

Request for Quotation

Digital Proposition Development

Background

Liverpool City Region LEP (LCR LEP) has been asked to lead the coordination and development of a Digital Proposition for the North on behalf of the NP11, the network of 11 LEPs covering the North of England.

This Digital Proposition will form the cornerstone of a programme of activity led by NP11 focused on developing the digital economy and connectivity of the North.

This programme will be ambitious, inclusive, collaborative, and practical. It will provide a point of common ground with businesses, educational institutions, and other partners across the North.

To kick this off, NP11 – through Liverpool City Region LEP – will commission a Digital Proposition to help establish the shape and content of this programme.

This will be produced in an inclusive, engaging, and iterative way with LEP officer and Board leads.

Objective

The Proposition will set out a transformational economic scenario for a connected, innovative, and productive digital Northern economy, providing a shared “North star” for where we collectively want to get to.

This will set out the economic and social outcomes (where applicable – for example, educational outcomes) that could and should be achieved.

The Proposition will also identify the interventions and activities taking place in the North that can help realise this goal. This will include best practice and mutual support that can be shared across LEPs and where there are opportunities to scale up across LEPs, where doing so across the whole would deliver more than the sum of its parts.

In particular, we want to understand the differing challenges in different types of places – towns, cities, rural communities – and how complementary opportunities can account for these differences.

This should also consider important enabling factors, including skills and talent development, investor funding, business support, accelerator and incubator programmes, and so on.

The Proposition will also establish, at high level, a suite of agreed actions that are needed to realise the ambition of the North as a productive digital economy. This will include:

- Actions that we can individually and collectively take forward as a collective of Northern regions, where we can get on with delivering change, recognising different arrangements in different parts of the North

- Actions that need our partners' support, including providers of digital services, skills, and infrastructure, where the North could act as an exemplar or testbed.
- Actions that would need central Government support, what the benefit of this support would be, and where resources might be available.

Requirement

LCRLEP and NP11 recognise that there is a great deal of information, intelligence and resource within each LEP area, within the public and private sectors that can be mobilised to take this work forward and we are keen to fully utilise and embed this in developing the proposition – not to replace or duplicate.

Our requirement therefore is for an organisation or individuals with expertise in facilitating, corraling and crystalising input from multiple partners and stakeholders to form a consensus proposition.

This proposition will need to articulate the current strengths and opportunities of the North, its ambition and a set of agreed actions for how we, working individually and collectively, can take ownership of the journey to realise that ambition.

We are seeking proposals from organisations that can demonstrate that they have expertise in this collaborative, consensual approach and with an understanding of the digital sector, its economic significance, opportunities and challenges.

We welcome organisations bringing their own proven approaches to this, but would expect this would include a number of key stages:

- **Engagement** – through the NP11 Chairs and Chief Executives with the digital leads in each area from the public and private sectors
- **Convening** – of digital leads to secure their input both on local assets, strengths and opportunities and on their ambition for their area and the wider North
- **Consensus** – building a consensus amongst Digital leads and NP11 of the key actions required locally, collectively, with partners, stakeholders and Government to realise the North's digital ambitions
- **Collation** – of the evidence base of current strengths, assets and opportunities in each area and collectively for the North – catalogued for detail and reference
- **Communication** – in the form of a succinct and high-level Digital Proposition of what the North has to offer, its ambition and the actions proposed to realise that ambition

Proposals for delivering this work should clearly set out the methodology to be used, key personnel involved, the form of the detailed local and regional digital assets, policies and opportunities and the final summary proposition document.

Subject to the outcome of this work, a further phase of wider communication, promotion and engagement is envisaged which we may choose to realise by extending this commission.

Management & Reporting

This project will be managed for the LCR LEP by Growth Platform, Liverpool City Region Growth Company.

This project will be overseen by the LCR LEP Deputy Chair and Digital Sector Co Chair Paul Corcoran, supported by the LCR Digital Sector Champion, Helen Cross and David Levene of NP11 with whom there will need to be regular interaction.

Presentation of the proposed methodology, progress report and final report will involve NP11 Board and Chief Executives.

The final output will be in the form of a high-level proposition document setting out the strengths, opportunities, ambitions and proposed actions agreed by all of the key partners.

Deliverable Timescale

This work will commence in early October 2021 and should be completed by end December 2021 with initial findings available in time for the expected 2021 Spending Review.

Indicative Budget

Phase 1: Up to £30,000

Phase 2: Up to £15,000 (Optional)

Evaluation Criteria

Quotations will be assessed and scored on the following criteria:

Quality/ Technical Merit (50%)

Supplier should set out how they propose to undertake the work, who will be undertaking the work and demonstrate they have the technical and professional capability to deliver the requirement.

Delivery Timetable (20%)

Supplier must demonstrate they can deliver the requirement to timescales above.

Cost/Value for money (30%)

Does supplier offer value for money. This will not necessarily be the cheapest quote.

Scoring Methodology

4 Excellent	Proposal meets and in some places, exceeds the required standard
3 Good	Proposal meets required standard
2 Acceptable	Proposal meets the required standard in most respects, but is lacking or inconsistent in others
1 Poor	Proposal falls short of expected standard
0 Unacceptable	Completely or significantly fails to meet required standard or does not provide the relevant answer

Proposal Format

Proposals should clearly set out how they meet the requirement set out above in an electronic document (word, pdf or similar), the proposed methodology, personnel involved, delivery timelines and milestones and a clear breakdown of costs.

Deadline and Submission

Proposals are required by **12pm on 05/10/21** electronically to Helen Cross at ***helen.cross@growthplatform.org***

Date Published

14/09/2021

Conditions of Tender

- Please be aware that due to the relatively low indicative budget for this work (i.e. less than the current OJEU limits) there is no regulatory obligation for us to provide feedback if you are unsuccessful.
- We reserve the right to discontinue this tender process at any time and not award a contract.
- You will not be entitled to claim from us any costs or expenses which you may incur in preparing and/or submitting your Tender at any stage of this exercises. This applies whether or not your organisation is successful.
- Growth Platform actively promotes and supports social value and requires those organisations with which it contracts to demonstrate how they deliver social value