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| OPEN CALL: INNOVATIVE  PROCUREMENT  CHALLENGE  With PA Consulting |

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# About this Challenge

**Who, What, Why?**

If you're an innovator, entrepreneur, team, start-up or established company, we are offering you the opportunity to develop and showcase your smart ideas to create a smarter, healthier, happier Belfast city centre, creating a vibrant and healthy city centre that promotes quality of life and wellbeing.

Over the past few months, Connected Places Catapult and PA Consulting have been engaged with Belfast and Sejong in South Korea to help them work with their innovation ecosystem and shape the innovations of tomorrow. We will be showcasing the work we have been doing at the end of March 2022 to City Leaders, Public Sector Ministers and our Sejong partners at a Demo Day.

To support the project and Demo Day, we are offering you an opportunity to participate in a "start-up" package to build on your ideas to create a smarter, healthier, happier Belfast city and provide you with the skills, experience, and engagement with potential stakeholders to obtain funds/sponsorship to further develop your ideas. In addition, the engagement of South Korea in this project will provide the unique opportunity to build relationships and visibility with key stakeholders in South Korea.

The opportunity will take the form of:

* Providing funding to develop a prototype or mature solution to support the city centre vision
* Providing business training to you to enhance your ability to market your product and be successful in gaining additional funds to support additional development
* Providing an opportunity to showcase your prototype/ideas/solution and provide feedback on the process and business training programme at a demo day event at the end of March.
* The opportunity to work directly with your Challenge Owners. They will be able to help solidify, question and develop your solution and product inside and outside of training.

# Overview of the Requirements

There are 3 elements to the requirements which are outlined below:

* Development / showcasing of a prototype or mature solution to meet the requirements of the challenge
* Participation in the business training programme
* Participation in the Demo Day

**The Challenge**

As city centres come back to life following the pandemic, there is an ambition for City Centres to become vibrant and healthy places that promotes quality of life and wellbeing. We would like to hear how you could use digital technology to bring that idea to life, i.e. through digital apps and services. Ideas may be how to:

* Make active travel such as walking and cycling a more attractive option to travel to and across the city centre?
* Encourage people to eat healthier and more sustainable food
* Empower community groups to use the city centre for recreation, culture and leisure
* Create new forms of collective entertainment such as immersive storytelling that enhances our unique built heritage
* Help us better understand the quality of the urban environment to maximise placemaking opportunities and help overcome barriers
* Promote quality of life by improving air quality and reducing carbon footprint in the city?

Or you may have other ideas of your own based on the theme of promoting quality of life and wellbeing in City Centres.

We will require participants to develop a prototype/showcase a solution to demonstrate how their ideas can meet the challenge.

**Training Objectives**

This programme aims to help support you in developing your innovative ideas. We aim to provide you with training and upskilling that will allow you to grow more sustainably as a business and achieve your goals as a small enterprise.

The upskilling programme will be set over the timeline of the programme and aims to provide you with the fundamental skills needed to run a profitable business and create a product/service that is able to scale effectively and protect your rights as a business owner.

We are anticipating 4 hours per week plus some time for support and mentoring.

The timetable and sessions will be advised to successful candidates. Examples sessions will cover 1:1 mentoring and individual time with your Challenge Owner throughout this programme, presentation skills, brand and company narrative training, Approaches to Scale-Up and Company Vision

**Demo Day**

This Demo Day in March 2022 will provide you, with a platform to celebrate and discuss your innovative solutions and products to an audience comprised of innovation champions from around the globe including City Leaders and Public Sector Organizations as well as our partners from South Korea.

Attending participants will all be passionate about driving innovative solutions to market through the nurturing and developing of great products and promoting small businesses. Through this demo day, you will be asked to present your solutions and products giving you the opportunity to demo and present your ideas to other communities and councils, providing them with the guidance and potential tools to bring more innovation to their city through your developed product and solution.

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Qualification Requirements:

**Mandatory Requirements:**

* Fill out the application form.
* Be a Belfast and Belfast Region founded or based Start-Up and/or SME.
* Present a solution that is clear, well thought out and seeks to solve the challenge at hand.
* Has the potential to be a product/service that can be scaled and implemented within Belfast Innovation District.

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| **Criteria** | **Weighting** |
| Is your company a Northern Ireland founded or based Start-Up and/or SME. | N/A |
| Does this product/service help solve the Challenge, provide a scalable solution to the challenge at hand? | 25% |
| Does this company have the time to partake in this 6 week intensive mentorship/training programme? Can they commit to the process and schedule? | 20% |
| Is this Innovative solution new or are there already equivalents on the market? | 10% |
| The team's skills, experience, culture and ethos | 25% |
| Your approach to equality and diversity | 5% |
| Your commitment to environmental sustainability | 5% |
| Does this solution clearly offer significant advantage in at least one or more areas? | 10% |

**Evaluation Criteria:**

Timeline and Principles of Participation

**Key Principles of Participation**

* Duration: 6 – 8 weeks
* Location: Belfast
* Payment: £10,000 (plus VAT if applicable) per team
* Intellectual Property must be assigned to an entity of Participants' choosing in order to reduce the scope for disputes later

**Timeline**

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| Action  Activity | Date | Comment |
| Challenge call launch | w/c 10th January 2022 |  |
| Briefing and Q&A session | Friday 21st January 2022 | Please register interest with: Chloe – [Chloe.harrison-steward@paconsulting.com](mailto:Chloe.harrison-steward@paconsulting.com) |
| Response due date | 9.00 a.m. 31st January 2022 | Please send your response to: [Chloe.harrison-steward@paconsulting.com](mailto:Chloe.harrison-steward@paconsulting.com) |
| Suppliers advised of outcome | w/c 7th February 2022 |  |
| Contracts in place | w/c 14th February 2022 |  |
| Demo day | End March 2022 |  |

Terms and Conditions

Terms and conditions can be found in Appendix 1.