

Germany-Munich: Business and management consultancy and related services
OJ S 102/2020 27/05/2020
Contract award notice
Services

Legal Basis:

Directive 2014/24/EU

Section I: Contracting authority

I.1. Name and addresses

Official name: EIT Health e. V.
Postal address: Mies-van-der-Rohe-Str. 1 C
Town: München
NUTS code: DE212 München, Kreisfreie Stadt
Postal code: 80807
Country: Germany
E-mail: kseniia.choni@eithealth.eu
Internet address(es):
Main address: www.eithealth.eu

I.4. Type of the contracting authority

Regional or local agency/office

I.5. Main activity

Health

Section II: Object

II.1. Scope of the procurement

II.1.1. Title

EIT Health DD Services
Reference number: EIT Health DD Services

II.1.2. Main CPV code

79400000 Business and management consultancy and related services

II.1.3. Type of contract

Services

II.1.4. Short description

Due diligence and valuation analysis services.

II.1.6. Information about lots

This contract is divided into lots: no

II.1.7. Total value of the procurement

Value excluding VAT: 1,00 EUR

II.2. Description

II.2.3. Place of performance

NUTS code: DE212 München, Kreisfreie Stadt

II.2.4. Description of the procurement

Apart from funding, EIT Health provides comprehensive support for innovations that show the potential to have a positive impact on healthcare. The ultimate goal is to transform promising ideas into commercially viable products through a multi-disciplinary approach, involving business, medicine, IT and other fields of knowledge.

EIT Health operates through recruiting collaborative projects to its portfolio (https://www.eithealth.eu/innovation_projects) by publishing once a year a call for proposals in business creation, Education and Innovation programmes. Only project consortia consisting of EIT Health Partners (from 2 different European countries at least) can apply.

In the call for proposals 2021 EIT Health introduces the start-up amplifier instrument that provides opportunity for start-ups at the core of an Innovation project to benefit from extended funding of up to EUR 500 000 in Innovation projects in return for options. This instrument contributes to EIT Health's sustainability strategy and makes EIT Health a magnet for healthcare and life sciences start-ups in Europe for the benefit of our partners.

In the evaluation process (please see Annex 3 for the overview of the EIT Health's evaluation process), EIT Health will evaluate the proposal itself (as it currently does) and the start-up through a due diligence process. Both elements will be taken into account to define the level of success of an Innovation project. If start-up passes the due diligence (none or minor issues identified during due diligence) it will be considered for EIT funding as a part of an Innovation proposal. If start-up does not pass the due diligence (major issues identified during due diligence), Innovation proposal will not be considered for EIT funding.

In parallel with due diligence, a valuation analysis should take place. Valuation analysis should use the established methodologies and result in the pre-money valuation number, that will be communicated to the start-up before it presents innovation proposal at the hearings.

To deliver these services, EIT Health seeks to engage a service provider who will perform due diligence and valuation analysis for the start-ups that as a part of an Innovation project with start-up amplifier are invited to the hearings.

The following services are subject of the contract, in particular within these timeframes:

- valuation analysis: between 1 May 2020-14 May 2020
- due diligence: between 1 May 2020-1 June 2020.

2.2 Due diligence and valuation analysis output

The two deliverables should be produced as a result of the performed services:

- a due diligence report (2 pages max) including, but not limited to:
 - evaluation of the market need, team, product, business model (including transparent and objective scores per each element),
 - review of the financial and legal aspects (including list of risks and red flags),
 - general traffic light per start-up and recommendations,
- a valuation analysis report (2 pages max) with the explanation of the methodologies used and the final valuation number.

Additional services/deliverables that the provider finds suitable can be offered but need to be clearly labelled as 'optional' in the concept and pricing table.

2.3.2 Due diligence and valuation services

For delivering on the tasks the service provider will bring together and manage experts with business, financial, and healthcare/life sciences background and leverage as required depending on necessary skillsets, and shall:

- independently conduct due diligence and valuation analysis for between 15 and 30 start-ups that are invited to the hearings, in particular:

(a) valuation analysis:

— Performing in-depth, state-of-the-art valuation analysis, writing the valuation analysis report and sharing it with EIT Health by 14 May 2020.

(b) due diligence:

— Performing in-depth, state-of-the-art due-diligence assessment of the team (qualifications, background, experience etc.), product (specifications, feasibility, IP, scalability etc.), market (market need, market size, competition etc.) and business model (feasibility, sustainability).

— Facilitating legal self-assessment by start-ups and highlighting risks and red flags.

— If needed, conducting alignment calls with start-up founders to clarify any open questions or assumptions.

— Finalizing the due diligence report and sharing it with EIT Health by 1 June 2020.

— Report to the responsible innovation manager at HQ on a weekly basis on the progress of the tasks.

— Keep responsible innovation manager at HQ in all the communication with the start-ups.

— In case any issues occur, immediately inform EIT Health and jointly with EIT Health take measures to remedy the issue.

All members of the service provider' team including external experts need to guarantee the exclusion of conflict of interests (example of the code of conduct provided in Annex 4). It shall be deemed a conflict of interest if a team member has, directly or indirectly, a financial, economic or other personal interest which might be perceived to compromise their impartiality and independence in the context of the contract performance, e.g. in relation to a start-up in Start-up Amplifier Instrument. In this case the team member must be withdrawn from the tasks concerning this start-up.

2.3.3 Project management

Service provider shall also be responsible for the project management, in particular by providing qualified and experienced management staff, which includes:

— Assigning service provider's experts for valuation analysis and due diligence according to the start-up's domain and product / service in the core of an Innovation projects.

— Securing written guarantees of the experts on the absence of conflicts of interest. Before any interaction of experts and start-ups, potential conflicts of interest of service provider and/or experts assigned for the service must be disclosed in writing to the EIT Health.

— Facilitating the signature of NDA etc.

II.2.5. Award criteria

Quality criterion - Name: Quality according to procurement description / Weighting: 70

Price - Weighting: 30

II.2.11. Information about options

Options: yes

Description of options:

See II.2.7)

II.2.13. Information about European Union funds

The procurement is related to a project and/or programme financed by European Union funds:
yes

Identification of the project: EIT Health Grant Agreement.

II.2.14. Additional information

Section IV: Procedure

IV.1. Description

IV.1.1. Type of procedure

Open procedure

IV.1.3. Information about a framework agreement or a dynamic purchasing system

The procurement involves the establishment of a framework agreement

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: [2020/S 013-026463](#)

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

A contract/lot is awarded: yes

V.2. Award of contract

V.2.1. Date of conclusion of the contract

06/05/2020

V.2.2. Information about tenders

Number of tenders received: 5

Number of tenders received from SMEs: 4

Number of tenders received from tenderers from other EU Member States: 1

Number of tenders received from tenderers from non-EU Member States: 1

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: BV 4 AG

Postal address: Hünenberg

Town: Zug

NUTS code: CH066 Zug

Postal code: 6331

Country: Switzerland

The contractor is an SME: yes

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

Initial estimated total value of the contract/lot: 1,00 EUR

Total value of the contract/lot: 1,00 EUR

V.2.5. Information about subcontracting

Section VI: Complementary information

VI.3. Additional information

Notices-ID: CXP4Y9PDAYH

VI.4. Procedures for review

VI.4.1. Review body

Official name: Regierung von Oberbayern — Vergabekammer Südbayern

Postal address: Maximilianstraße 39

Town: München

Postal code: 80538

Country: Germany

E-mail: vergabekammer.suedbayern@reg-ob.bayern.de

Telephone: +49 8921762411

Fax: +49 8921762847

Internet address: www.regierung.oberbayern.bayern.de/behoerde/mittelinstanz/vergabekammer

VI.4.3. Review procedure

Precise information on deadline(s) for review procedures:

The application for a review procedure at the review body as set out in section VI.4.1) is inadmissible pursuant to § 160 (3) GWB if

- 1) The applicant has recognized the alleged infringement of public procurement rules prior to the submission of the petition for review and has not issued a complaint to EIT Health within a period of 10 calendar days.
- 2) Infringements of public procurement rules which are discernible on the basis of the contract notice are not notified to EIT Health at the latest by the expiry of the time limit specified in the contract notice for the request to participate or the submission of tenders.
- 3) Infringements of procurement rules which are discernible on the basis of the procurement documents are not notified to EIT Health at the latest by the expiry of the time limit specified in the contract notice for the request to participate or the submission of tenders.
- 4) More than 15 calendar days have elapsed after receipt of the notification by EIT Health to not remedy a complaint of the tenderer.

VI.5. Date of dispatch of this notice

25/05/2020