



Request for Quotation

Legal and Commercialisation Strategy, Expert Advice and Management Planning

Background

Acorn2Oak Innovation Solutions Ltd has strong ambition to accelerate its growth and for this reason is working with Sci-Tech Daresbury as a partner in the **Liverpool City Region – New Markets 2 Programme** which is part funded through the **European Regional Development Fund (ERDF)**. This programme will part fund the work requested below and hence accelerate the impact arising for Acorn2Oak Innovation Solutions Ltd.

Acorn2Oak Innovation Solutions Ltd. (A2O) is an SME focused on advancing the use of composites for lightweighting and CO₂ emissions reduction by lowering production costs and increasing manufacturing throughput, in addition to developing an advanced Structural Health Monitoring system for predictive maintenance. With significant engineering experience and knowledge of the global composites industry A2O's innovations are meeting the demands of accelerating the adoption of Advanced Composites for medium- to high-volume applications. Targeting transportation and renewable energy sectors A2O's scope extends into advanced materials, sensor technology, and manufacturing processes in the automotive, aerospace, space, rail, marine, and other sectors.

A2O is continuing its technical developments and is beginning commercial discussions for the exploitation of its technologies. Applications for further grant funding are in process and investor readiness is underway. To meet A2O's growth ambitions a Legal & Commercialisation Strategy, Management and Implementation Plan is required. This should encompass an expert review of A2O's technical and commercial developments and be linked to its Intellectual Property Management Strategy and Investor Readiness planning.

A2O collaborates with a high calibre network including STFC and CERN, Universities and core high calibre function providers such as Grant Thornton (UK) LLP. To support this A2O is now looking for a top tiered Law firm to strengthen its network, provide general Legal support, support its Commercialisation activities, provide legal support to its Intellectual Property protection strategy, and engagement with the investment community.

Why this work?

This work is necessary as the company has been negotiating under Mutual Non-Disclosure Agreements to protect its Intellectual Property, with further protection support via Trade Secret, strict Need-To-Know basis discussions, and obfuscation. As commercial traction and exploitation discussions are advancing A2O needs a strategy to protect its IP and develop



supply and licencing models to support this and ensure sustainable growth of A2O moving forward.

Goal

The outcome from this work will be a Legal & Commercialisation focussed review of A2O's Mutual NDA, Commercialisation Strategy, IP Protection Management and Strategy planning for A2O's growth ambitions. A2O is about to engage with a supply chain and end customer for its technologies and needs a strategy in place to negotiate terms and maximise the benefit to A2O. A2O has already successfully negotiated terms for the licencing of CERN Technology integrated into A2O technologies and this needs to be included in the review process.

Ambition

The strategic impact of the work will be securing maximum benefit for A2O with Legal and Commercialisation Strategy planning, to provide Legal protection for its IP as required for its growth ambitions. This will include review of A2O's and collaborators NDA's, Legal & Commercialisation advice from specialists in this field and is anticipated to also include Commercial Negotiation support, Commercial Terms Documentation, Trade Mark Protection support, be linked to A2O's IP Protection Management Strategy, IP Protection Clauses for Commercial Negotiations and Agreements, and Global Territory Planning. Whilst the budget is seen to be small for this work A2O is keen to develop a long-term relationship with a top tier Legal firm as the company grows. The execution of this work will be used to establish if the successful applicant is to be selected as A2O's Legal and Commercialisation support partner moving forward.

Specification for Quotation

Review of A2O's existing Mutual NDA.

Commercialisation terms documentation.

Commercial negotiation support with an existing supplier.

IP Management Strategy Legal support including Global Territory Planning, A2O has already visited Detroit and some potential exploitation discussions are being pursued. A2O is travelling to South Korea on the 11th November for a collaborative R&D mission with InnovateUK. A strategy is required to protect these and future global discussions.

IP Protection Clauses for Commercial Negotiations and Agreements.



European Union

European Regional Development Fund



IP Portfolio Valuation Support Strategy.

Deliverable Timescale

The work must be completed before 7th November 2018

Indicative Budget

We would expect quotes up to and no more than £1,500 and draw your attention to the acceptance criteria given below.

Evaluation Criteria

Quotations will be assessed and scored on the following criteria:

Quality/Technical Merit (50%)

Assessment of the technical and professional capability that the potential supplier has to demonstrate that it can deliver the requirement.

Delivery Timescale (20%)

Can the supplier meet the timescales/deadline?

Cost/Value for Money (30%)

Is the price good value for money?

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 demonstrate how they meet the requirement set out above.

Deadline and Submission

Proposals are required by 17th October 2018

Proposals must be forwarded by email to Dr Chris Berg at chris.berg@a2ois.com



European Union
European Regional
Development Fund



Date Published:

8th October 2018

Response to questions arising from this RFQ:

All questions that are raised in regard to this RFQ and the relevant answers supplied will be published to all companies that have submitted quotations.

Date of Notification:

All applicants will be notified by e-mail whether they are successful or not by 19th October 2017