

ARIA Activation Partners Request for Full Proposal

Date: 9 July 2024

V1.0

Activation Partners - Request for Full Proposal

We're excited to invite you to take part in this Request for Full Proposals for [Activation Partners](#), which follows our initial proposals call. Organisations shortlisted based on initial proposals were invited to meet ARIA to discuss and refine their approach. If you did not submit an initial proposal or were not shortlisted for discussion, you are still welcome to submit a full proposal. However, please note that the process is currently at an advanced stage, which is likely to have an influence.

See the [Initial Proposal RFP](#) for information including:

- What is an Activation Partner?
- The scope of work we expect partners to carry out.
- What success looks like.
- Costs, partnerships, timelines and IP + legals.

FULL PROPOSAL SUBMISSION GUIDANCE

This call is for further details that build on the initial proposal. Please provide a proposal that covers the following in **a maximum of 6 sides of A4**. We stress this is a maximum limit and proposals can be shorter. Applicants who submitted an initial proposal can reuse content if still relevant.

Section 1: Activity

In this section of your proposal please describe the activities you propose to undertake. Depending on the nature of the activity, this may include, but will not be limited to:

- For your proposal, what are the key go/no-go milestones we could use to test the partnership and how would they inform decisions on how to proceed?
- If your proposal is for a “phase one” nature of activities, what would step-up phase two activities look like?
- Which stage(s) of science entrepreneurship does the organisation/activity support?

- This is to help us think across our portfolio. As guiding examples (do not be restricted by these): enable scientists to think more entrepreneurially, help researchers move from academia to startups, enable startups to grow.
- How you plan to identify talent in the UK and source ideas + technologies.
- Building the required systems and infrastructure to execute the proposed activities.

Opportunity space alignment

Funding provided to partners should be used for new activity within or across our opportunity spaces. These are areas we believe are likely to yield breakthroughs and will have undertaken initial scoping work, building talent pipelines and dedicating circa £10-100 million to focused R&D. In your proposal we would like specific detail on:

- Which opportunity space(s) your proposed activity aligns with. Outline in detail how will you help us grow/shape these spaces?
- How you envisage interacting with the Programme Directors and talent in our spaces. This should include what is the ideal level of engagement you foresee needing for the success of your activities (you could provide a minimum and maximum range).
- How you might support us in the scoping of future opportunity spaces.

Track record

Please outline real examples demonstrating the key attributes in our [initial proposal RFP](#), these are: strong track record of translating research into impact, a deeply technical focus, appetite for the highly speculative & commitment to operate as founder/researcher friendly.

- Please only include this if you did not share this in your initial proposal or did not submit an initial proposal.

Please share some detail on the 'big win' scenario for this partnership, specifically:

- How will we know it has worked? To you, what are the relevant measures of success?
- What would the big wins in terms of driving impact for ARIA and the opportunity space(s) look like?
- How would broader impact in the UK be created as a result of this?

- Sustainability of the proposed activity: please detail how you aim to make your proposed plans sustainable beyond our funding term.

Section 2: Execution & Team

In this section of your proposal please provide details on your commitment to the partnership and investment of energy/time/resources (including at leadership level). This includes detail on:

- **Who** are the key individuals to deliver the proposed activities (if the plan is to hire a new team, please share thinking on how you'd approach this and your priorities).
- The anticipated **time commitment** of key individuals and the team (even if a rough estimate). If you're not UK-based, indicate how much of this would be in the UK.

Timeline

We're eager to start making an impact in our opportunity spaces as soon as possible.

- Please provide proposed timelines on achieving the key milestones and outputs of the activities (which should include the go/no-go milestones).

Section 3: UK Presence + Focus

For this initiative, most of the funded activity should be conducted in the UK. For applicants not based in the UK we expect you to build/establish a UK presence or work with a UK based partner. Please outline:

- How the proposed activities are novel or additive to the UK.
- If you are not based in the UK, your plans to build/establish a UK presence or partner with a UK organisation.

Section 4: Costs

We're looking to fund ~5-8 partners over 3 years (with the option to extend if both parties agree). We anticipate a budget of circa £30 to £50 million (inc VAT where applicable) for this call. Funding awards will vary in size and these figures are meant to serve as general guidelines. The funding can be provided in phases that allow you to ramp up over time.

We'll fund your costs (see our [eligible cost guidance](#) for more details) on a time and materials basis.

Our funding should be used to catalyse self-sustaining activities that will aim to outlive our funding term. This could be through complementation of our support with match funding and/or activities to enable other funders to come in alongside or after us.

There are a few constraints on this funding. **We will not fund:**

- Investment capital
- Incorporation costs of establishing a UK presence

We welcome proposals that have additional funding contributed in cases where: such funding will strengthen the potential success, where you are proposing work beyond our opportunity spaces and/or are for profit. In these cases, this additional funding contribution will be considered as part of the overall strength of the proposal. Where you, your organisation or a third party are proposing to contribute funding to the project please let us know how much funding you plan to contribute, who is contributing the funding, if the funding is already secured and any other relevant details.

We are open to proposals from organisations who do not need funding but want to contribute to our opportunity spaces.

Please provide a cost breakdown. To aid with this we have provided a copy of [our standard cost template](#), **please complete as much of this template as is relevant to you, completion of the full cost template is not essential**. In addition please provide any additional information which would be useful for us to understand the breakdown of your funding. All costs should be in GBP and inclusive of any applicable taxes.

Principles on terms

As part of your proposal you should note that:

- ARIA's priority has been to create an approach to intellectual property that is founder friendly. We expect our partners to follow the spirit of this approach.

- If you propose to carry out research as part of the proposal we expect ARIA's standard Contract/Grant IP to apply and be flowed down to partners/third parties accordingly. Our standard Contract/Grant agreements can be found [here](#).
- Activation partners shall have no exclusive right to invest in the companies that emerge as a result of Activation Partner activity.

HOW TO APPLY

Submission details

Format

Page count: Up to 6 sides of A4 pages (not including the completed cost spreadsheet), single line spacing, standard character spacing (neither expanded nor condensed)

Font: Arial. Colour: black. Size: 11-point font or larger

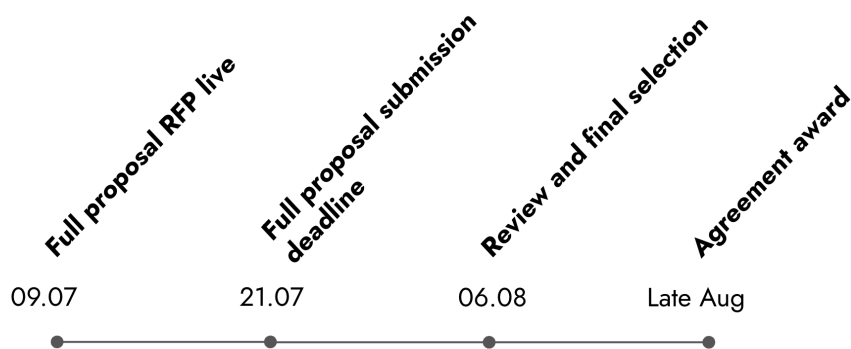
Margins: At least 0.5" margins all around

File Type: PDF

Deadline: 21st July 2024 (23:59 BST)

Responses to: please submit your proposals via email to tenders@aria.org.uk

Timelines



Timelines

How we'll choose our partners

We'll select partners against the following criteria. Additionally, to ensure a diversity of organisation types and opportunity space coverage we will apply a portfolio lens to our decision-making.

- Relevance to one or more of our opportunity spaces + demonstrable benefit to the UK.
- Demonstration of the key attributes outlined (strong track record of translating research into impact, a deeply technical focus, an appetite for the highly speculative and commitment to operate as founder/researcher friendly).
- The proposal's ability to give an idea of what the 'big win' scenario for this partnership would be (how will we know it has worked? What would the big wins in terms of driving impact for ARIA look like?).
- Evidence of your willingness to make a significant commitment to the partnership, and to invest energy/time/resources into our efforts and community (including at your leadership level).
- Evidence that the proposed activity is new or bespoke for this partnership or is unlikely to happen without ARIA's support (i.e. the proposal is not for existing business as usual that is not redirected in some way).
- The reasonableness of the proposed cost and timeline.
- If you are not based in the UK, the credibility of your plans to build/establish a UK presence or partner with a UK organisation.

ED&I

ARIA takes equity, diversion and inclusion (ED&I) seriously, and we want to partner with organisations who share our commitment. We may ask you questions related to ED&I as part of the process.

Conflicts of interest

Proposals that fall into the following categories are ineligible for ARIA funding:

- ARIA staff and/or their family members are ineligible to apply for any ARIA funding.
- Any entity in which an ARIA staff member and/or their family member is a board director or a person of significant control (as defined by gov.uk website) is also ineligible to apply).

For the avoidance of doubt this does not include family members of existing suppliers or ARIA advisors (people/organisations that may be consulted from time to time).

Review Process

Proposals will be reviewed by members of ARIA's internal team led by our Chief Product Officer. We may consult expert external reviewers to support review of proposals. External reviewers will be subject to confidentiality agreements and conflict of interest checks.

Still have questions?

If you still have questions you can send them to: clarifications@aria.org.uk.

Any questions or responses containing information that is of relevance to all potential partners that are not considered confidential will be provided to everyone that has started a submission. Answers will also be posted regularly on the ARIA website.

If you require this document in an accessible format, please contact clarifications@aria.org.uk.