

UK SBS PR17093 Newton Fund — Business Innovation Collaboration Programmes

Innovate UK

Supplier Engagement Webinar

Wednesday 30th August 2017 10:00hrs - 12:00hrs

Presented by;

Janet Geddes - Newton Fund Programme Manager, Innovate UK

Annaliese Munn - Newton Fund Portfolio Officer, Innovate UK

Alistair Staunton-Lambert – Procurement Category Manager, UK Shared Business Services

The presentation (attached) was presented and concluded with a questions and answers session on the requirement. The Q&A has been collated below.

Q & A

Do we need matched funding and funder in place at the time of application or during the inception phase?

This will be identified within the procurement documentation, if it is required. At this stage we do not expect it to be concrete but in your proposal we need to see that you have begun to think where the match funding is coming from.

Do we need a partner in place at the time of bidding?

Yes the partner does need to be in place at point of bidding as it will shape your proposal.

Can the overseas partners be funded through this contract?

Yes and it depends. If the overseas partner needs to be paid (to support delivery of the programme), they will need to be subcontracted and paid out of this contract. (We recognise that some overseas partners may not need payment to participate).

What are the outcomes / evaluation criteria (of the requirement, not the tender process) innovate UK will be using for this project?

We don't have set evaluation criteria right now, beyond meeting the two stated objectives. It will depend a lot on what the shape of the programme you are delivering - your proposal should state

what the outcomes will be from your perspective. The evaluation/evaluation criteria will be shaped and agreed-upon during the inception phase through a discussion through supplier and Innovate UK.

Can we get a list of interested parties in order to form consortia?

We do not have a list of interested parties, this would be up to the individual bidders to arrange.

Would UK businesses who are part of this programme have any privileged access to InnovateUK general funding?

We have to be careful around the state aid restrictions (in terms of what support can be given to UK businesses and how through this contract). This will be identified in the procurement documentation if it is required.

In answer to lining this up to other competitions related to these countries - unfortunately at this stage we are unable to support that. There is no privileged access.

Please can you repeat the specific information with regards to Indonesia?

Renewable energy should be the key focus - this was a steer from both governments. Further details will be given in specification document.

Do you have a sense of the particular needs of each country in terms of sector or other innovation interests?

As our engagement is young with these countries, unfortunately we are unable to provide comprehensive detail. However we will look to share as much information as we can as part of the specification document. For example, there is a Newton Fund strategy for each country which (if BEIS give approval) we can share.

If bidding for multiple countries, could delivery be phased?

Yes dependent on length of your activity as spending does need to fit in with the spending profile.

Why would UK SMEs want to be part of this without any funding support? Aside from forming part of their international business development in those particular countries.

Forming part of their international development with those countries is probably the key point. We are not giving grant funding support in a traditional sense but we can hopefully give support for their participation. There are various motivations, sales, R&D etc. We did see appetite by SMEs from a Feasibility Studies competition Innovate UK ran last year.

To confirm - VAT, travel and subsistence for ALL are INCLUDED in the proposed budget

The bid submission price will have to exclude VAT, and T&S. (Note the amount mentioned in the slides is inclusive of VAT.) The final amounts given in the Specification document will be those amounts minus 20%.

Are the numbers on Janet's slide for maximum per country inclusive or exclusive of VAT?

Inclusive. See above.

Should the bid be for delivery partners AND participants?

Travel and subsistence can be covered for all - we will clarify if match funding will be needed from UK businesses.

Why is the program 1 year longer for Turkey compared to the other countries? Is the approach a different one for Turkey or/and is it linked to current instability potentially delaying some of the planned activities?

It's simply because we've got budget for 19-20 for Turkey but don't have for the other countries.