

# EOI - Market Analysis

## Procurement Event Reference ESC20161

27<sup>th</sup> November 2020



# Contents

1.	Introduction .....	1
2.	Invitation to Express Interest.....	2
3.	Submission Requirements.....	3
4.	Scope of Work .....	5

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## 1. Introduction

Energy Systems Catapult (ESC) is an independent, not-for-profit organisation set up to accelerate the UK's energy system transformation and ensure businesses and consumers capture the opportunities of clean growth. Part-publicly funded, we collaborate with industry, academia and Government to overcome the systemic barriers of the current energy market to help unleash the potential of new products, services and value chains required to achieve the UK's clean growth ambitions.

## 2. Invitation to Express Interest

### 2.1. Overview and Notices

This document defines the scope of the EOI, states the requirements to be addressed, describes the required form of Response and states the conditions to be met by any Candidate submitting interest. It also briefly describes the process that will be used in the evaluation and selection of suitable solutions.

A Candidate failing to comply with any of the EOI requirements or conditions specified in this document may be disqualified from the process.

Neither this EOI nor any associated documentation constitutes an offer by ESC to enter a contract and ESC may withdraw from the EOI process at any stage without prior consultation.

ESC shall not be liable for any costs incurred, or work is done, by any Candidate preparing a Response to this EOI or in anticipation of being awarded a contract concerning any Response to this EOI.

### 2.2. Structure of the EOI

The EOI is comprised of several key requirements areas covering:

- Introduction and Context for the Requirements
- Submission Details and Timeline
- Next steps

### 3. Submission Requirements

#### 3.1. Receipt and Intention to Respond

The Candidate shall notify ESC of its intention to respond (or otherwise) and provide the name, address, telephone and email address of the lead person to whom all communication concerning the EOI is to be addressed.

#### 3.2. Submission of Interest

ALL communication should be submitted to: [Procurement@es.catapult.org.uk](mailto:Procurement@es.catapult.org.uk) You must include the ESC reference in the subject line for all correspondence.

Information received by any other method and or delivered after the receipt deadline will not be considered.

ESC will review all responses and only those recommendations that will add value will be taken forward for consideration.

#### 3.3. Questions and Clarifications

All and any questions and clarifications relating to this EOI including questions on the EOI content should be submitted to: [Procurement@es.catapult.org.uk](mailto:Procurement@es.catapult.org.uk)

Answers will be provided in writing. Questions and answers will be provided to all Candidates unless you deem the question commercially sensitive; any commercially sensitive answers will not be shared with the other bidders; the Candidate submitting the question will not be identified.

#### 3.4. Form of Response

Before completing your response ensure you have read and understood the EOI Scope of this event.

- You must respond as described below - no other format will be accepted.
- Do not attach any other documents to your responses unless specifically requested.
- Please submit this document in either Word or PDF format.

Responses to this EOI shall be;

- submitted to the mailbox provided above clearly identifying in the subject line the EOI reference
- no more than 2000 words and
- in English.

The Response shall document the Candidates offer in its entirety and be constructed to align with structure and headings of the EOI including all of the requirements sections within EOI.

Where a specific requirement cannot be fully met, or the Candidate proposes to deviate from the requirement, the Candidate must identify this in their Response.

Item	Description	Target Date
Issue EOI	The launch of this EOI	27 <sup>th</sup> Nov 2020
Responses to the EOI submitted	Providers to submit their response to the EOI	Noon 5 <sup>th</sup> Jan 2021
Request for Proposals / next stage	Request for proposals	TBC

### 3.5. Assumptions and Dependencies

All assumptions made in preparing the Response shall be listed with the assumption and the reasons for making it clearly stated. Any dependencies upon ESC, whether explicit, implicit, or implied shall be clearly stated.

Any assumptions or dependencies not specifically stated are the responsibility of the Candidate.

### 3.6. Next Steps

ESC will review all responses and may at our discretion progress to a further stage in which proposals may be requested against a specific set of requirements.

## 4. Scope of Work

Energy Systems Catapult is looking for cost effective ways to manage its market analysis strategy with appropriate tools for gathering current market data and to gain an overview and commentary on the latest developments in the energy markets. It is vital that ESC is able to:

- analyse market needs and market potential for new innovations,
- understand emerging market trends and dynamics, particularly in electricity and heat-related markets,
- developments in trading and finance arrangements for a range of energy products and services throughout value chains from upstream production to retail
- gain early sight of new technologies and service propositions entering into energy markets,
- trends in investment in various categories of energy resources and infrastructure
- corporate restructuring and development activity driven by energy market changes and reforms
- interrogate the performance of markets, policies and regulatory arrangements and reforms in incentivising an efficient and innovative energy transition

aligning with our overall mission; to unleash innovation and open new markets to capture the clean growth opportunity.

ESC would welcome recommendations from organisations including research institutions and market research companies with both a focus on qualitative analysis and interpretation of energy market developments, as well as quantitative information pertaining to future price data. ESC would value information from research databases that are active in energy markets including Electricity, Heat, Infrastructure, Transport, Carbon Markets and Local Energy Markets.

We would also welcome recommendations from general business publications active in the Climate and Energy space as we are looking to further our general market intelligence for awareness across the business, with perhaps data, analytics and interpretation on UK, European, and global energy markets. This is likely to include specific analyses / reports for ESC's various 'capabilities' to ensure that our work is at the forefront of thinking in the space.

Our capabilities include:

Energy Markets, Policy and Regulation – Reformed markets, policy incentives and regulatory frameworks are essential to drive investment and innovation in smart low carbon energy solutions.

Consumer Insight – who combine cutting-edge data science, user-experience design thinking and in-depth consumer research to help businesses design, trial and market innovative products and services

Data and Digital – who offer advanced data science, algorithms and AI, with a 'Living Lab' of 100 real-world smart homes

Energy Modelling and Analysis – who model and analyse different low carbon pathways from national to local and building level

Systems Integration – who work with government, academia and industry to define a future energy system that effortlessly integrates innovation

Infrastructure and Engineering – who provide Whole Systems technical expertise and insights, across Bioenergy, CCS, Energy Storage, Hydrogen, Energy Networks, Nuclear, Renewables and Transport.