



Research into Emerging Technologies in Greater Manchester

Tender Ref: MID2018/3

Document F
Questions and Answers V3



European Union
European Regional
Development Fund

1. How often will the Questions and Answers Document be updated?

Answer: This sheet will be updated on a regular basis. It is the responsibility of the bidder to make regular checks on the MIDAS website to ensure that they have all the latest information with regard to this tender.

2. What is the closing date for the submission of the completed tender?

Answer: The closing date for the submission of your completed tender is: 3pm on Tuesday 7th August 2018

3. Is it permissible to include appendices with our submission? For example sample delivery or outcome reports from similar programmes?

Answer: Appendices are allowed (they must be clearly referenced within your bid), however the word count stipulation will still apply. Words above the stipulated count (in any form) will not be evaluated

4. Would you accept a response digitally?

Answer We can only accept hard copies

5. If my company is a Start-up Business will previous experience from current employees be accepted when answering questions regarding recent experience

Answer Where the experience is relevant and current, this will be considered. If the question refers to experience with regard to organisational procedures, such evidence must show how this experience can be integrated into the current organisation. Companies that are over two years old should be able to provide relevant experience gained within the bidding organisation.

6. Will bidders from outside Greater Manchester be accepted?

Answer Yes. This is an open tender.

7. What is the end purpose of the project?

Answer To attract inward investment into Greater Manchester.

8. Who has applied or expressed an interest in this tender to date?

Answer We are unable to share this information.

9. There appears to be a duplication of deliverables in terms of study for Package A and report for Package B as well as a proposition for Package A and proposition for B. Can you please clarify?

Answer In answer to your request for clarification on an apparent duplication on deliverables for Package A and Package B, we would like to confirm that these packages are discrete pieces of work with different focus and different target audience.

Package A focuses on research to identify and understand GM's offer in respect of a number of digital and physical disruptive technologies and sub-sectors (listed on page 7), and the report and proposition materials will be focussed on promoting these opportunities to tech businesses globally. We are expecting a set of fully developed, market ready proposition materials on each of the key enabling digital technology sub-sectors.

Package B focusses on a specific opportunity for traditional non-technology companies to re-locate some or all of their technological functions to GM. The report and proposition materials will analyse these opportunities, marrying up GM's strengths (which may include some of the technologies/sub-sectors identified in Package A) with the market needs of these non-tech companies.

10. In section 5 -Economic and Financial Standing you ask for bidders to provide a copy of the audited accounts for the most recent two years. Based on current turnover, we are not required to have our accounts audited. Thus, can we send in un-audited accounts for the 2 years as submitted to Companies House?

Answer In this case, un-audited accounts for the last 2 years are acceptable as evidence of your financial standing.

11. In the Invitation to tender document it states that the final part of Package B will be to facilitate meetings with 40 companies (page 11 for example). However, in question 7.3 B on the accompanying written tender response document it asks for methodology for shortlisting the longlist of 100 to 40 and then facilitating introductions with 20 of these companies. Can I ask for confirmation on which of these is the correct number?

Answer The correct numbers are longlist of 100, shortlist of 40 with introductions facilitated with 20 of these. I will correct the error on Doc A and re-publish – thank you.

12.

Answer

13.

Answer