

**United Kingdom-Swindon: Training programme services**  
**OJ S 38/2018 23/02/2018**  
**Contract award notice**  
**Services**

**Legal Basis:**

Directive 2014/24/EU

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**Section I: Contracting authority**

**I.1. Name and addresses**

Official name: Innovate UK

Postal address: Polaris House, North Star Avenue

Town: Swindon

NUTS code: UKK14 Swindon

Postal code: SN2 1FL

Country: United Kingdom

E-mail: [majorprojects@uksbs.co.uk](mailto:majorprojects@uksbs.co.uk)

**Internet address(es):**

Main address: <https://www.gov.uk/government/organisations/innovate-uk>

**I.4. Type of the contracting authority**

Body governed by public law

**I.5. Main activity**

Other activity: Innovation

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**Section II: Object**

**II.1. Scope of the procurement**

**II.1.1. Title**

UK SBS PR17093 Newton Fund — Business Innovation Collaboration Programmes

Reference number: UK SBS PR17093

**II.1.2. Main CPV code**

80521000 Training programme services

**II.1.3. Type of contract**

Services

**II.1.4. Short description**

As part of Innovate UK's Newton Fund commitments, this procurement is to identify a Supplier or set of Suppliers who can design and deliver programmes to strengthen collaborations between innovative businesses from the Newton Fund partner countries of Egypt, Indonesia, South Africa and Turkey, and innovative businesses from the UK. The services covered by this procurement exercise have been divided into Lots, where we are seeking individual programmes to strengthen collaborations between innovative businesses from each of these countries and business from the UK. The objective of this procurement is to identify a Supplier (s) capable of designing and delivering programmes to stimulate and support innovation-focused collaborations between businesses from the UK and from the Newton Fund countries.

For each Lot, we would like a Supplier to design and deliver a programme that ultimately results in economic development and social welfare improvements to the identified Newton Fund country.

#### **II.1.6. Information about lots**

This contract is divided into lots: yes

#### **II.1.7. Total value of the procurement**

Value excluding VAT: 1 293 333,78 GBP

### **II.2. Description**

#### **II.2.1. Title**

Lot 1 — Egypt

Lot No: 1

#### **II.2.2. Additional CPV code(s)**

80521000 Training programme services, 80532000 Management training services

#### **II.2.3. Place of performance**

NUTS code: UKK14 Swindon

Main site or place of performance: Swindon, UK plus travel may be expected to the country stated in the Lot title.

#### **II.2.4. Description of the procurement**

As part of Innovate UK's Newton Fund commitments, this procurement is to identify a Supplier or set of Suppliers who can design and deliver programmes to strengthen collaborations between innovative businesses from the Newton Fund partner countries of Egypt, Indonesia, South Africa and Turkey, and innovative businesses from the UK.

The services covered by this procurement exercise have been subdivided into Lots, where we are seeking individual programmes to strengthen collaborations between innovative businesses from each of these countries, and business from the UK:

Lot 1: Egypt.

Lot 2: Indonesia.

Lot 3: South Africa.

Lot 4: Turkey.

The objective of this procurement is to identify a Supplier or set of Suppliers capable of designing and delivering programmes to stimulate and support innovation-focused collaborations between businesses from the UK and from the Newton Fund countries of Egypt, Indonesia, South Africa and Turkey.

For each Lot, we would like a Supplier to design and deliver a programme that ultimately results in economic development and social welfare improvements to the identified Newton Fund country, in line with Official Development Assistance (ODA) objectives. The programme should:

1. Strengthen the innovation potential of businesses based in and from the Newton Fund country, through stimulating and supporting their collaboration with innovative UK businesses, and with the UK's innovation ecosystem.

In particular, the programme should strengthen the ability of businesses based in and from the identified Newton Fund country, to deliver innovative solutions (new products, new services, improved business processes) to key societal and socio-economic challenges existing within

that country. These challenges must be ones currently impacting the poorer, marginalised or more disadvantaged groups within that country's population, although they may have a wider impact upon the general population of that country.

2. Also deliver benefits for UK businesses and the UK innovation ecosystem, for example in terms of an improved understanding of the innovation-driven partnership opportunities in the 4 Newton Fund countries.

What we mean by "innovation" and "strengthening the innovation potential": we are focusing on science and technology-driven, commercially-focused innovation. This is in line with Innovate UK's focus on and mandate of stimulating and supporting business-led innovation. By strengthening the innovation potential, we mean working with companies to de-risk, enable and support innovation so that novel commercial solutions to key socio-economic challenges in the Newton Fund countries can emerge. These solutions may be novel because they are new to the market in Newton Fund countries, or more affordable than existing solutions, for example.

The successful Supplier or set of Suppliers will be expected to effectively design and deliver a business innovation collaboration programme that meets the objectives set out in this specification, within the agreed budget and timeline, for the Newton Fund countries identified (Egypt, Indonesia, South Africa and Turkey).

#### **II.2.5. Award criteria**

Quality criterion - Name: Quality / Weighting: 100

Price - Weighting: 0

#### **II.2.11. Information about options**

Options: no

#### **II.2.13. Information about European Union funds**

The procurement is related to a project and/or programme financed by European Union funds:  
no

#### **II.2.14. Additional information**

##### **II.2. Description**

##### **II.2.1. Title**

Lot 2 — Indonesia

Lot No: 2

##### **II.2.2. Additional CPV code(s)**

80521000 Training programme services, 80532000 Management training services

##### **II.2.3. Place of performance**

NUTS code: UKK14 Swindon

Main site or place of performance: Swindon, UK plus travel may be expected to the country stated in the Lot title.

##### **II.2.4. Description of the procurement**

As part of Innovate UK's Newton Fund commitments, this procurement is to identify a Supplier or set of Suppliers who can design and deliver programmes to strengthen collaborations between innovative businesses from the Newton Fund partner countries of Egypt, Indonesia, South Africa and Turkey, and innovative businesses from the UK.

The services covered by this procurement exercise have been subdivided into Lots, where we are seeking individual programmes to strengthen collaborations between innovative businesses from each of these countries, and business from the UK:

Lot 1: Egypt.

Lot 2: Indonesia.

Lot 3: South Africa.

Lot 4: Turkey.

The objective of this procurement is to identify a Supplier or set of Suppliers capable of designing and delivering programmes to stimulate and support innovation-focused collaborations between businesses from the UK and from the Newton Fund countries of Egypt, Indonesia, South Africa and Turkey.

For each Lot, we would like a Supplier to design and deliver a programme that ultimately results in economic development and social welfare improvements to the identified Newton Fund country, in line with Official Development Assistance (ODA) objectives. The programme should:

1. Strengthen the innovation potential of businesses based in and from the Newton Fund country, through stimulating and supporting their collaboration with innovative UK businesses, and with the UK's innovation ecosystem.

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#### **II.2.5. Award criteria**

Quality criterion - Name: Quality / Weighting: 100

Price - Weighting: 0

#### **II.2.11. Information about options**

Options: no

#### **II.2.13. Information about European Union funds**

The procurement is related to a project and/or programme financed by European Union funds:  
no

## **II.2.14. Additional information**

### **II.2. Description**

#### **II.2.1. Title**

Lot 3 — South Africa

Lot No: 3

#### **II.2.2. Additional CPV code(s)**

80521000 Training programme services, 80532000 Management training services

#### **II.2.3. Place of performance**

NUTS code: UKK14 Swindon

Main site or place of performance: Swindon, UK plus travel may be expected to the country stated in the Lot title.

#### **II.2.4. Description of the procurement**

As part of Innovate UK's Newton Fund commitments, this procurement is to identify a Supplier or set of Suppliers who can design and deliver programmes to strengthen collaborations between innovative businesses from the Newton Fund partner countries of Egypt, Indonesia, South Africa and Turkey, and innovative businesses from the UK.

The services covered by this procurement exercise have been subdivided into Lots, where we are seeking individual programmes to strengthen collaborations between innovative businesses from each of these countries, and business from the UK:

Lot 1: Egypt.

Lot 2: Indonesia.

Lot 3: South Africa.

Lot 4: Turkey.

The objective of this procurement is to identify a Supplier or set of Suppliers capable of designing and delivering programmes to stimulate and support innovation-focused collaborations between businesses from the UK and from the Newton Fund countries of Egypt, Indonesia, South Africa and Turkey.

For each Lot, we would like a Supplier to design and deliver a programme that ultimately results in economic development and social welfare improvements to the identified Newton Fund country, in line with Official Development Assistance (ODA) objectives. The programme should:

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#### **II.2.5. Award criteria**

Quality criterion - Name: Quality / Weighting: 100

Price - Weighting: 0

#### **II.2.11. Information about options**

Options: no

#### **II.2.13. Information about European Union funds**

The procurement is related to a project and/or programme financed by European Union funds:  
no

#### **II.2.14. Additional information**

##### **II.2. Description**

##### **II.2.1. Title**

Lot 4 — Turkey

Lot No: 4

##### **II.2.2. Additional CPV code(s)**

80521000 Training programme services, 80532000 Management training services

##### **II.2.3. Place of performance**

NUTS code: UKK14 Swindon

Main site or place of performance: Swindon, UK plus travel may be expected to the country stated in the Lot title.

##### **II.2.4. Description of the procurement**

As part of Innovate UK's Newton Fund commitments, this procurement is to identify a Supplier or set of Suppliers who can design and deliver programmes to strengthen collaborations between innovative businesses from the Newton Fund partner countries of Egypt, Indonesia, South Africa and Turkey, and innovative businesses from the UK.

The services covered by this procurement exercise have been subdivided into Lots, where we are seeking individual programmes to strengthen collaborations between innovative businesses from each of these countries, and business from the UK:

Lot 1: Egypt.

Lot 2: Indonesia.

Lot 3: South Africa.

Lot 4: Turkey.

The objective of this procurement is to identify a Supplier or set of Suppliers capable of designing and delivering programmes to stimulate and support innovation-focused collaborations between businesses from the UK and from the Newton Fund countries of Egypt, Indonesia, South Africa and Turkey.

For each Lot, we would like a Supplier to design and deliver a programme that ultimately results in economic development and social welfare improvements to the identified Newton Fund country, in line with Official Development Assistance (ODA) objectives. The programme should:

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#### **II.2.5. Award criteria**

Quality criterion - Name: Quality / Weighting: 100

Price - Weighting: 0

#### **II.2.11. Information about options**

Options: no

#### **II.2.13. Information about European Union funds**

The procurement is related to a project and/or programme financed by European Union funds:  
no

#### **II.2.14. Additional information**

### **Section IV: Procedure**

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#### **IV.1. Description**

##### **IV.1.1.**

**Type of procedure**

Open procedure

**IV.1.3. Information about a framework agreement or a dynamic purchasing system****IV.1.8. Information about the Government Procurement Agreement (GPA)**

The procurement is covered by the Government Procurement Agreement: yes

**IV.2. Administrative information****IV.2.1. Previous publication concerning this procedure**

Notice number in the OJ S: [2017/S 148-306480](#)

**IV.2.8. Information about termination of dynamic purchasing system****IV.2.9. Information about termination of call for competition in the form of a prior information notice****Section V: Award of contract**

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**Contract No:** PR17093

**Lot No:** 1

**Title:**

Lot 1 Egypt

A contract/lot is awarded: yes

**V.2. Award of contract****V.2.1. Date of conclusion of the contract**

05/02/2018

**V.2.2. Information about tenders**

Number of tenders received: 1

Number of tenders received from SMEs: 1

Number of tenders received by electronic means: 1

The contract has been awarded to a group of economic operators: no

**V.2.3. Name and address of the contractor**

Official name: 100 % Open Limited

National registration number: 07024145

Postal address: Alphabeta Building, 14-18 Finsbury Square

Town: London

NUTS code: UKI London

Postal code: EC2A 1AH

Country: United Kingdom

The contractor is an SME: yes

**V.2.4. Information on value of the contract/lot**

Total value of the contract/lot: 202 517,73 GBP

**V.2.5. Information about subcontracting**

## Section V: Award of contract

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**Contract No:** PR17093

**Lot No:** 2

**Title:**

Lot 2 Indonesia

A contract/lot is awarded: yes

### **V.2. Award of contract**

#### **V.2.1. Date of conclusion of the contract**

05/02/2018

#### **V.2.2. Information about tenders**

Number of tenders received: 1

Number of tenders received from SMEs: 1

Number of tenders received by electronic means: 1

The contract has been awarded to a group of economic operators: no

#### **V.2.3. Name and address of the contractor**

Official name: 100 % Open Limited

National registration number: 07024145

Postal address: Alphabeta Building, 14-18 Finsbury Square

Town: London

NUTS code: UKI London

Postal code: EC2A 1AH

Country: United Kingdom

The contractor is an SME: yes

#### **V.2.4. Information on value of the contract/lot**

Total value of the contract/lot: 344 816,05 GBP

#### **V.2.5. Information about subcontracting**

## Section V: Award of contract

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**Contract No:** PR17093

**Lot No:** 3

**Title:**

Lot 3 South Africa

A contract/lot is awarded: yes

### **V.2. Award of contract**

#### **V.2.1. Date of conclusion of the contract**

11/02/2018

#### **V.2.2. Information about tenders**

Number of tenders received: 3

Number of tenders received from SMEs: 3  
Number of tenders received by electronic means: 3  
The contract has been awarded to a group of economic operators: no

**V.2.3. Name and address of the contractor**

Official name: Matter Innovation Limited  
National registration number: 10266238  
Postal address: The Charlotte Building, 17 Gresse St  
Town: London  
NUTS code: UKI London  
Postal code: W1T 1QL  
Country: United Kingdom  
The contractor is an SME: yes

**V.2.4. Information on value of the contract/lot**

Total value of the contract/lot: 291 500,00 GBP

**V.2.5. Information about subcontracting**

**Section V: Award of contract**

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**Contract No:** PR17093

**Lot No:** 4

**Title:**

Lot 4 Turkey

A contract/lot is awarded: yes

**V.2. Award of contract**

**V.2.1. Date of conclusion of the contract**

24/01/2018

**V.2.2. Information about tenders**

Number of tenders received: 5  
Number of tenders received from SMEs: 5  
Number of tenders received by electronic means: 5  
The contract has been awarded to a group of economic operators: no

**V.2.3. Name and address of the contractor**

Official name: Tekiu Limited  
National registration number: 08007437  
Postal address: 925 Finchley Road  
Town: London  
NUTS code: UKI London  
Postal code: NW11 7PE  
Country: United Kingdom  
The contractor is an SME: yes

**V.2.4. Information on value of the contract/lot**

Total value of the contract/lot: 454 500,00 GBP

## V.2.5. Information about subcontracting

### Section VI: Complementary information

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#### VI.3. Additional information

The Contracting Authority expressly reserves the right:

(i) not to award any contract as a result of the procurement process commenced by publication of this notice; and (ii) to make whatever changes it may see fit to the content and structure of the procurement; and in no circumstances will the Contracting Authority be liable for any costs incurred by the candidates.

If the Contracting Authority decides to enter into a contract with the successful supplier, this does not mean that there is any guarantee of subsequent contracts being awarded.

Any expenditure, work or effort undertaken prior to contract award is accordingly a matter solely for the commercial judgement of Bidders.

Innovate UK wishes to establish an agreement for use by the following UK public sector bodies (and any future successors to these organisations).

Core Customers: Associated Bodies.

The Contract will be open for use by: Innovate UK.

UK Shared Business Services Limited are able to accept unstructured electronic invoicing.

#### VI.4. Procedures for review

##### VI.4.1. Review body

Official name: UK Shared Business Services Limited

Postal address: Polaris House, North Star Avenue

Town: Swindon

Postal code: SN2 1FF

Country: United Kingdom

E-mail: [policy@uksbs.co.uk](mailto:policy@uksbs.co.uk)

##### VI.4.4. Service from which information about the review procedure may be obtained

Official name: UK Shared Business Services Limited

Postal address: North Star House, North Star Avenue

Town: Swindon

Postal code: SN2 1FF

Country: United Kingdom

E-mail: [policy@uksbs.co.uk](mailto:policy@uksbs.co.uk)

#### VI.5. Date of dispatch of this notice

21/02/2018