**Statement of Requirements**

**International Evidence Gaps**

**Introduction**

International collaboration is marked as one of the key pillars to achieve the objectives set out in the National Space Strategy, but more work needs to be done to quantify how international engagement work can be better targeted and benefits for the UK can be maximised. This work will consist of quantitative research into foreign direct investment (FDI) and exports, in addition to profiling international supply chains which link the UK and other countries’ space sectors.

The Size and Health Report for the UK space industry in 2020 states that 36% of the UK space industry income is generated by exports. It gives a broad picture of flows of FDI into the UK and exports out, but only shows information by global region rather than by individual country. Furthermore, limited profiling has been carried out showing what kind of activity is financed by FDI into the UK space industry, broken down by area of the country and type of business. In order for the UK to maximise future opportunities for growth we need to pinpoint areas of growth, measure how much FDI is coming into the UK space sector and from where, see greater detail on the destination of UK space industry exports and know more about the market share in other countries that the UK space industry accounts for.

**Aims & Objectives**

The aim of this procurement is to provide the UKSA and BEIS with detailed information on international flows of finance and exports within the UK space sector. This will provide useful guidance as we work towards the goal of growing and levelling up our space economy, and using space to deliver for the UK and the world.

**Objective**: *To fill evidence gaps (both internal and external) in our understanding of how international economic activity shapes the UK space industry and to use this information to develop a successful international strategy which sets out clear priority areas for engagement.*

**Background to Requirement**

The National Space Strategy (NSS) published in September 2021 sets out the UK’s ambitions and priorities in space. The National Space Strategy commits the UK to the following goals:

* Grow and level up our space economy
* Promote the values of Global Britain
* Lead pioneering scientific discovery and inspire the nation
* Protect and defend our national interests using space
* Use space to deliver for UK citizens and the world

The NSS establishes five pillars to bring about these goals, notably unlocking growth in the UK space sector and collaborating internationally.

*‘The UK will grow and strengthen our relationships with partners such as the US, with 5 Eyes and European states and across the world, working together to solve humanity’s greatest challenges, forming bilateral partnerships and expanding existing ones.’*

International collaboration is marked as one of the key pillars to achieve our objectives however more work needs to be done to qualify and quantify how international engagement work can be better targeted and benefits for the UK can be maximised

**Deliverables**

A country-by-country breakdown detailing exports, foreign direct investment (FDI) and commercial opportunities does not currently exist and the underlying evidence is very fragmented. Work needs to be commissioned to address evidence gaps and pull this information together.

1. Draw up headline figures showing UK space sector exports to individual countries. These figures should be broken down as far as possible into upstream/downstream and sub-sector/application, and highlight areas where the UK provides a critical part of the supply chain to other countries.
2. Draw up headline figures showing FDI into the UK space sector by individual countries. These figures should be broken down as far as possible into upstream/downstream and sub-sector/application.
3. Show a breakdown of individual UK space market shares of key spacefaring nations and vice versa.

Findings are to be submitted to UK Space Agency in the form of:

* a descriptive report; and
* a slide set showing the key highlights, which should be a maximum of 20 slides.

**Responding to this Request**

Your response must include:

* Your firm and fixed price in £GBP excluding VAT.
* A proposal showing an overview of how you will deliver the work required.
* Confirmation that you can deliver the requirements before 31st March.

Please note that we believe that this work can be carried out remotely and do not anticipate the need for any travel

**The closing date for bids is 14:00 GMT on Friday 18th February 2022.** Any bids received after this may be deemed non-compliant and not be evaluated.

Bids are to be returned to [**commercial@ukspaceagency.gov.uk**](mailto:commercial@ukspaceagency.gov.uk) with the Reference **UKSAC22\_0004** quoted in the title of the email.

**The maximum budget for this requirement is £24,999.00**

**Evaluation**

Evaluation will be carried out on the grounds of best value for money, taking into account mandatory criteria, quality and price, as shown below:

|  |  |
| --- | --- |
| Bid received by 14:00GMT on 18th February 2022 | Mandatory – pass/fail |
| Delivery no later than 31st March 2022 | Mandatory – pass/fail |
| Total Price less than £25,000 ex VAT | Mandatory – pass/fail |
| Total Price | 30% |
| Quality of proposal | 70% |

Any bids that fail the mandatory criteria shown in the table above will be considered non-compliant and will not be evaluated further.

Quality will be evaluated using the model below:

|  |  |
| --- | --- |
| 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 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. |

Price will be evaluated using the following model:

The lowest priced bid that meets the mandatory 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 30% then the 0-100 score achieved will be multiplied by 30

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 30 (80/100 x 30 = 24)

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