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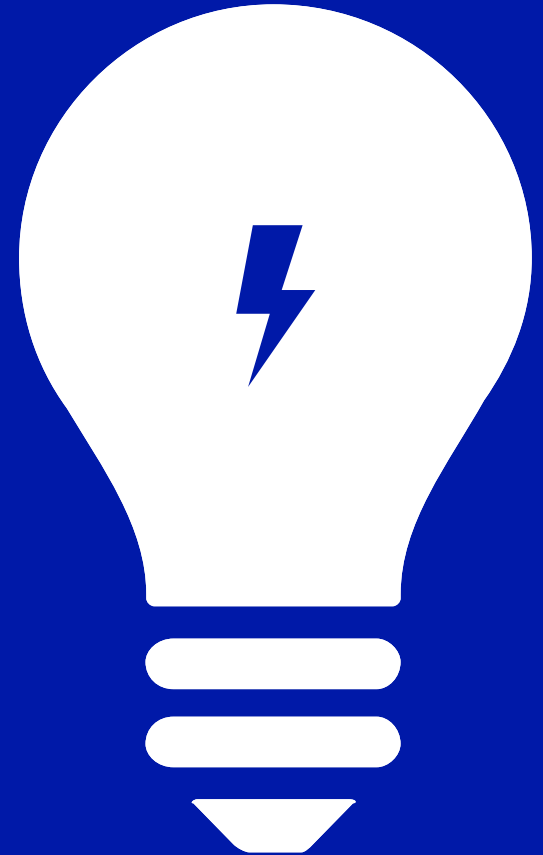
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Open Innovation

Innovation Collaboration Framework

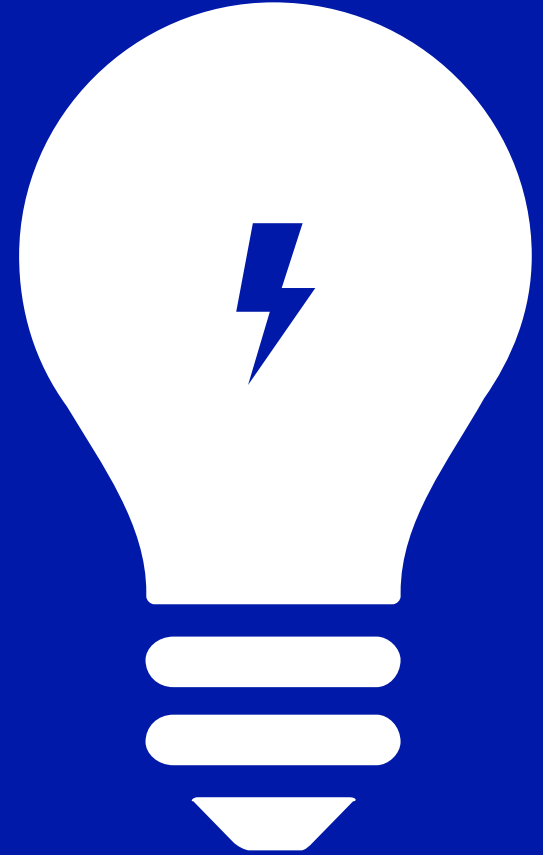
Supplier Briefing

A new route to solving our most complex problems with corporate innovation partners



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Introduction



Collaboration with Market Innovators can generate immense value

By engaging and **collaborating** with market innovators, TfL can harness the powerful advantages of **emerging technologies**, novel products and services turn these into **mutually beneficial opportunities**



Harnessing external innovation to **improve business process efficiencies and reduce operating costs**



Accelerating the pace of innovation; private-sector innovators are agile; and are able to rapidly take new ideas to market



Reducing the cost of innovation by exploiting synergies with the external ecosystem, and leveraging public and private investments



Harnessing external innovation to **deliver the Mayor's Transport Strategy (MTS)**



Driving an internal culture change towards agile and innovative thinking to help solve our challenges more effectively across the wider business

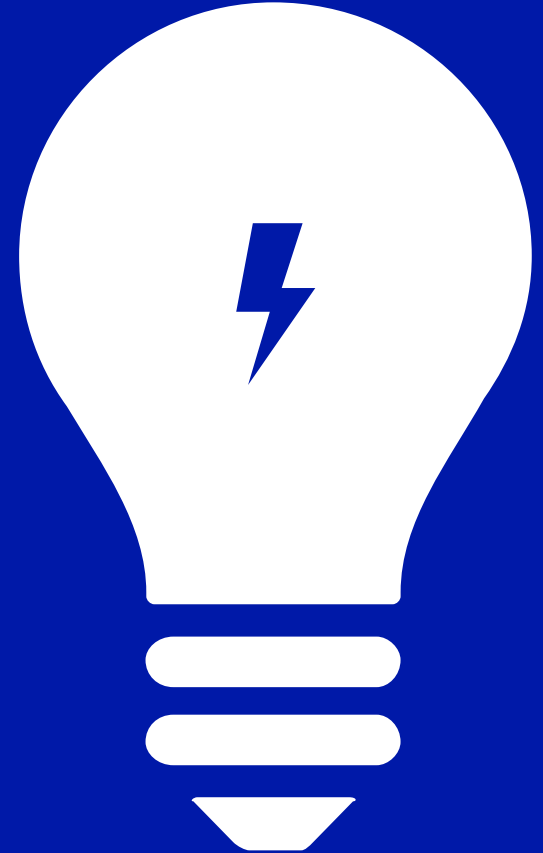


Developing **new joint revenue models** based on first adoption of emerging technologies



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Introducing the Innovation Collaboration Framework (ICF)



What is the ICF?

Innovation Collaboration Framework (ICF) is a transformative strategic Framework Agreement, representing a new route to market for developing innovative products by drawing investment from the market

The market wants to invest in mobility in London. Our financial situation means we need to harness this opportunity



The ICF will enable us to...

- **Co-create solutions** with partners to solve our toughest challenges and be able to scale them without further procurements
- Build long term **mutually beneficial partnerships** with large corporates that have access to an innovation ecosystem
- **Tap into valuable R&D investment** in return for access to our data, experts, brand and the opportunity to test new products on our network
- **Co-commercialise** successful products in overseas markets to bring in new revenue



We know this works...

Bosch & Mercedes invested **significant sums** in products, services and input from their experts around the globe in exchange for our problem statements, data, PR, expertise & an opportunity to trial their products and initiatives on our network

Our partnerships deliver **value** for TfL and the partner

[Read more about our trial partnerships.](#)



Internal benefits

- ✓ Access to significant sums of R&D investment for London
- ✓ Trialled new urban mobility technology
- ✓ Introduced staff to new ways of working
- ✓ Provided access to world class industry experts and data
- ✓ Reduced risk and created a safe place to innovate

External benefits

- ✓ Demonstrated inclusiveness to organisations of all sizes (and fairness to the market)
- ✓ Demonstrated progress on Mayor's Transport Strategy
- ✓ Supported procurement on other challenges

- ✓ Gained experience and knowledge of urban mobility in a complex city environment
- ✓ Engaged multiple internal divisions in urban mobility
- ✓ Invested and partnered with new organisations in London
- ✓ Gained experience of working with the public sector
- ✓ Demonstrated commitment to city stakeholders
- ✓ Were proactive in accelerating urban mobility markets
- ✓ Grew the London Connectory mobility ecosystem
- ✓ Demonstrated technology innovation

This isn't...



A back door procurement mechanism



A sales opportunity to flog us your existing catalogue



Innovation theatre



Focused on consultancy services – we want to co-create actual products

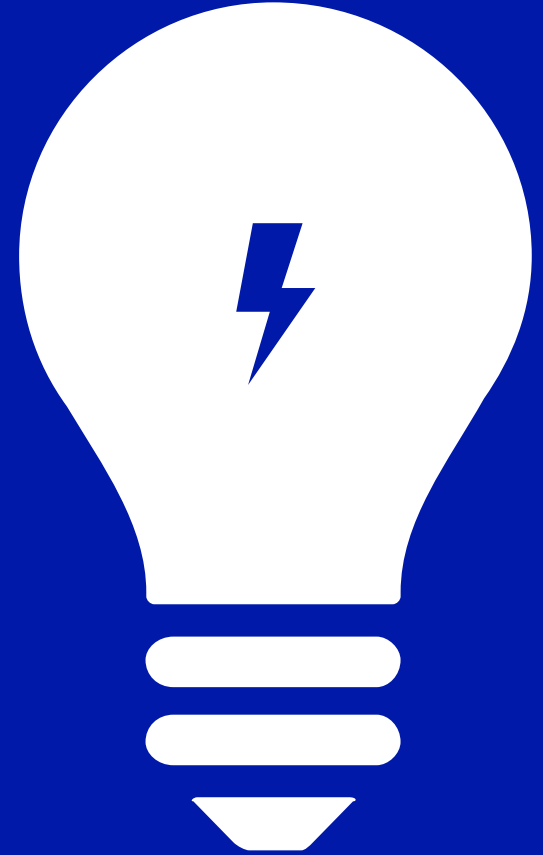


Directly relevant to start ups, academia or small enterprises



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Framework design



Framework Design

Suppliers and key stakeholders recommended that the framework design:

- Encompasses strategic aims/Mayor's Transport Strategy (MTS) themes
- Is broad to cover a range of problem statements

We will launch with one lot focusing on our MTS and internal business goals. We will add more lots in future iterations if the framework proves successful



Lot Name: A Good Public Transport Experience; Healthy Streets, Healthy People

- Active, inclusive and safe travel
- Making more efficient use of the street network
- Improving air quality and the built environment
- Healthy staff
- Improving public transport and streets to provide an attractive whole journey experience
- Improving safety and security on public transport
- Making public transport easier and more pleasant to use
- Improving customer service across the network
- Improving public transport accessibility and inclusivity

Revenue generation & savings key performance indicators across all initiatives

Framework Journey

Phases are not linear and projects may not proceed to all phases.

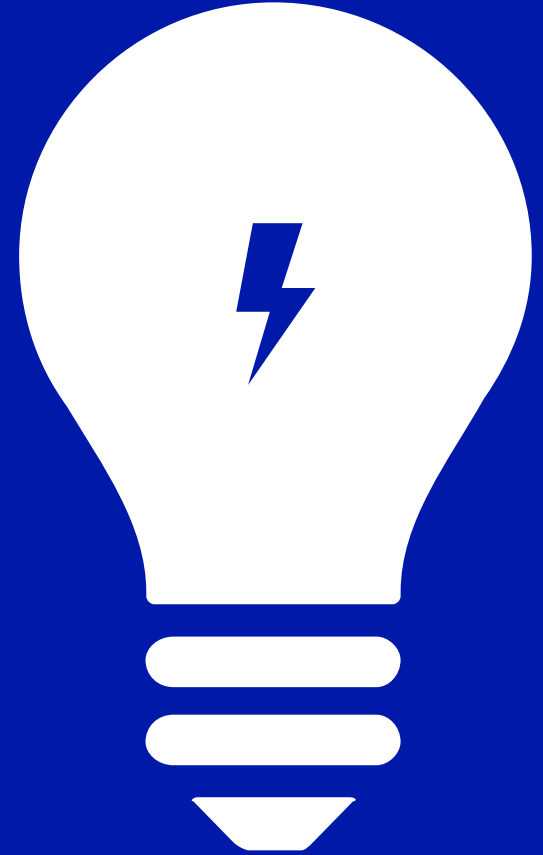


Framework design

Characteristic	Detail
No of Lots	One Lot
Maximum No. of Suppliers to be awarded	3
Terms of Contract & Length	Minimum 4 Years. Flexible for the length of call off contracts
Route to Market	Competitive Procedure with Negotiation (CPN)
Committed Investment	Mandatory Requirement
Intellectual Property	Framework (Fixed) Call-Off (Negotiation)
Investment and Commercialisation	Key Framework Objective
Small, Medium Enterprises (SME's) & Start-ups	Mandatory Requirement to demonstrate Innovation Ecosystem
Call-Off Approach	Direct Award (where appropriate)

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Procurement process



Selection Questionnaire

Characteristic	Detail
Organisation Details	Potential supplier information & bidding model
Exclusion Grounds	Pass / Fail questions With mandatory and discretionary exclusion
Economic and Financial Status	Assessment of business risk & turnover threshold
Technical & Professional	Experience, Capability, Resources, Co-creation, Business Development & Innovation Ecosystem
Project Specific & Additional Questions	Compliance, Insurance & Certifications
Short List	5 – 6

ISIT Quality Questionnaire

Approach to Partnership

- Innovation Roadmap
- Emerging technologies
- Approach to co-creation
- Process from problem statement to co-commercialisation
- Developing your Innovation Ecosystem
- Committed Innovation resources



Problem Statements – What is your Approach?

- Improving tube platform air quality
- Making sure bus drivers know customers are waiting at a bus stop
- Regulating temperature on our buses



Subject to change
although unlikely



Indicative Timetable for tender

Event	Date	Action required
Issue Contract Notice with Selection Questionnaire and Tender Information	September 2022	<ul style="list-style-type: none"> • Ensure you are Registered in Advance • Express interest on Procontract to access tender documents
Clarification Questions	September 2022	<ul style="list-style-type: none"> • Questions to be entered into Clarification Question Template within a given deadline • Submit via messaging function on Pro-contract
Return of SQ	October 2022	<ul style="list-style-type: none"> • Ensure that tender submitted via e-tendering portal in plenty of time
SQ evaluation period	October / November	<ul style="list-style-type: none"> • No action required • Those not shortlisted will be notified via the portal
Invitation to Submit Initial Tender	December	<ul style="list-style-type: none"> • Tenderers review their outcome of submission
Contract award	Spring 2023	<ul style="list-style-type: none"> • If successful, liaise with TfL to sign contract



TIP!

Do not leave it until the last minute to attempt to submit your bid.

Screenshot and document any technical errors you encounter when submitting your bid.

TfL will not accept bids past the deadline with no clear evidence of technical error



Clarification Question process

- Please enter your questions into the Clarification Question Template and submit via the Procontract messaging portal

Bidder Input							
Question	Tenderer Name	Person submitting CQ	Date sent	Corresponding document section / reference	Clarification question	Considered to be confidential and/or commercially sensitive	
						No, Tenderer agrees that the question and response can be published to all other Tenderers.	Yes, please justify why deemed confidential
1							
2							
3							
4							
5							
6							
7							
8							
9							

- TfL will respond via the Procontract messaging portal
- Answers will be published to all Tenderers in an anonymised format, unless the Tenderer makes clear that the question is commercially sensitive and TfL agrees
- The answers to the clarification questions will be regularly updated and re-sent out to all Tenderers via the Procontract messaging portal
- Clarification questions will not be responded to during August

TIP!

Think carefully about whether your question is commercially sensitive.

If we do not deem it to be, we will bounce it back to you to either submit it publicly or withdraw it.

This will increase the time it takes to get a response!



How to submit your tender

- You will be submit your response, with all appendices and attachments via the Procontract portal
- Screenshot and document any technical errors and contact the Tender Administrator (ICF.Innovation@tfl.gov.uk) if you have any problems uploading or using the portal
- Please refer to the Instructions document to ensure that you send in a full submission

Deadline & time remaining

A response to this activity can be submitted no later than

Time remaining

3

Weeks

6

Days

22

Minutes

Messages & clarifications (0)

This panel will show any messages & clarifications that have been sent to you concerning this activity from the buyer

You have received 0 message(s) of which 0 are unread

[View all](#) | [View unread](#)

Your response

The checklist below shows the current status of your response to this activity

This is your response submission progress checklist:

Before you can submit your response you need to...

☐

Indicate your intent to respond

☐

Start response or opt out the activity

☐

Complete the additional information section

☐

Upload at least one attachment

☐

Submit your response

Options currently available to you are.....

[Start my response](#)

[Opt out](#)

[Indicate your intent to respond](#)

Submit clarification questions

Submit your tender



Please submit any questions you have about this presentation in Slido and / or “like” any of the question posted.



BREAK

