

Project Specification Template

Tender details – the opportunity

Company name	EXCALIBUR SCREWBOLTS LTD
Company address	Gate 3, Newhall Nursery Lower Road Hockley Essex SS5 5JU
Description of company activity/SIC code	Excalibur Screwbolts designs and manufactures a range of threaded anchors for all substrates for a range of industries. SIC code: Construction
Objective of the proposed innovation project– this MUST involve activity that results in the development of or introduction to the market of a new product or service (max 300 words)	This project is looking a suitably qualified Knowledge Base to assist the company in testing, validating and obtaining certification for the corrosion resistance PLUS Bolt; investigating the deployment of the product within new markets.
Company’s current situation – existing project team and innovation project development stage (max 400 words)	<p>Excalibur Screwbolts is an existing product line that is based upon a unique and patented twin helix thread design which provides a proven secure method of anchoring directly into any substrate, whether permanent or temporary.</p> <p>Our multi-application range of bolts can be secured to the hardest materials, including concrete, brick, timber and plate steel replacing all traditional fasteners available. We are proud to see our bolts being used in landmark engineering projects such as the London 2012 Olympics, the Channel Tunnel Rail Link and the Gotthard Tunnel. Our products also excel in a range of every day applications from railways to sports stadia. Impressively, our twin helix thread innovation provides strength throughout the entire length of the bolt which means a single 20mm Excalibur bolt can support a weight of 13.5 tonnes.</p> <p>Another example of a major new fixing innovation by Excalibur Screwbolts has been our triple thread bolt. This patented new design provides a secure fixing in the softest of substrates and end grain timber and is expected to find many new niche applications.</p> <p>Our distribution partnerships throughout Europe, the Middle East, South Africa and Australia ensure Excalibur’s products are available to customers throughout the world.</p>



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	<p>The company's British heritage remains important to us and believe British designed products are amongst the best in the world.</p> <p>Excalibur was awarded The Queen's Award For Enterprise: Innovation in 2009 and again in 2016. We are constantly developing fixing solutions to meet new demand and challenges in the marketplace.</p> <p>Specifically, the company has been very successful in supplying their anti-corrosion PLUS Bolt within Crossrail since mid-2015. However, we believe that the anti-corrosion characteristics of the product, once fully certified, could be adopted by other industry areas that we wish to explore.</p>
<p>Business need – what expertise and support is required from a Knowledge Base to reach the objective(s) above? (max 400 words)</p>	<p>We require the following expertise and support from the selected University:</p> <ul style="list-style-type: none">- An in depth knowledge of civil/ mechanical engineering, product standardisation and certification.- A passion to review, investigate and deploy an innovative and 'disruptive' product into new markets.- Theoretical support in areas linked to material corrosion, prevention methods and integrity.- Computer Aided Engineering to maintain parametric study and work out potential failure risks where applicable.- Support with the necessary research and technical revisions throughout the programme.- Access to the test facilities available at the Knowledge Base and relevant academic supports when partial validation tests are required.- Access to the Knowledge Base's library and technical database.- Academic supervision to the graduate and monitoring the work progress via regular contacts and meetings.- Providing the guidelines where new tests and validation exercises are required.- Available academic and practical expertise in material protection and enhancement methods.- Access to the variety of standards and design protocols.



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	- Excellent communication and people skills so that the Knowledge Base can commence work immediately.
Required timescales (if any) for Project Start and duration, and if applicable anticipated product launch date	12 months starting at the end of Q2/ Start of Q3 2017
Optional - company budget available to match fund KEEP+ grant (if known) please see 'Further details' for maximum funding amounts	Approximately £30k
Company Contact for further information	John Stevens (John.Stevens@screwbolt.com)
Required tender response date (min 20 working days from posting of advert)	Soonest
<p>Responses are sought from organisations classified as Knowledge Bases, defined under the ERDF Definition of the Knowledge Base: Higher Education, Further Education and Research Entities which are: UK Public Sector Research Establishments, Research and Development Organisations, Research and Technology Organisations.</p> <p>The Company is seeking a Knowledge Base partner to work with them to develop a project which, dependent on a successful Grant Application, will be supported by the KEEP+ ERDF project using one of the three types of intervention described below. Please also see KEEP+ website – link.</p> <p>The Company would like to work with a Knowledge Base partner under a two stage contract.</p> <p>In Stage 1 they need the expertise of a Knowledge Base partner to develop and design the project which will deliver the solution for their business need and support their grant application to KEEP+. The Company have already secured a Grant from KEEP+ of up to £1k to fund 50% of the cost of this activity, subject to them procuring a suitable KB partner.</p> <p>In Stage 2, if the grant application to KEEP+ is successful, the Company requires the expertise of the Knowledge Base partner, to work with them to deliver the solution i.e. the project intervention supported by the KEEP+ grant.</p>	
Criteria for Decision making	<p>Assessment criteria are as follows</p> <ul style="list-style-type: none"> • Expertise fit • Timing fit • Suitability of proposed methodology <p>Weighting is determined by the SME partner</p>
Date for Contract Decision	Minimum of 20 working days from date of advertisement
Tender response templates	Please approach the company for the exact format of your response.

Further details for potential respondents

You are responding to a tender for an activity which is eligible for part funding by the European Regional Development Fund, specifically under the KEEP+ Programme.

The KEEP+ Programme aims to support SMEs to develop new products and services by fostering long term collaborative relationships between Knowledge Bases – Universities and research institutions – and SMEs who need expertise and support for innovation.

Please see KEEP+ website for further information www.keepplus.co.uk or contact the KEEP+ project team 0845 196 4310 carole.randall@anglia.ac.uk or 0845 196 4207 cheryl.cook@anglia.ac.uk

KEEP+ provides maximum allowable grants for its specific types of intervention. Those intervention types and maximum grant levels are as follows;

- Innovation Internship (max 12 week duration) – this intervention involves a graduate intern working on a relatively short term activity, they are based within the beneficiary company - grant allowance 50% of eligible costs to a maximum of £2,828.00 (please note, NO stage 1 grant).
- KEEP Knowledge Exchange Embed Partnership (12 month duration) - this intervention involves a graduate working on a mid- to long-term activity with the support of a specific academic staff member, the graduate is based within the beneficiary company - grant allowance 50% of eligible costs to a maximum of £30,275.00 revenue (including maximum Stage 1 grant) and £6,000 capital.
- KEEP Research and Innovation Collaboration (no fixed duration) this intervention involves an academic colleague working on a short- to long-term activity, they are based at the Knowledge Base but with regular face-to-face interaction with the beneficiary company - grant allowance 50% of eligible costs – these grants have an average cost of £19,250.00 revenue (but may range from £5,000-40,000, including maximum Stage 1 grant) plus a strict maximum of £6,000 capital.
- Capital grants are only available for the KEEP or Research and Innovation Collaboration projects, not Innovation Internships and any capital items must be procured separately.

The following is a guide to the types of cost that you should expect to occur should your application be successful;

- Innovation Internship (max 12 week duration) – intern wage, administrative support
- KEEP Knowledge Exchange Embed Partnership (12 month duration) – project development, associate wage, academic wage, administrative support, training and travel (on the part of the knowledge base employees), minor equipment (please note there is a potential separate grant for major capital purchases), recruitment
- KEEP Research and Innovation Collaboration (no fixed duration) – project development, academic wage, administrative support, consumables (please note there is a potential separate grant for major capital purchases)



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