

Vertically Urban - High Impact Project Advert

Company Name	Vertically Urban Limited
Company Address	Typhoon House Moxon Way LS25 6FB
Company Contact	Leon Gibson & Jonathan Veal Email: leon.gibson@verticallyurban.com jonathan@verticallyurban.com Telephone number: 01132 434813
Description of Company Activity	Vertically Urban (VU) are specialists in horticulture lighting and deliver state of the art lighting systems for Controlled Environment Agriculture (CEA), to vertical farms, greenhouses, and portable smaller scale facilities. Built on the pedigree of sister company Vexica who have been producing class-leading architectural lighting systems since 2011.
Objective of the proposed project (Please explain what is required in the project) (max 250 words)	<p>VU are in the process of expanding the company's core offer (horticulture lighting) to include expanded controls, software, and sensing technology. Many of these developments will include both wired and wireless options VU are searching for a software specialist to fulfil elements of this project, in the form of an intelligent cloud-based portal.</p> <p>Prototype hardware has been developed by VU.</p> <p>Beta phase cloud-based software is in development (completion September 2022) by an external software specialist. The documentation will be made available to the successful applicant.</p> <p>The objective of the project is to take the beta phase system and to expand features to reach commercial viability. Features to include but not limited to extensive image recognition, machine learning (ML) integration and operations management tools.</p>

	<p>Further details of the requirements and scope of the proposed project will be provided on completion of a Non-Disclosure Agreement (NDA) agreed and signed by both Vertically Urban Limited and the applicant.</p> <p>Details will include:</p> <ul style="list-style-type: none"> - Screenshots/functionality of beta phase software - Feature scope - Further written description
<p>Tenders are Invited from suppliers who can provide the necessary skills and expertise to deliver the specification</p> <p>Successful applicants should be aware that this project is part-funded by the England European Regional Development Fund as part of the European Structural and Investment Funds Growth Programme 2014-2020 and the Local Growth Fund.</p> <p>Successful applicants should be aware that award of the contract is reliant on the successful issue of a grant funding agreement following the close of the tender process.</p>	<p>It is expected that the supplier should have the following skills:</p> <ol style="list-style-type: none"> 1. Building and taking a cloud-based SaaS platform to market <ol style="list-style-type: none"> a. (Applicants should be able to demonstrate the use of this skill in 3 projects as a minimum) 2. Microsoft Azure familiarity particularly with Big data and artificial intelligence (AI) integration <ol style="list-style-type: none"> a. (Applicants should be able to demonstrate the use of this skill in 3 projects as a minimum) 3. The facility and willingness for system testing with prototype hardware and networking equipment. This includes the ability to travel to the VU factory site as required. <ol style="list-style-type: none"> a. (Ability to travel to VU factory site as required) 4. Integrating software control solutions with automation hardware such as sensors and actuators using both wired and wireless technologies. <ol style="list-style-type: none"> a. (Applicants should be able to demonstrate the use of this skill in 3 projects as a minimum) 5. Agile project management as standard within the company. Development will be required to executed following agile principles with regular sprint demos to VU. <ol style="list-style-type: none"> a. 6. Demonstrable experience with professional user interface (UI) and user experience (UX) design. Particularly for responsive cloud based platforms. <ol style="list-style-type: none"> a. (Applicants should be able to demonstrate the use of this skill in 3 projects as a minimum)

	<p>7. Demonstrate data security and compliance expertise. Ability to provide cybersecurity and resilience to attack.</p> <p>a. (Applicants should be able to demonstrate the use of this skill in 3 projects as a minimum)</p> <p>8. Ability to provide full documentation at each development stage</p> <p>a. (Applicants should be able to demonstrate the use of this skill in 3 projects as a minimum)</p> <p>b.</p>								
Required project timescales (start and duration of project?)	October 31 st 2022 – February 28 th 2023								
Total Anticipated Project Value (Please note that the procurement will only go ahead to contract once the funding has been agreed)	£100,000								
Required response date (this must be at least 10 working days from posting of advert)	30-09-2022								
How to apply?	<p>Applications will be submitted through Contracts Finder, through the link below</p> <p>https://www.contractsfinder.service.gov.uk/Notice/5ce74a25-dadb-41d6-97a2-bbb54de84133</p> <p>For any further questions around the procurement opportunity please contact Leon Gibson & Jonathan Veal via the email addresses below</p> <p>leon.gibson@verticallyurban.com</p> <p>jonathan@verticallyurban.com</p>								
Criteria for decision making (Examples of Assessment Criteria could include: Price Expertise fit	<table> <tr> <th>Criteria</th><th>%</th></tr> <tr> <td>Relevant skills and experience</td><td>20</td></tr> <tr> <td>Price</td><td>20</td></tr> <tr> <td>Cultural fit:</td><td>15</td></tr> </table>	Criteria	%	Relevant skills and experience	20	Price	20	Cultural fit:	15
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Timing Fit Suitability of proposed methodology) Weighting of the criteria to be determined by SME	<i>An express desire for class leading technology, belief in the importance of collaboration and the importance of exceeding customer expectation.</i>																													
	Proposed specification suitability	15																												
	Competitive advantage <i>This will be judged on additional qualities including:</i> <ul style="list-style-type: none">- <i>Evidence of hardware development</i>- <i>Resources available to achieve earlier than planned completion</i>- <i>Significant experience with AI & machine learning</i>	15																												
	Timeline fit	15																												
	Total	100																												
Scoring	Price The lowest priced tender will score full marks and other tender scores will be calculated on the basis of their deviation from the lowest. For every 1% a price is higher than the lowest, 1% of the score will be deducted from that tenderer's score. The minimum score will be 0. For example:																													
	<table><tr><td colspan="4">Lowest gets full marks - all others 1% off the score for every 1% higher than lowest</td></tr><tr><td>Tenderer</td><td>Price</td><td>Score</td><td>% difference</td></tr><tr><td>Tender A</td><td>£50,000</td><td>30</td><td>-</td></tr><tr><td>Tender B</td><td>£58,000</td><td>25</td><td>16</td></tr><tr><td>Tender C</td><td>£75,000</td><td>15</td><td>50</td></tr><tr><td>Tender D</td><td>£82,000</td><td>11</td><td>64</td></tr><tr><td>Tender E</td><td>£100,000</td><td>0</td><td>100</td></tr></table>		Lowest gets full marks - all others 1% off the score for every 1% higher than lowest				Tenderer	Price	Score	% difference	Tender A	£50,000	30	-	Tender B	£58,000	25	16	Tender C	£75,000	15	50	Tender D	£82,000	11	64	Tender E	£100,000	0	100
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Quality Quality related criteria will be scored on the basis of the following scale:																														
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	80%	<p>In respect of each element of the Services identified in the question, the proposals explain how the relevant element will be delivered to the standards required, throughout the term.</p> <p>The proposals are clear, precise and robust.</p> <p>The explanation is sufficient to give a high degree of confidence that the relevant aspects of the specification will, for the most part, be delivered. To the extent that the explanation is not sufficient to give that high degree of confidence, the explanation does not raise concerns.</p>
	60%	<p>In respect of each element of the Services identified in the question, the proposals explain, to some extent, how the relevant element will be delivered to the standards required, throughout the term.</p> <p>The proposals are clear, but there are some concerns around precision and / or robustness.</p> <p>The explanation is sufficient to give confidence that the relevant aspects of the specification will, for the most part, be delivered. To the extent that the explanation is not sufficient to give that confidence, the explanation raises one or more concerns but no material concerns.</p>
	40%	<p>In respect of each element of the Services identified in the question, the proposals explain, to some extent, how the relevant element will be delivered to the standards required, throughout the term, but for certain elements the explanation is very limited.</p> <p>There are concerns around the clarity, and around the precision and / or robustness, of the proposals.</p> <p>The explanation is sufficient to give confidence that the relevant aspects of the specification will be delivered to some extent. To the extent that the explanation is not sufficient to give that confidence, the explanation raises one or more concerns, one of which is a material concern.</p>
	20%	<p>In respect of one or more elements of the Services identified in the question, the proposals fail to explain to any extent how the relevant element will be delivered to the standards required, throughout the term; and / or the proposals are mainly or wholly unclear; and / or the explanation is insufficient to give confidence that the relevant aspects of the specification will be delivered and / or the explanation for any one or more of the elements raises multiple material concerns.</p>
	0%	<p>No response or response is irrelevant to the question asked.</p>
Date for Contract Decision (i.e., how long before the SME will inform the successful respondent)		10-10-22