

Tourism NI Augmented Reality Challenge

INVITATION TO APPLY

This Invitation to Apply should be read in conjunction with other documents associated with this competition:

- SBRI_002 Brief
- SBRI_003 Guidance
- SBRI_004 Application Form

SUMMARY

Applicants are invited to apply for projects under SBRI to develop technology enabled solutions which help people of all abilities and language requirements, find their way seamlessly around and between tourist attractions, as outlined in the competition Brief (SBRI_Dept_CompCode_002).

APPLICATION PROCESS

All bids should be made using the Application Form.

Details of the background, challenges and expected outcomes of the project can be found in the Brief (SBRI_Dept_CompCode_002). You are strongly advised to read the Guidance Notes (SBRI_Dept_CompCode_003) before completing the application form.

SBRI provides innovative solutions to challenges faced by the public sector, leading to better public services and improved efficiency and effectiveness. It supports economic growth and enables the development of innovative products and services through the public procurement of R&D. It generates new business opportunities for companies, provides businesses with a route to market for their ideas and bridges the seed funding gap experienced by many early stage companies.

This competition will have one phase. It is intended to show the technical feasibility of the proposed concept. The development contracts placed will be for a period of approximately 3 months. A total of up to £70,000 funding is available and we expect to support 2 projects.

Submission of tender

This application process is being carried out electronically via the email address: arcompetition@tourismni.com

Documents provided by Tourism NI in MSWord format for completion and submission may include restrictions on editing as an aid to participants so that they do not inadvertently exceed stated character or word limits in their responses.

Tourism NI recognises that some participants may wish to use word processing applications other than MSWord in the preparation of their responses; however, some applications may disable the editing restrictions during the file import/conversion and it is therefore, in such instances, the participant's responsibility to monitor the content of their responses with regard to any stated character or word limits and to note the number of characters or words (as appropriate) at the end of each response. Any text in excess of the character or word limits will be disregarded in the evaluation of responses.

The application must be completed as directed and returned to the email address highlighted.

The application must be received by **12 noon on 7th December 2017**. It will not be possible to submit a response after this deadline.

When submitting your application please ensure that:

- The information in each attachment is headed with the section number, section title and question number to which it relates. Only information relevant to that particular question should be entered
- You have checked that your whole submission has been sent correctly, including attachments
- Any single file attachment you are uploading is not larger than 50Mb

Applications must be in English and prices in Sterling, inclusive of VAT.

Written acceptance

Acceptance by Tourism NI shall only be made by written instruction to the successful contractor.

Right to issue further instructions

During the application period, Tourism NI reserves the right to make changes to the tender documentation, which changes shall be accepted by the applicant without reservation.

Expenses and losses

Tourism NI shall not be responsible for, or pay for, any expenses or losses that may be incurred by any applicant in preparing their application.

Preparation of tender

It is the responsibility of applicants to obtain for themselves, at their own expense, any additional information necessary for the preparation of their application.

Right to request additional information

Tourism NI reserves the right to require any applicant to provide additional information supplementing or clarifying any of the information provided in response to the requests set out in this tender. We may also seek independent financial and market advice to validate information declared, or to assist in the evaluation of the tender.

Freedom of information

In accordance with the obligations and duties placed upon public authorities by the Freedom of Information Act 2000 (the 'FoIA'), all information submitted to Tourism NI may be disclosed in response to a request made pursuant to the FoIA.

In respect of any information submitted by an applicant that it considers to be commercially sensitive, the applicant should include the following information as an annex within the completed application:

- Clearly identify such information as commercially sensitive
- Explain the potential implications of disclosure of such information
- Provide an estimate of the period of time during which the applicant believes that such information will remain commercially sensitive

Where an applicant identifies information as commercially sensitive, Tourism NI will endeavour to maintain confidentiality. Applicants should note however that, even where information is identified as commercially sensitive, Tourism NI might be required to disclose such information in accordance with the FoIA. Accordingly, we cannot guarantee that any information marked 'commercially sensitive' will not be disclosed.

Estimated quantities

Where estimated quantities are set forth in the specification, they shall be regarded only as an estimate and shall not be binding on Tourism NI.

Return of specified supplementary documents

Failure to provide the required information, make a satisfactory response to any question, or supply documentation referred to in responses, within the specified timescale, will result in the application being rejected. In the event that none of the applications are deemed satisfactory, Tourism NI reserves the right to terminate the SBRI competition and, where appropriate, to re-advertise at a later date.

Period of Competition

The SBRI competition opens on 26th October 2017, and the deadline for submissions is 12:00 noon on 7th December 2017.

Arithmetical errors

Where examination of applications reveals errors or discrepancies which would affect the figure(s) in an otherwise successful application, the applicant will be given details of such errors and discrepancies and afforded an opportunity of confirming or withdrawing his / her offer.

Interviews

Tourism NI will ask shortlisted companies to conduct a live pitch and Q&A session with an expert panel as part of the assessment process. Interviews and presentations shall be used to seek clarification on all or part of the applicant's submission and will be used to determine which solutions will receive funding.

Period of the contract

The contract shall be for approximately 12 weeks from the middle of December to the end of March 2018.

Award of contract

Tourism NI reserves the right not to award a contract to any applicant under this process.

Disqualification of Applicants

Tourism NI may disqualify any applicant who:

- Fails to provide a satisfactory response to any question in the application or who inadequately or incorrectly completes any response
- Submits a completed application after the closing date and time

PLEASE DO NOT SEND COMPLETED APPLICATIONS BY POST OR BY ANY OTHER MEANS THAN AS DIRECTED.

Key Dates:

Competition Opens	26 th October 2017
Briefing Event	3 rd November 2017
Deadline for applications	7 th December 2017
Applicants notified of decision	11 th December 2017
Live pitch	18 th December 2017
Development phase	December 2017 to March 2018
Phase 1 contracts complete	Week Commencing 2 nd April 2018

Assessment

Applications will be reviewed by a selected panel of experts. Up to 6 of the finalists will be requested to attend an interview or provide a demonstration for the panel. Contracts will be awarded shortly thereafter. Feedback to unsuccessful applicants will be given as necessary after contracts are awarded.

Gateway Questions

1. *Include specific criteria that must be met before a bid will be considered*

The assessment criteria are shown in the following table:

Assessment Criteria	Weighting	Score
1. How well does the proposed idea/solution/technologies meet the challenge as detailed in the brief?	20	
2. How valid is the technical approach that will be adopted?	10	
3. How innovative is this project? To what extent does the project develop or employ novel concepts, approaches, methodologies, tools or technologies for this area?	20	

<p>4. To what extent does the proposal show a clear plan for establishing technical and commercial feasibility and the development of a working prototype?</p> <p>How does the proposal demonstrate that there is a clear management plan What are the risks (technical, commercial and environmental) to project success? How effectively will these be managed? How appropriate are the milestones and evaluation procedures?</p>	10	
<p>5. To what extent does the applicant appear to have the right skills, capabilities and experience to deliver the intended benefits?</p>	10	
<p>6. How appropriate is the proposal financially? Is the overall budget realistic and justified in terms of the aims and methods proposed? Are the costs appropriate and justified?</p>	10	
<p>7. Is there a clear commercial potential to lead to a marketable product, process or service and a clear plan to deliver that and route to market?</p> <p>How significant is the competitive advantage which this technology affords over existing/alternate technologies that can meet the market needs</p>	20	

Successful applicants will be advised according to the published key dates and companies will be expected to mobilise rapidly to start the project. It is important that Projects start soon after the contract has been issued so that all projects can be assessed fairly.

Conditions

Pre-commercial procurement is a "public contract other than a public works or supplies contract having as its object the provision of services". The total value of the services exceeds the value of products covered by the contract.

R&D can cover activities such as solution exploration and design, prototyping, up to the original development of a limited by volume of first products or services in the form of a test series. "Original development of a first product or service may include limited production or supply in order to incorporate the results of field testing and to demonstrate that the product or service is suitable for production or supply in quantity to acceptable quality standards". R&D does not include commercial development activities such as quantity production, supply to establish commercial viability or to recover R&D costs, integration, customisation, incremental adaptations and improvements to existing products or processes

Questions & Contact Points

Questions and comments are very welcome while the competition is open.

All requests for clarification or further information in respect of the competition, or any questions about the procurement, should be submitted in writing by email to Carson.McNab@Economy-ni.gov.uk

If Tourism NI considers any question or request for clarification to be of material significance, both the question and the response will be communicated, in a suitably anonymous form, to all applicants who have responded or have expressed an interest, or those that show an interest before the closing date and time for the submission of the application.

Questions on the overall SBRI programme should be addressed to sbri@innovateuk.gov.uk;

Once the competition is closed, no further dialogue will be entered into. In order to streamline the process for this competition, feedback to unsuccessful applicants may not be available until after the contracts have been let.

MORE INFORMATION

For more information about SBRI and other competitions please see: <http://www.innovateuk.org/sbri>

HELPLINE

e-mail: arcompetition@tourismni.com