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Innovate
UK

Welcome



Innovate
UK

The Provision of Energy Catalyst Innovation Accelerator – Framework Agreement

Supplier Engagement Event
24th October 2019



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UK

Introductions

All



Energy Catalyst Team



Alice Goodbrook
Competition Lead



Nicola Lazenby
Incubation Lead



Tony Mohammad
Reporting Lead

Agenda

Introduction to Energy Catalyst

Alice Goodbrook

ECAP – Lot 1

Nicola Lazenby

Lunch

ECAP – Lot 2 & 3

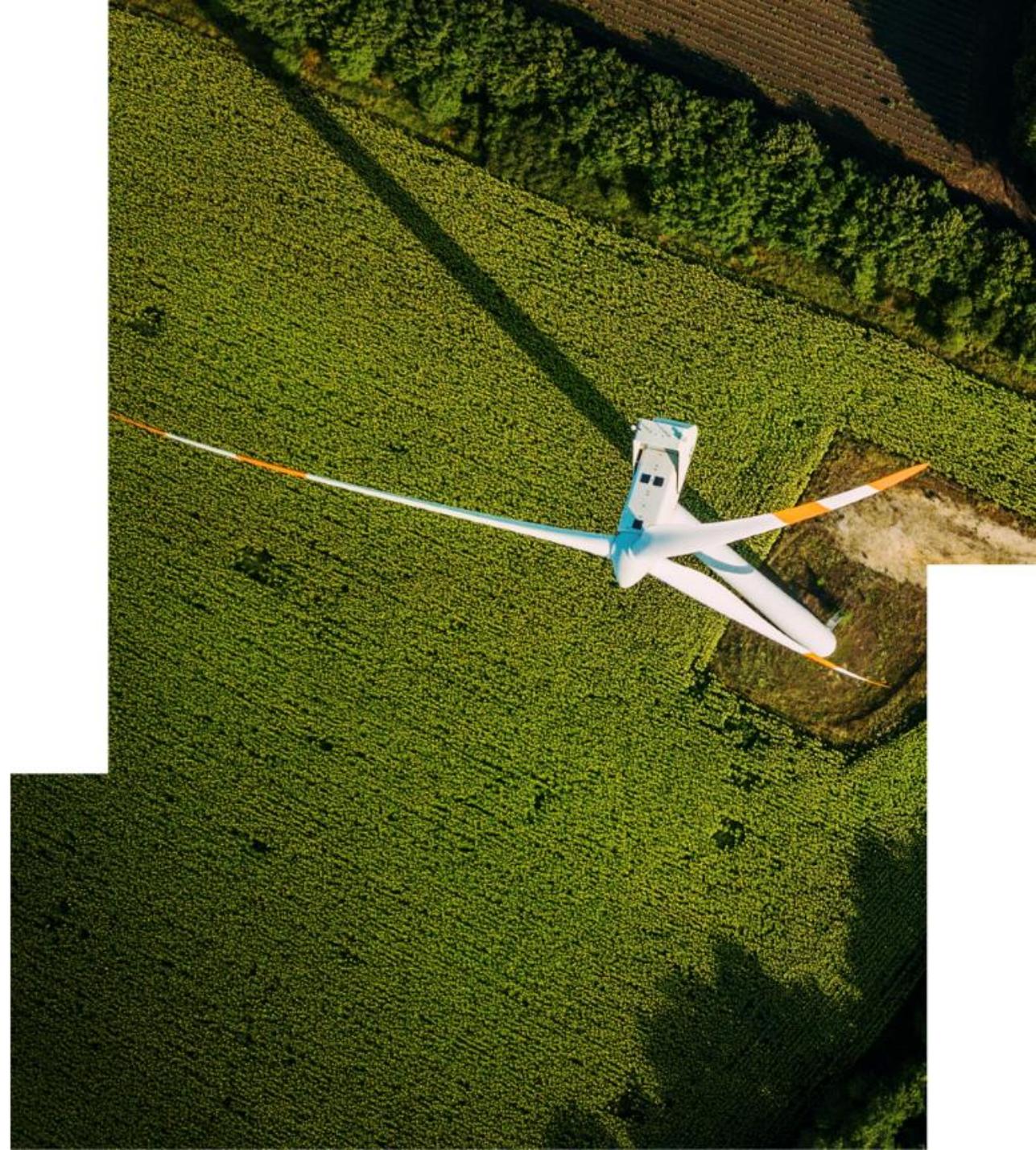
Nicola Lazenby

ECAP – Spend Profiles

Nicola Lazenby

Application process

Kerry Hammond





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Who are Innovate UK?

Nicola Lazenby
Innovation Lead - Energy

Innovate UK

- Innovate UK drives productivity and economic growth by supporting businesses to develop new ideas.
- We connect businesses to the people that can help them, and fund businesses and research collaborations in all economic sectors, value chains and UK regions to accelerate innovation.



Investment of
£2.5bn

since 2007



Industry match funding
taking
the total value of
projects above



£4.3bn

Up to

£18bn



in added value
to the economy

Up to

£6-7

for every
£1 we've
invested



We've funded around

11,000

projects



8,500

unique
organisations
involved



9 jobs

for each
organisation
involved

70,000

jobs created in total



UK's innovation agency

- we are at the heart of delivering government's Industrial Strategy and target of UK R&D expenditure reaching 2.4% of GDP
- we act as a transformative agent for change in the UK economy by accelerating productivity and driving disruptive innovation
- we support innovation, from spin-outs and start-ups to companies with the ambition to scale and grow in the UK and through global markets
- we help companies of all sizes in all sectors access the research, partners, investors and markets they need to innovate and grow



Clean growth and infrastructure

We support disruptive innovations that create the vibrant communities, integrated transport and sustainable energy that will allow people to thrive in tomorrow's more connected societies.

We help UK businesses to develop technologies to deliver more integrated, resilient, efficient, flexible and investable infrastructure.





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Energy Catalyst

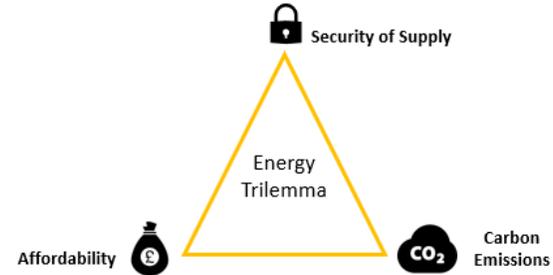
Alice Goodbrook
Innovation Lead - Energy

Background

Energy Catalyst

- To speed up the best of UK innovation at all development stages. It helps businesses progress their innovations to commercial readiness.
- Enables Co funding
- Early stage can be led by academic
- One stop competition to get tech out of university to demonstration

Main Scope =



Run as Three Competitions in one (strands)

Early Stage

- Feasibility Studies
- 6 – 12 months

Mid Stage

- Industrial Research
- 12 to 24 months

Late Stage

- Experimental Development
- 12 to 36 months



Department
of Energy &
Climate Change

EPSRC



Department for
Business, Energy
& Industrial Strategy



Department
for International
Development



Funding Sources



Department
of Energy &
Climate Change

EPSRC



Department for
Business, Energy
& Industrial Strategy

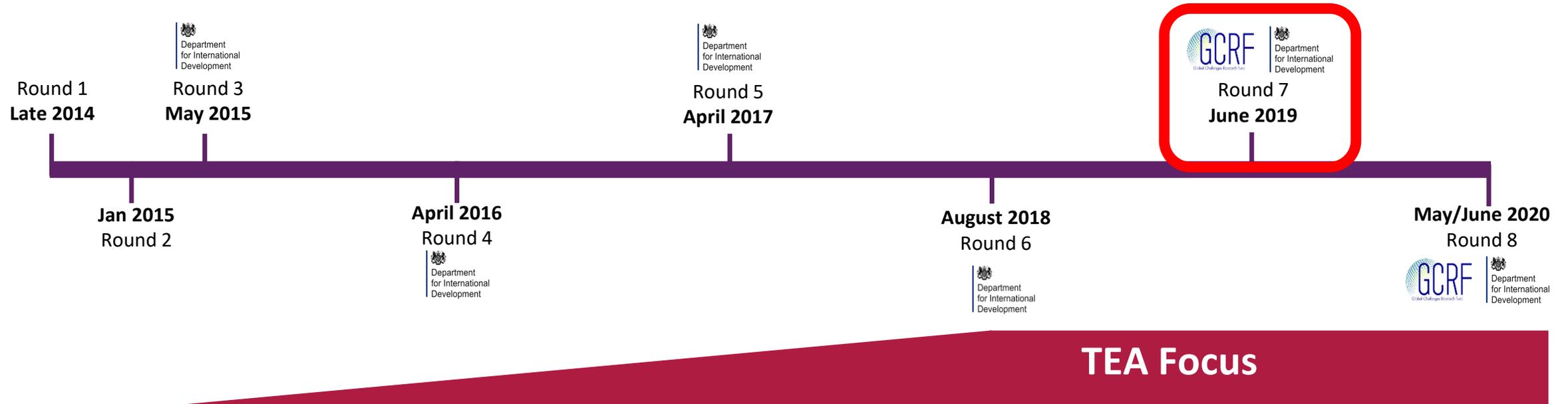


Department
for International
Development



Round	Innovate UK	EPSRC	DECC	DFID	BEIS
1	x	x	x		
2	x	x			
3	x	x		x	
4	x	x		x	x
5		x		x	
6		x		x	
7	x (GCRF)	x (GCRF)		x	x

ODA Involvement



Transforming Energy Access Programme

1. Stimulating Technology Innovation

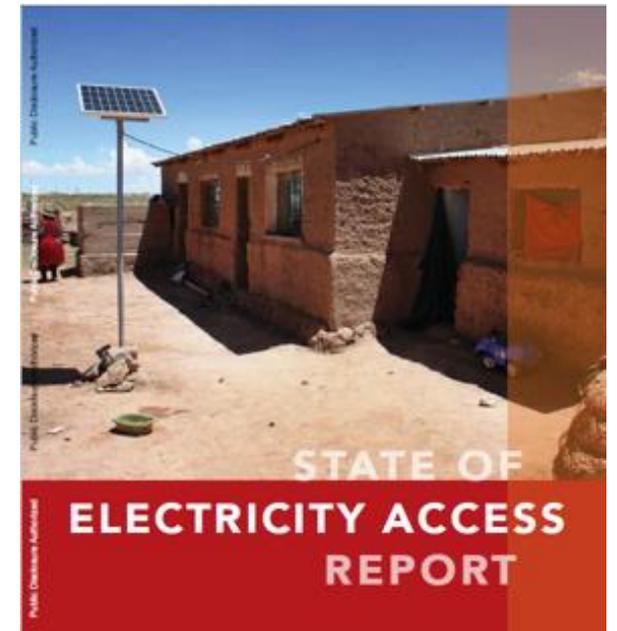
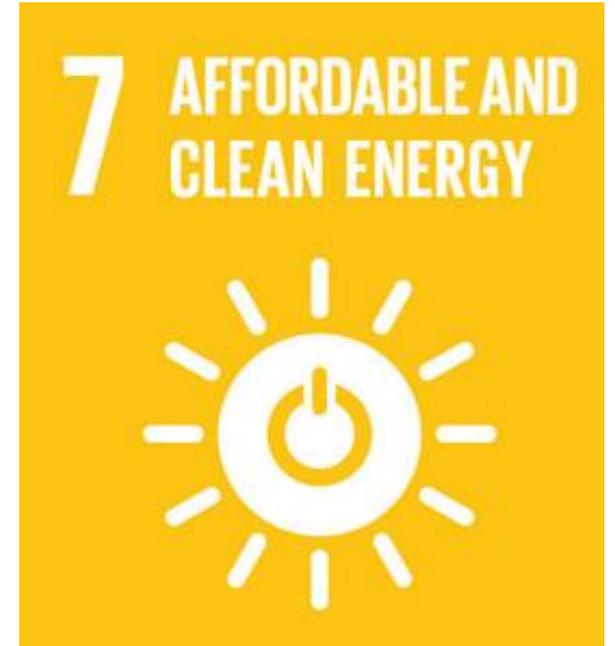
To support early stage testing and scale up of innovative technologies and business models that will accelerate access to affordable, clean energy based services to poor households and enterprises.

To find the best UK technologies and applications that can be deployed in SSA and SA.

Official Development Assistance and Research

- Official Development Assistance (ODA) is defined as flows to countries and territories on the DAC List of ODA Recipients
- ODA is defined by the OECD Development Assistance Committee (DAC) as government aid that promotes and specifically targets the economic development and welfare of developing countries
- To count as ODA , an activity must promote the economic development and welfare of developing countries as its main objective.

<http://www.oecd.org/dac/stats/What-is-ODA.pdf>



Therefore, this is not a standard Innovate UK programme!



Primary benefit = energy access in Sub-Saharan Africa and South and South East Asia

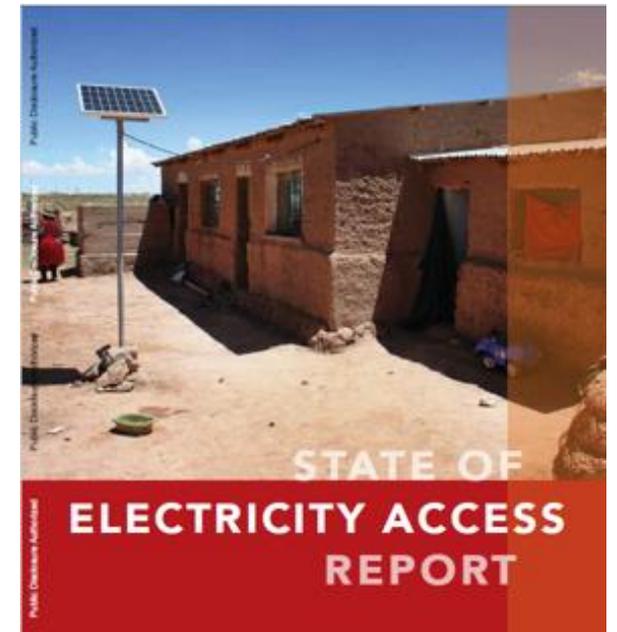
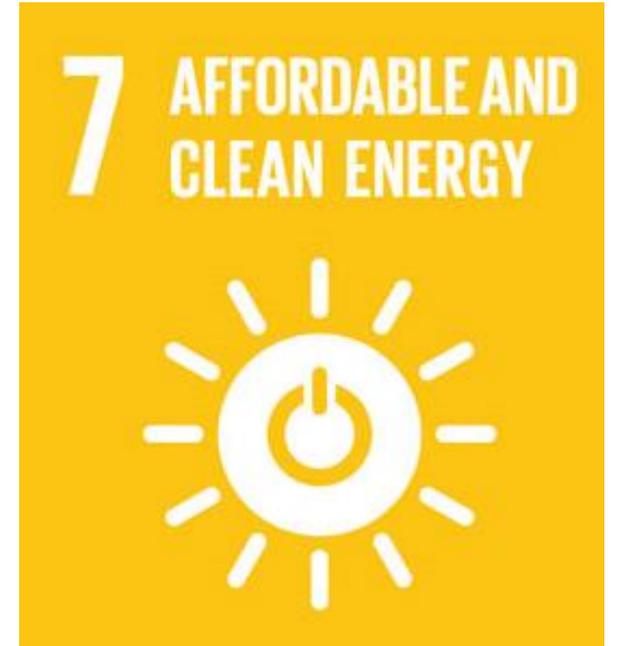


Primary benefit is not for UK companies or for the UK economy (this can only be a secondary benefit)

Energy access overview

Energy Catalyst is part of the Transforming Energy Access Programme.

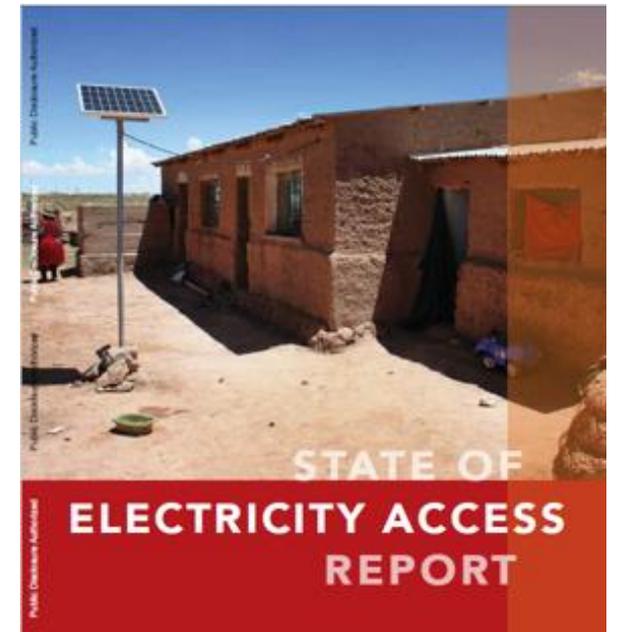
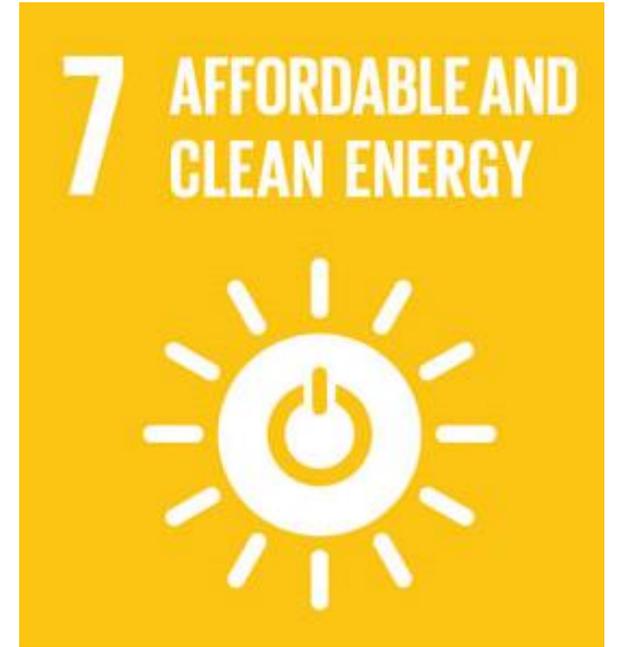
- Around 1 billion people still do not have access to electricity and around 3 billion people still rely on solid fuels and kerosene for cooking and heating
- Energy is a key factor in sustainable development and poverty alleviation
- Sustainable Development Goal 7: ensure access to affordable, reliable, sustainable and modern energy for all
- Given current conditions, universal access to energy will not be met by 2030 unless urgent measures are taken
- Vast majority (80%) of those gaining access to electricity worldwide are in urban areas
- Grid based systems face economic and governance barriers
- Opportunities for decentralised and smart systems



Transforming Energy Access purpose

Purpose:

To support early stage testing and scale up of innovative technologies and business models that will accelerate access to affordable, clean energy based services to poor households and enterprises.

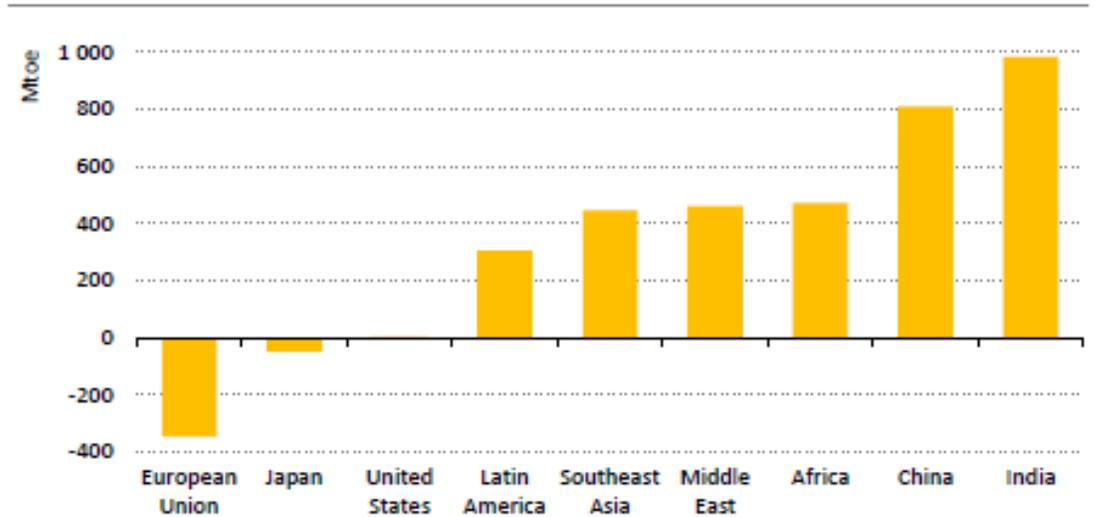


Why are we interested?



Malcolm Brinded (2018) Energy and Climate Presentation

Figure 4: Change in the total primary energy demand in selected regions 2017-2040, New Policies Scenario



IEA 2018

- Move to low carbon energy system and distributed energy
- MASSIVE Market – much greater than Europe as its about productive use building
- Concept of leapfrogging

Stats so far

6 Calls



£108m Committed



£40m co-funding



£56m private funding



283 Projects



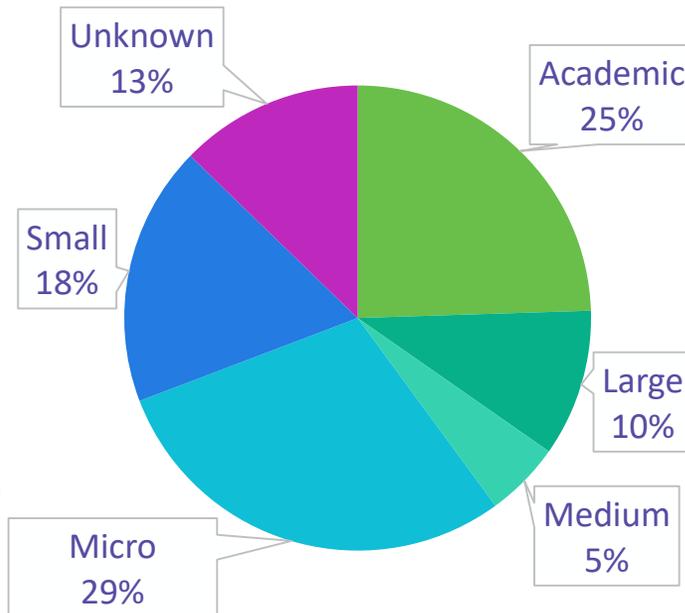
841 Partners



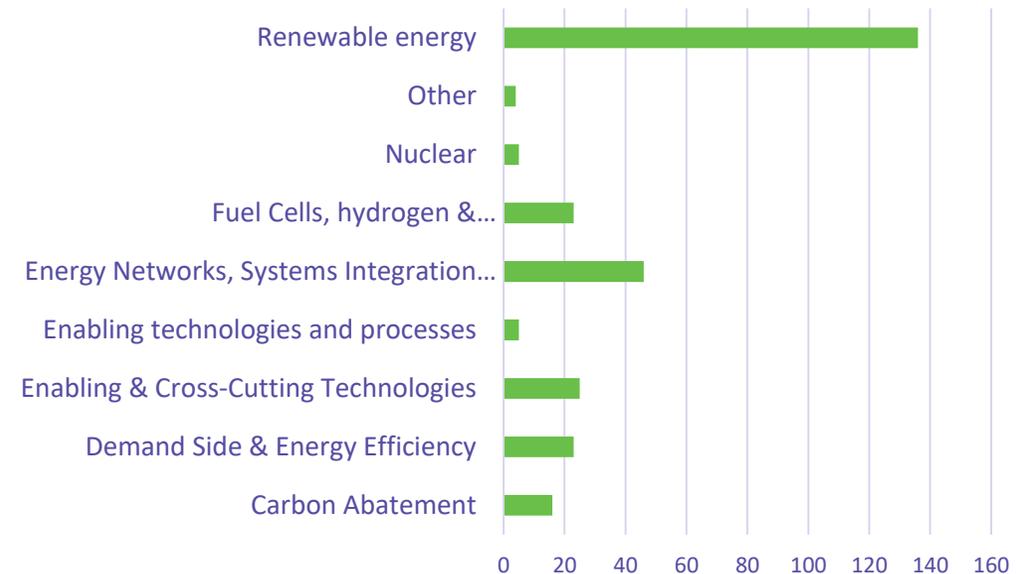
48 International partners



Organisation Type



Technology Type

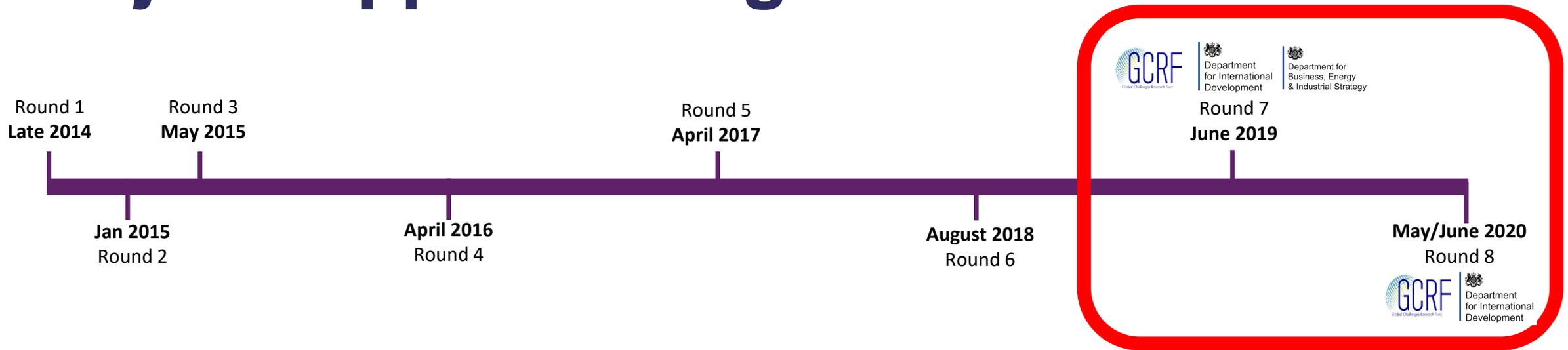


Countries Involved



-  Round 3
-  Round 4
-  Round 5
-  Round 6

Project support through this Tender



Round 7 = £32m grant

Round 8 = estimated £20m grant

Project Scope

To be in scope for this competition project must to hit All THREE of the following areas



Energy
Trilemma

Transforming
Energy Access

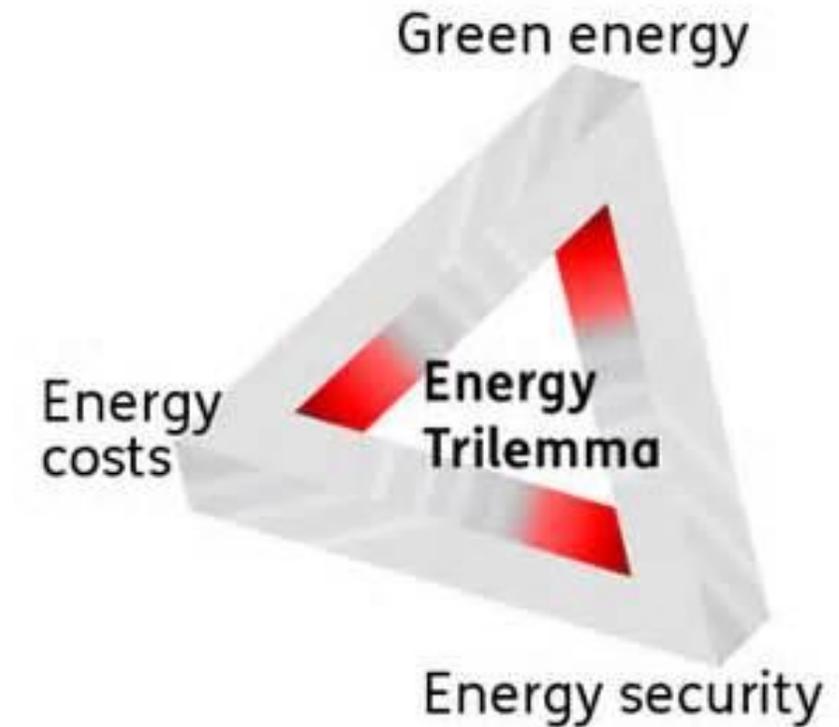


Gender
equality and
social inclusion

1) Energy Trilemma

The aim is to accelerate innovation in technologies that address all elements of the energy trilemma:

- reducing emissions
- improving security of supply, and
- reducing cost of energy



2) Transforming Energy Access

- project must aim to speed up access to affordable, clean energy services for poor households and enterprises in Sub-Saharan-Africa or South Asia.
- it is open to both on-grid and off-grid solutions
- aimed at delivering Global Goal 7: ensure access to affordable, reliable, sustainable and modern energy for all.
- primary benefit has to be for Sub-Saharan-Africa or South Asia.



3) Gender Equality and Social Inclusion

Projects must take into account gender equality and social inclusion issues. They must:

- identify the main beneficiaries
- describe how you will mitigate any negative effects
- provide a plan of how to address both gender and social inclusion during the project life
- provide a logic model in to show rationale and assumptions.



Eligible International Countries

Sub-Saharan Africa

Angola, Benin, Botswana, Burkina Faso, Burundi, Cabo Verde, Cameroon, Central African Republic, Chad, Comoros, Congo, Côte d'Ivoire, Democratic Republic of the Congo, Djibouti, Eritrea, Eswatini/Swaziland, Ethiopia, Equatorial Guinea, Gabon, Gambia, Ghana, Guinea, Guinea-Bissau, Kenya, Lesotho, Liberia, Madagascar, Malawi, Mali, Mauritania, Mozambique, Namibia, Niger, Nigeria, Rwanda, Sao Tome and Principe, Senegal, Sierra Leone, Somalia, South Africa, South Sudan, Sudan, Tanzania, Togo, Uganda, Zambia, Zimbabwe



South Asia

Afghanistan, Bangladesh, Bhutan, India, Indonesia, Laos, Myanmar, Nepal, Pakistan, Philippines, Sri Lanka, Thailand, Vietnam



Additional Programme Funding Sources

DFID : £7 million of DFID funding specifically for energy storage.

This can be any type of storage (not just batteries)

DFID is particularly interested in supporting projects in the following countries (but not limited to): Afghanistan, Bangladesh, Democratic Republic of Congo, Ethiopia, Ghana, Kenya, Liberia, Malawi, Myanmar, Mozambique, Nepal, Nigeria, Pakistan, Rwanda, Sierra Leone, Somalia, South Sudan, Sudan, Tanzania, Uganda, Zambia, Zimbabwe

BEIS: £10 million of BEIS funding specifically for energy storage.

This can be any type of storage (not just batteries)

Keen to see climate mitigation as part of this

OPEN TO ANY DAC LISTED COUNTRY



Energy Catalyst Programme

1. Collaboration
Building partnerships



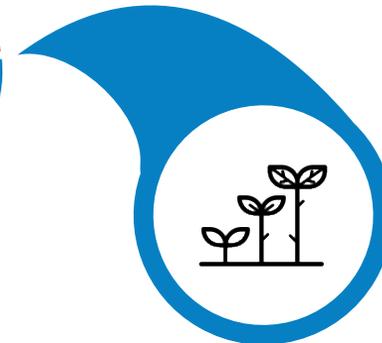
2. Competition
Developing technology.



5. Learning From Overseas
Portfolio learnings and international expertise



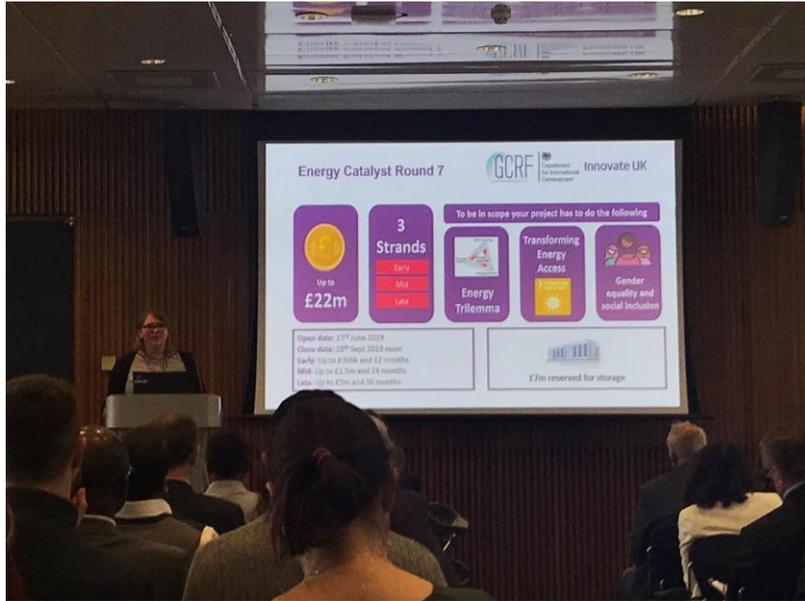
3. Incubation
Developing businesses.



4. Post Competition Support
Getting ready for next stage/investment



1. Collaboration Building



Budget to spend

FY 2019/20 = £600k
FY 2020/21 = £800k

Objective: help form partnerships

- 4 UK briefing/brokerage events per round
- Round 7 - 3 international brokerage events to Myanmar, Ethiopia and Kenya
- Round 8 – 10/14 missions between Feb 2020 and July 2020

1. International Brokerage Events

Day 1

In country briefing



Day 2

Government



Day 3

Rural Visit



Day 4

Companies



Day 5

Academic



Brokerage



NGOs



Rural Visit



Free meeting time



Free meeting time



2. Technology Innovation

Funding competition

Energy catalyst round 7: early stage

Organisations can apply for a share of up to £32 million across 3 strands to help provide clean, affordable and secure energy in sub-Saharan Africa, South Asia or both.

Competition opens: Monday 17 June 2019

Competition closes: Wednesday 18 September 2019 12:00pm

[Start new application](#)

Or [sign in](#) to continue an existing application.

Summary	Eligibility	Scope	Dates	How to apply	Supporting information
Description	Innovate UK (part of UK Research and Innovation), the Engineering and Physical Sciences Research Council (EPSRC) and the Department for International Development (DFID) will invest up to £32 million. This is in				

Objective: increase technology readiness

Any technology which meets the following scope:

1. Energy access needs of SSA/SA
2. All three areas of energy trilemma
3. Provides plan for gender diversity and social inclusion

- ❖ Hub and spoke model
- ❖ Mid and Late must have international entity and work in country

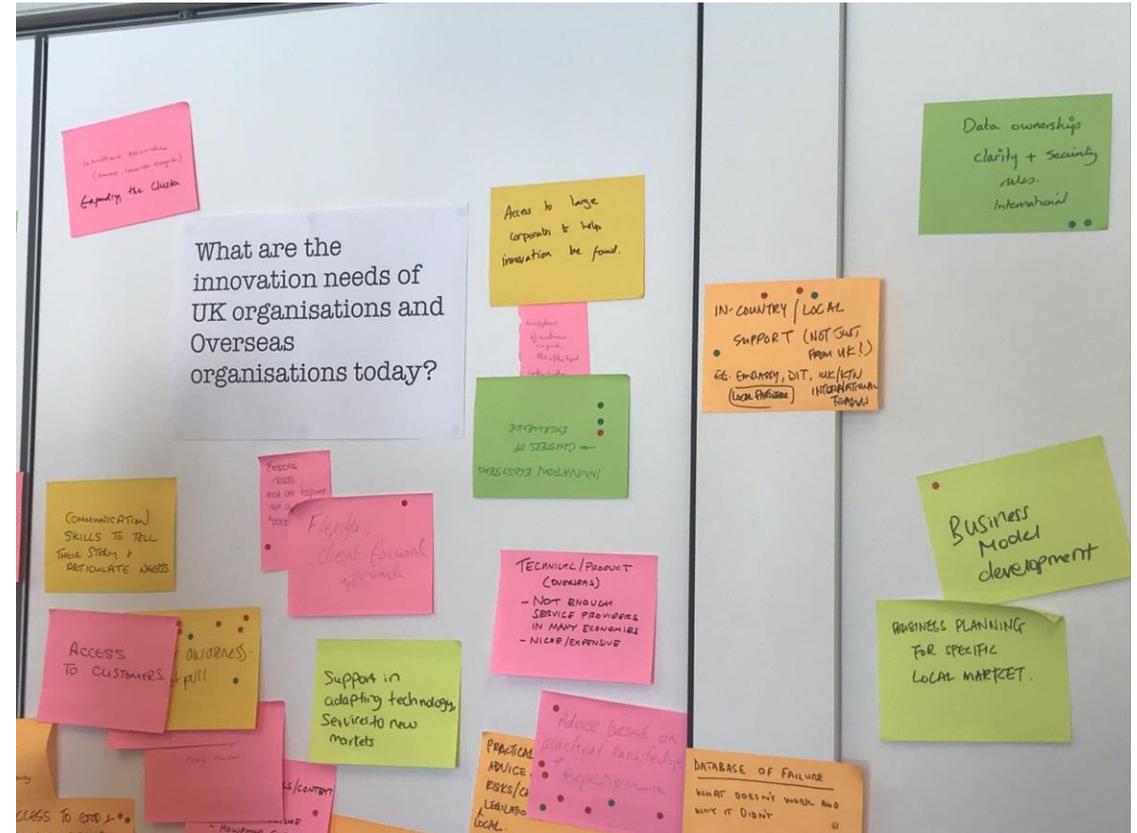
3. Incubation Support

Objective: help commercialise business

The Energy Catalyst Accelerator Programme

- 1:1 support and group learning through mentoring
- intensive 'boot-camp' style weeks.
- Cross Learning events
- Dissemination – case studies, impact video and updated website.

Will cover more later in the presentation!



4. Post Competition Support

Objective: help project get follow on funding and access to investors

- Provide follow-on support for extensions to projects to allow additional work which can accelerate commercialisation
- 3 month extensions



5. Learning from overseas



Objective: To learn from overseas partners and wider portfolio

- Reverse missions
- Series of UK events to bring organisations from SSA/SA to the UK.
- Energy Catalyst portfolio events to learn from each other



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Questions?



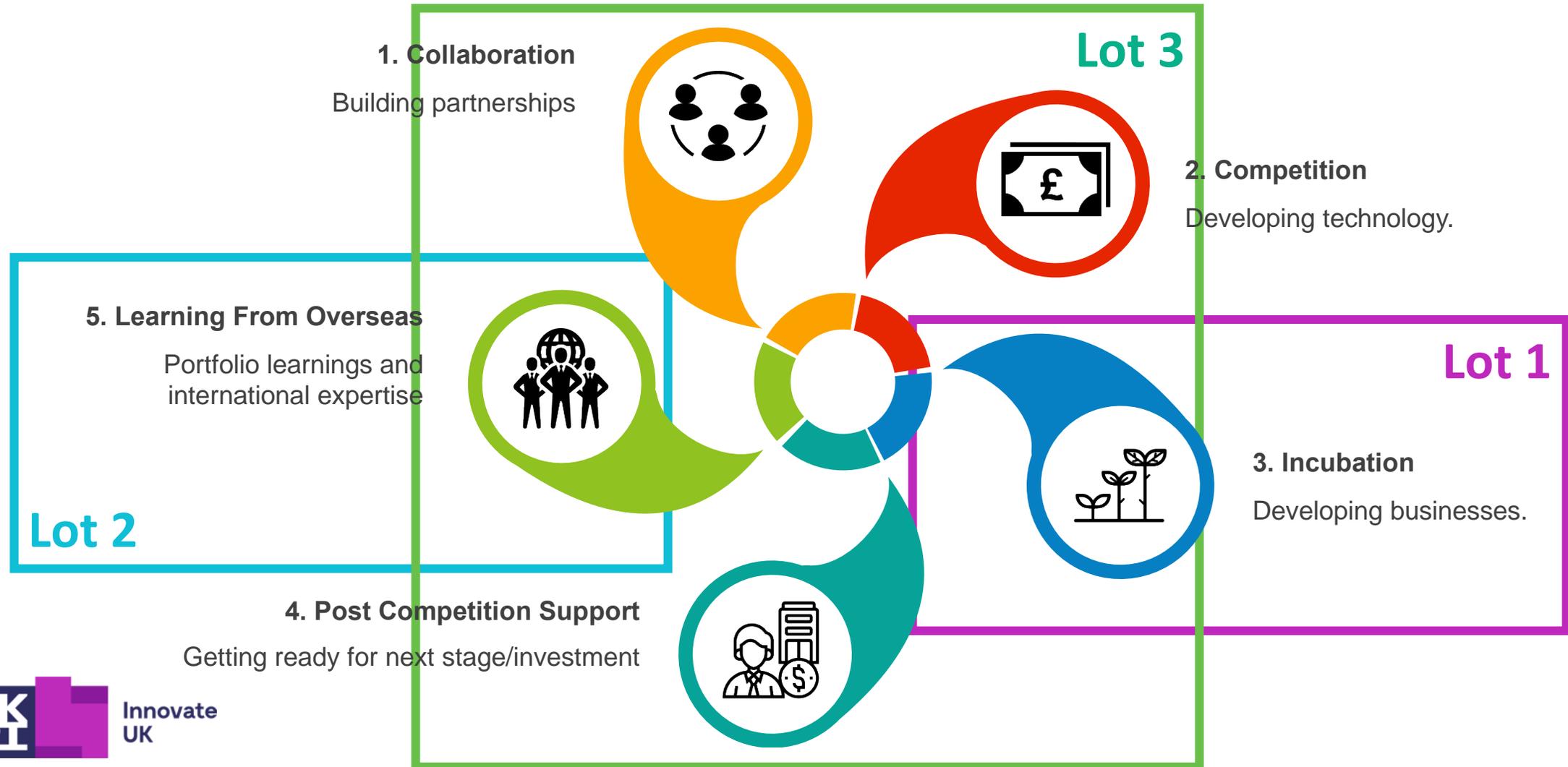


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Energy Catalyst Accelerator Programme

Nicola Lazenby
Innovation Lead - Energy

Energy Catalyst Acceleration Programme



Energy Catalyst Programme Timeline

Date	Energy Catalyst
November 2019	Application for EC7 closes
December 2019	Award notification to applicants EC7
January 2020	
February 2020	
March 2020	
April 2020	EC7 Projects start (latest)
May 2020	
June 2020	EC8 launch
September 2020	EC8 Close
December 2020	Award notification to applicants EC8
March 2021	EC8 Projects start
April 2021	Close of remaining EC7 Early stage projects
March 2022	Close of remaining EC8 Early stage projects
April 2022	Close of remaining EC7 Mid stage projects
March 2023	Close of remaining EC8 Mid stage projects
April 2023	Close of remaining EC 7 Late stage projects
March 2024	Close of remaining EC8 Late stage projects

Subject to change!

Grant value vs. Project funded

Year of Grant Award	Total Grant Available	Description	Applications received	Projects Funded
2018	£3m	Energy Catalyst Round 5 - Early Stage	97	4
		Energy Catalyst Round 5 - Mid Stage	67	3
		Energy Catalyst Round 5 - Mid Stage (Special Project)	7	1
2019	£10m	Energy Catalyst Round 6 - Early Stage	44	8
		Energy Catalyst Round 6 - Mid Stage	66	9
		Energy Catalyst Round 6 - Late Stage	9	1
2019	£5m	Energy Catalyst Round 6 extra - Early Stage	-	2
		Energy Catalyst Round 6 extra - Mid Stage	-	7
2020	£32m	Energy Catalyst Round 7 - Early Stage	92	TBC
		Energy Catalyst Round 7 - Mid Stage	91	TBC
		Energy Catalyst Round 7 - Late Stage	16	TBC
2021	£20m (estimated)	Energy Catalyst Round 8 - Early Stage	TBC	TBC
		Energy Catalyst Round 8 - Mid Stage	TBC	TBC
		Energy Catalyst Round 8 - Late Stage	TBC	TBC

Things to consider for all Lots:

- Innovate UK will own the rights to all materials, tools and outputs developed during the contract
- Supplier is responsible for providing travel and subsistence costs for any UK and overseas travel required as part of your submission. This should include both your employees and grant recipients
- Supplier is responsible for collecting and reporting feedback to Innovate UK from project partners, event attendees, business coaches, investors and technical experts in order to track success of the programme with regards to partnerships and impact.
- Promoting gender equality and social inclusion should be incorporated into all activities
- All activities should be ODA compliant



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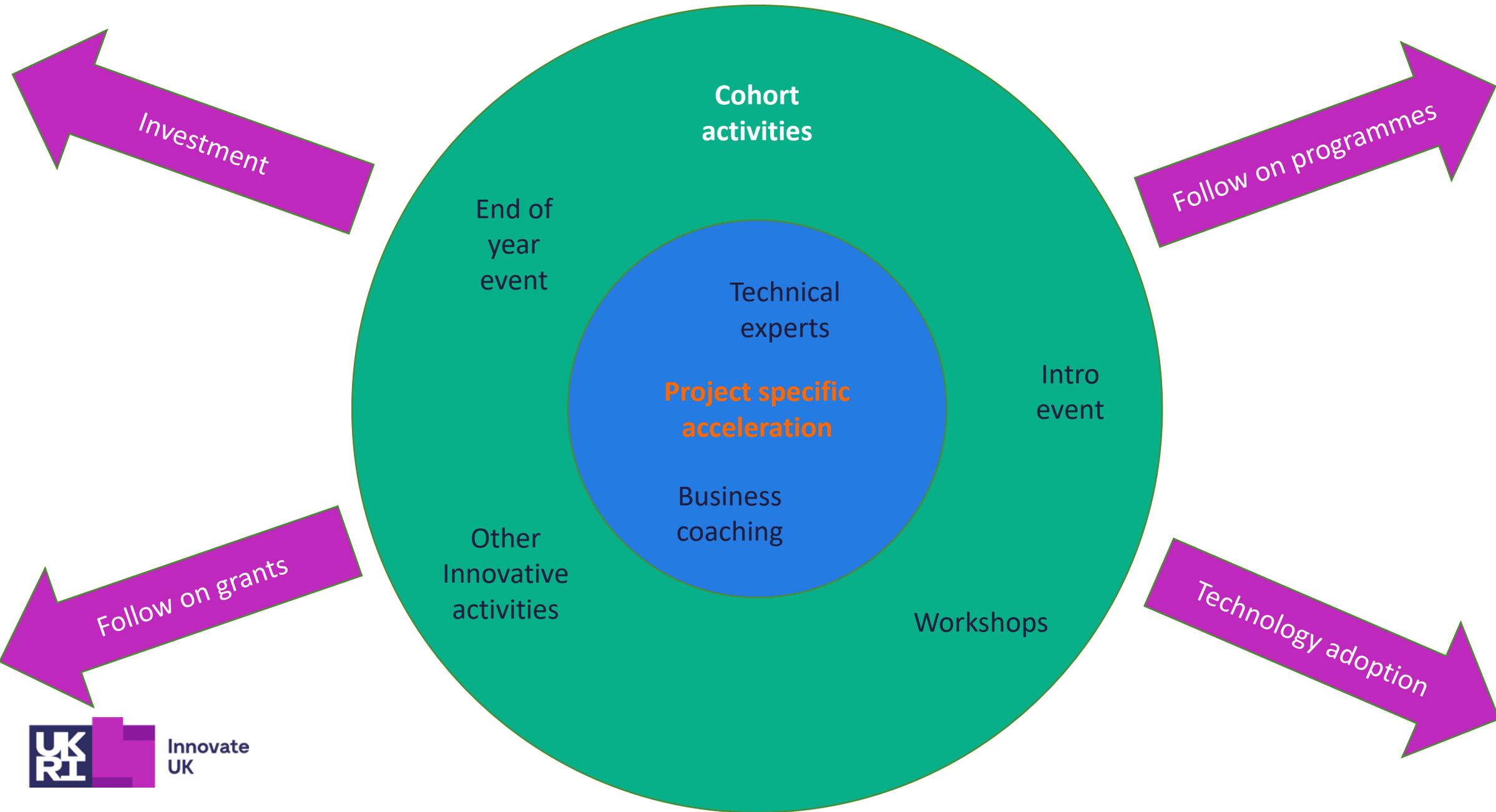
Energy Catalyst Accelerator Programme – Lot 1

Nicola Lazenby
Innovation Lead - Energy

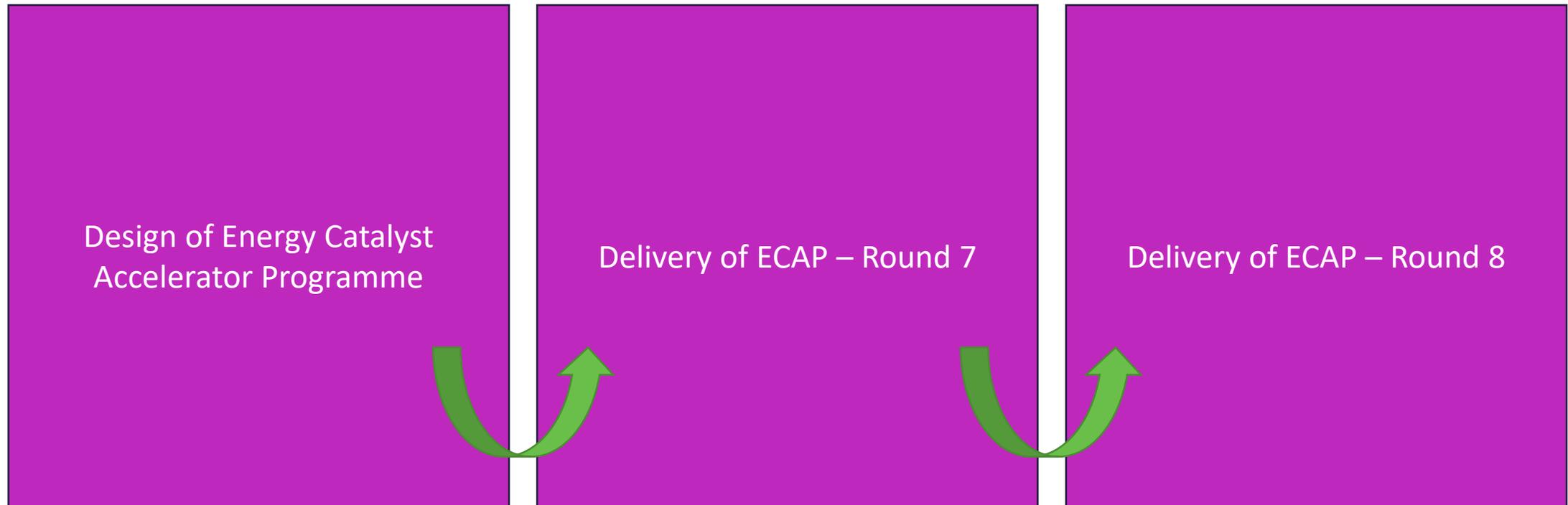
Lot 1 – Overview (~£6m)

Objectives:

- Accelerate the commercialisation of their technologies.
- Procure the development and delivery of the ‘Energy Catalyst Acceleration Programme’ (ECAP).
- Each project funded by the competition will be eligible for incubation support during its project lifetime
- Ensure teams build their business towards commercialisation and critically, their business models in SSA/S&SE A.
- Facilitate a cohort ethos across recipients through intensive support weeks, workshops and events for projects to discuss synergies and provide guidance on relevant areas e.g. markets and social inclusion.
- Provide opportunities to engage with investors, corporate organisations and follow on support programmes



Lot 1 – Overview



FY2019/20	FY2020/21	FY2021/22	FY2022/23	FY2023/24	Total
£525,000	£4,117,500	£907,500	£250,000	£140,000	£5,940,000

Lot 1 – Specification

A: Project specific support

- Conduct an assessment of grant recipients and work with project team to understand their specific needs in relation to business support
- Develop and provide Innovate UK and project teams an acceleration plan for each project
- Provide each project with a business coach for 1:1 support, both project partners both in the UK and overseas
- Visit UK and overseas partners in addition to online meetings and ad-hoc email correspondence
- Allocate technical experts to projects based on their individual needs
- Work with other programmes with TEA Partners to signpost projects suitable for follow on work such as through the Shell Foundation and Acumen
- Provider ad-ho 'help desk' support to grant recipients throughout the duration of the programme
- Provide travel and subsistence costs for any UK and overseas travel required as part of your submission

Lot 1 – Specification

B: Cross project support

- Produce and keep up to date, commercialisation guides detailing sector and country specific information to be made publicly available
- Delivery a 'Introduction to ECAP' at the beginning of Energy Catalyst Rounds. The aim of this week is to:
 - Introduce the project teams to their Business Coach and Innovate UK Monitoring Officer
 - Provide introductory learning, specific to projects needs derived from information knowledge gained from assessing the project needs
 - Provide workshops on gender equality and social inclusion
- Delivery 'End of year' ECAP event
 - Disseminate lessons learnt by projects
 - Facilitate Innovator to Investment engagement and links to follow on funding
- Provide opportunities for engagement with investors which support work in this sector
 - Facilitate opportunities per project for introductions between projects and investors, follow on programmes or organisations looking to adopt technologies



We are also looking for innovative means of achieving this objective, including collaborating with existing event providers both in the UK and overseas or developing bespoke events. Sponsorship / event management / event delivery is to be included in the bid value.



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Questions?





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Lunch & Networking



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Energy Catalyst Accelerator Programme – Lot 2

Nicola Lazenby
Innovation Lead - Energy

Lot 2 – Learning from overseas (~£1.25k)

Objective:

- Innovate UK wish to transfer as much learning between our grant recipients and their partners, the broader TEA family, both overseas and in the UK and any other additional organisations or individuals working within this sector.
- Enabling two-way transfer of knowledge, expertise, experiences and lessons learnt between UK and overseas organisations.

Note: these events will be open to all Energy Catalyst grant recipients from Round 3 onwards in the first instance, and then the broader TEA community and other organisations/individuals operating in this sector. The provider will be responsible for the application process for these if the events should these be over subscribed.



	2019/20	2020/21	2021/22	2022/23	2023/24	Total
Lot 2	£500,000	£750,000	x	x	x	£1,250,000

Estimated spend profile – see end of presentation

Lot 2 – Learning from overseas

We require a series of UK and overseas events and engagement activities which bring together UK and sub-Saharan Africa and South Asia delegates. The key responsibilities of this provider are:

- Delivery at least 2 UK events per year (2019/20 & 2020/21) to be attended by both Energy Catalyst Projects and their overseas partners
- Delivery at least 2 overseas event per year (2019/20 & 2020/21) to be attended by both Energy Catalyst Projects and their overseas partners
- Provide events to support the broader TEA and Energy Access policy priorities

These events could take the form of workshops, conferences or any other innovative means of knowledge transfer and dissemination bidders proposed.



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Questions?





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Energy Catalyst Accelerator Programme – Lot 3

Nicola Lazenby
Innovation Lead - Energy

Lot 3 – Publicity & Dissemination (~£600k)

Objectives:

- To disseminate and showcase the outcomes and impact of both the Energy Catalyst Projects and Programme to a range of stakeholders and audiences including:
 - Government Departments
 - Investors
 - Large cooperate organisations
 - Follow-on Programmes
 - Etc.



	2019/20	2020/21	2021/22	2022/23	2023/24	Total
Lot 3	£75,000	£350,000	£60,000	£75,000	£40,000	£600,000

Estimated spend profile – see end of presentation

Lot 3 – Publicity & Dissemination

Produce the following for the Innovate UK Energy Catalyst Programme:

- Produce 'look & feel' including photographs and illustrations to be used
- Produce a content capturing and dissemination strategy
- Produce Case Studies to be hosted on Gov.UK website – minimum of 5 per year
- Identify opportunities for and produce blogs to disseminate programme
- Produce and distribute press releases at notable points throughout the programme – minimum of 5 per year
- Capture and create content throughout the programme
- Produce videos showcasing projects, events and overseas missions (at least 3 missions)
- Collect and report reach and impact of dissemination activities



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Questions?





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Energy Catalyst Accelerator Programme – Costs

Nicola Lazenby

Estimated Spend Profile

Estimated maximum framework spend profile

	FY2019/20	FY2020/21	FY2021/22	FY2022/23	FY2023/24	Total
Lot 1	£525,000	£4,117,500	£907,500	£250,000	£140,000	£5,940,000
Lot 2	£500,000	£750,000	x	x	x	£1,250,000
Lot 3	£75,000	£350,000	£60,000	£75,000	£40,000	£600,000

Things to note

- As an inclusive programme, the supplier is responsible for all travel and subsistence required as part of their programme
- We're open to sponsoring events as part of this programme where there is evidenced alignment, however these costs must be negotiated by the supplier and included in the bid
- Innovate UK will hold all Intellectual Property, copy right etc. associated with programme
- We're looking to delivery through face-to-face interactions and building rapport with our grant recipients – both UK and overseas
- Safety and security is exceptionally important for the delivery of this programme – supplier is responsible for evidencing this in their proposal and continually through their work
- The supplier is not responsible for the selection or approval of projects for grant funding
- The supplier is not responsible for monitoring grant recipients – tracking grant delivery and project progress
- The supplier is expected to engage in Innovate UK and/or funders impact and evaluation where required
- Supplier is responsible for collecting and reporting feedback from programme participants to Innovate UK



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Questions?

Feedback or comments?





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Thank you



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UK SBS CS19312 The Provision of Energy Catalyst Innovation Accelerator Framework

Procurement Process and Timelines
Kerry Hammond

Contractual Model

UKSBS, acting on behalf of UKRI Innovate is looking to establish a multi-lot framework agreement. Please see the table below for an indicative view of LOTS:

LOT	Description
LOT 1	Energy Catalyst Accelerator Programme (ECAP)
LOT 2	Learning from Overseas
LOT 3	Programme showcasing & Dissemination

Procurement Process

- Market engagement is being conducted through the use of a Prior Information Notice (PIN) issued via Tenders Electronic Daily (TED) and Early Engagement Notice released on Contracts Finder (CF)
- Pre-Procurement Market Activity
 - Supplier Engagement Days: 24th October 2019
- A Contract Notice will be issued via TED and Contracts Finder to launch an Open OJEU tender procedure

Timetable (estimated)

Open OJEU Tender Procedure:

- Issue OJEU notice –5th November 2019
- Contracts Finder Notice & Launch Delta exercise – 8th November 2019
- Clarification Period Ends – 9th December 2019
- Bid return deadline - 16th December 2019
- Technical and Commercial Evaluation – 17th December 2019
- Notify all bidders of outcome – 6th January 2020
- Standstill – 10 calendar days from the working day after outcome letters are issued
- Contract award – 16th January 2020
- Framework commencement date – 28th January 2020

DELTA

- This tender will be run through the Delta Portal e-sourcing portal
- Register an account within Delta <https://uksbs.delta-esourcing.com/>
- OJEU Notice will provide the Delta access code against each Lot to be able to see the documents.
- Full usage instructions will be issued within the Delta portal and is also available at <https://www.uksbs.co.uk/services/procure/Pages/supplier.aspx>

Delta eSourcing :

Email: Delta@uksbs.co.uk

Telephone:0845 270 7050

Submission of Bids

- Once the contract notice is issued, the Supplier will need to follow the instructions within the notice to access the framework documents.
- All communications, including tender documentation clarifications, should be submitted via Delta
- All bids are to be submitted via Delta
- Submission Requirements:
 - A full detailed response to the questions
 - All questions must be answered
 - All required evidence – for some questions bidders might need to provide supporting documentation as evidence, it will be made clear within the bidder guidance of each question where this is applicable.
 - Completed pricing schedule
 - We require that all prices provided are in GBP. We will only accept bids submitted in GBP.

Summary

- Today's slides, minutes, questions and answers will be shared after the Supplier Day and will form part of the tender pack.
- Please note the timescales mentioned above are estimates only as it is suppliers responsibility to look out for the Tender advertisement.

Any Questions?



Summary & Next Steps

- What happens next?
- Post event feedback / questions / views
- Where to find the tender



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Questions?





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Thank you



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