antibody discovery process.

2.3. EMINENT – Supporting experimental medicine

A related initiative is the **Experimental Medicine INitiative to Explore New Therapies** (EMINENT), a flexible collaborative network between five UK Universities and GSK to support a portfolio of innovative clinical research proposals. This partnership has enabled unprecedented academic access to GSK's full portfolio of assets, embedding a new culture of open cross-sector collaboration across the six partners. EMINENT is intended to characterise innovative pathogenic mechanisms, new drug targets and biomarkers for patient stratification or predictive end points, and to support development of new treatment paradigms around immune-inflammation, respiratory disease, fibrosis and acute tissue injury. Innovative experimental medicine projects are identified and developed within the network, enabled by access to GSK assets and resources, and then subjected to light-touch external review prior to release of funding by the MRC.

Other Translational Activities:

In addition to the Biomedical Catalyst and its industry partnerships, MRC supports the following translational schemes and initiatives:

Therapeutic Target Validation
In December 2016, MRC Strategy Board (SB) endorsed the strategy for **Therapeutic Target Validation** (TTV) and agreed that three distinct but complementary strategies 1) Devolved Confidence in Mechanism (CIM); 2) Programmatic Collaboratives (PC) and 3) UK TTV Networks schemes would all enhance MRC's portfolio of discovery research. SB agreed that TTV alignment with the mental health strategy and Anti-Microbial Resistance (AMR) provided relevant initial proof of principle themes that should be exploited.

A £4m call under the Global Challenges Research Fund (GCRF) in Antimicrobial Target Discovery and Validation was launched in October 2017. The call has been designed to complement the wide range of research supported by the MRC in AMR, and will support between two and four multi-disciplinary networks/collaborations developing innovative approaches relevant to Low and Middle Income Countries (LMICs).

In May 2018, MRC launched a £5m call in Therapeutic Target Validation in Mental Health. The call will align with the MRC's Strategy for Lifelong Mental Health Research, and will complement the wide range of research supported by the MRC in Mental health, including the recently launched Mental Health Data Pathfinder awards.

Annex 2

Examples of project and output data

All research council project data (from 2006) and linked outputs can be accessed via the UKRI Gateway to Research (www.gtr.ukri.org)

Data for all awards is available via an API from the UKRI Gateway to Research, however the MRC will provide information for the subset of translationally relevant awards (and any other awards held by the same researchers) for the research council and Innovate UK portfolios in a spreadsheet for the contractor. This will include output information for research council awards, but outputs are not available for Innovate UK awards.

Translationally relevant awards are identified using a subset of health research classification system (HRCS) codes, and the MRC will obtain this coding on research council and innovate UK awards via the Dimensions for funders[7] system. The MRC may also highlight translationally relevant awards from other major UK biomedical funders such as NIHR, and may (with agreement from these other funders) access output data for these awards via Researchfish®.

Two example researchers with translationally relevant awards:

1 - The details of Professor Adnan Custovic's research council grants (either as principal or co-investigator) can be found at:

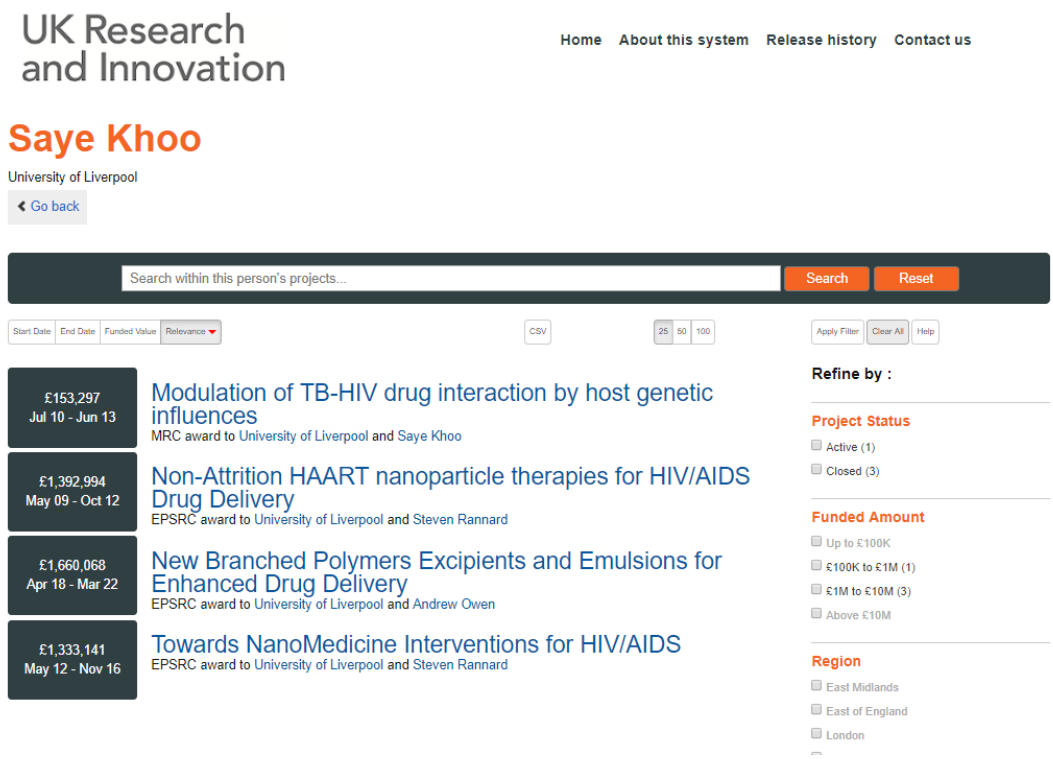
http://gtr.ukri.org/person/A191A3B7-22B5-4036-8F3F-ED5D3BD895F4

Selecting any of these five grants provide good examples of the sort of output data held in Researchfish®, in particular you should examine the MICA:STELAR awards.

[7] https://www.uberresearch.com/dimensions-for-funders/

2 - The details of Professor Saye Khoo's research council grants (either as principal or co-investigator) can be found at:

http://gtr.ukri.org/person/EAF39237-6F9C-4169-A3F2-E1E730173D24



Professor Khoo has a portfolio of 1 MRC and 3 EPSRC grants (one of which is too new to have any outcomes yet). The remaining three, again contain good examples of reported outcomes).