ESC1752: RFP for the provision of: Export Opportunity Assessments of UK Businesses

RFP Clarification Questions and Answers

The brief makes it clear that a key audience for the results of this work will be UK innovators:

- This assumption is incorrect, the database proposed in this work will contain information about UK innovators, but a key audience for the work will be government departments or other stakeholders that are running campaigns outside the UK who are looking for UK innovators and products that can be promoted during these campaigns

1) What information do you expect to provide to UK innovators?
   o As above, it is expected that UK innovators will not be the audience for the completed database. If someone wanted access to the database we would provide company names and details, product details and export readiness level
2) How do you expect to communicate this information to UK innovators?
   o As above regarding UK innovators. The catapult will hold and maintain the database and when someone requires information they would request this from the catapult and we would then provide this in a suitable manner which will be discussed with the requester

Successful exporting requires suitable markets for the innovation as well as well-prepared UK innovators.

3) How do you expect the characteristics of potential export markets to be captured and used in this work?
   o We do not expect the characteristics of potential markets to be captured in this database, it is expected that the requester would already know the potential characteristics.

The database might include confidential information.

4) Will the database need to be designed to be shared with external parties, given the sensitivity of commercial information?
   o The database itself will not be shared with external parties. However, as external parties will be able to request information from the database, commercial sensitivity will need to be considered in any response.
5) What is your expectation in terms of the numbers of companies that will be contacted in each Lot?
   o At present we are not looking to define the number of companies that will be contacted. Consideration should be given to how many companies could be contacted given the anticipated time to speak to each and the funding available.
6) What influenced your thinking in setting the different budget levels for each Lot?
   o The relative size of each sector influences the different budgets for each lot
7) Do you expect the database to be completed at the level of the company or the company's products?

- o The database should be completed at the company level but should have additional fields (and multiple where necessary) to capture product details

Lot 1 – Smart Power

8) Is this lot focussed on 'smart' methods of generation or techniques that can support renewable generation in a 'smart' manner?
   - o This lot focuses on 'smart power sources' (e.g. smart generation), 'smart delivery' (e.g. smart monitoring and smart grid) and 'smart use' (e.g. smart meters and technologies) so would include both generation and techniques.
9) Are technologies / techniques linked to 'smart grids' included in this lot?
   - o Yes, smart grids should be considered in this lot
10) Should the review consider any areas relating to Smart Metering?
   - o Yes, smart metering should also be considered in this lot
11) Are there any specific areas which are excluded from the market assessment?
   - o At this point in time, no specific areas are excluded. However, this could change at a later date based on dialogue between relevant stakeholders.