

Procurement Specification

Over portioning, over dispensing and miskeyed bills is a constant problem within the hospitality sector. It is estimated that £360 million a year is lost from hospitality sites due to these issues. Waste, and gross profit have a fine counterbalance. While lowering one can often lead to an increase in the other. Controlling this however has always proven to be a difficult task for any manager or owner. Waste will continue to fluctuate from business to business and some may have higher figures than others, nevertheless, none of these businesses will continuously have a zero, or close to zero percentage. Eumelia is aiming to provide a solution to this ever-growing challenge. A solution where managers and owners feel confident that their stock is well looked after.

This specification introduces the key aspects from the Eumelia bar range. After completing 2 initial phases of a technology deep dive our final phase is to develop and engineer a working prototype of our smart pourers and smart fridge system.

The two products share a common theme of perfectly dispensing fluid, smart locking, and communication architecture. The smart pourer must fixate to any standard wine/spirit bottle, have seamless locking, and only grant access to an employee when being placed on an EPOS till system. This will only allow dispensing once it is registered. This is the same for the mag lock. It will only allow access to the fridges once communicated through an EPOS till system.

This phase will be split into two parts. A; will consist of finalising a proof of concept and B; to procure, test and debug the proof of concepts from part A. This will end with prototypes of the devices being developed. For testing purposes, it is proposed that an off-the-shelf control application (preferably android based) will be used for testing and verification.

There would be a preference for the supplier to have a background in fluid dynamics and dispensing.

Phase 2a

Electronics and Software Development

- Hardware component selection
- Prototype electronic hardware design
- Component sourcing
- Production of electronics testing and prototype

Detailed Mechanical Design of Smart Devices

- Evolving the original proof of concept
 - Off the shelf component specs & integration
 - Electronics hardware integration
 - Outline design for manufacture and assembly
- Component specification and sourcing
- Internal design reviewing
- Testing higher risk mechanics

Deliverables

- Proof of concept documentation pack
- Electronics hardware production pack
- Electronics firmware

Phase 2b

Proof of Concept Build and Test

- App development for control & configuration of network

- Sourcing quotations for procurement
- Inspection of parts
- Assemble prototypes
- Mechanical testing
- Hardware/software communication testing

Deliverables

- Prototypes of devices (numbers to be confirmed)
- App based for verification and testing
- Instructions for handover

We are looking for a maximum price of £75,000 (exc. VAT). It should be clear in your response how the price quoted will be delivered.

This project is part-funded by the European Regional Development Fund (ERDF), as part of the Innovation Support for Business (ISfB) programme.

Timeframe

We will select a supplier as soon as possible after the closing date of the advert on 11/06/2021 at 5pm. We would expect the work to be completed within 8 weeks of commencing. All bids must be submitted by the date stated above.

All suppliers can submit their application to paultyrer@eumelia.co.uk. Please follow the scoring criteria below and present applications in a PDF document with a quoted price attached. A small CV of past experience will be beneficial for your application.

All FAQs submitted will be published with responses on our website eumelia.co.uk

Scoring criteria

All applications will be scored between 1-5 against the following:

	Weighting
Price	25%
Pricing will be marked objectively against the 1-5 criteria.	
Technical & professional ability/experience	30%
Quality management procedures	25%
Timeline ability to deliver in the timeframe specified	20%

Any unsuccessful bids will receive feedback at the end of the process.