

Project Specification

Tender details – the opportunity

Company name	Falcon Global Ltd
Company address	124 Thorpe Road, Norwich NR1 1RS
Description of company activity/SIC code	58290 Other software publishing 62012 Business and domestic software development 62020 Information technology consultancy activities
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)	<p>Our objective is to develop the current automation software product in stages to a cloud-based application, harnessing the power of mobile devices from Microsoft, Android and iOS, from tablets to wearables.</p> <p>The existing automation software product operates in tandem with a Windows OS mobile app.</p> <p>The next phase is an intermediate step which will position us for the switch to cross-platform development, building on the look and feel, while enabling digitisation and greater integration for customers.</p>
Company's current situation – existing project team and innovation project development stage (max 400 words)	<p>We are a technology business and developers of automation software products, plus we provide training and technical consultancy services. We are comprised of two companies, Falcon Global Ltd (FGL, a UK company) and Global Falcon Americas, Inc (GFA, a US company), known as Falcon Group, both owned and Operated by Alan Mills.</p> <p>Our customers are Operators and Contractors, helping them to fulfil their objectives, while focusing on safety, risk reduction and improved performance.</p> <p>We support our customers with knowledge-based software, training and technical consulting services through the term of a project cycle and the life of the assets. Our expertise is in Systems Completion (SC) and Commissioning & Start-Up (CSU) pre-final investment decision (FID), until final Handover to Operations, through Operations, Maintenance and Shutdowns.</p>

Business need – what expertise and support is required to reach the objective(s) above? (max 400 words)

The pandemic has made us think and act differently. As engineers we are driven to find solutions to problems. At Falcon Global we realised the pandemic produced exactly the right conditions for our customers to do virtual commissioning. Before, we had assumed mobile technology would be used by field-based operatives to attend/perform/witness the full sequence of checks and tests that lead to a fully commissioned and started up facility. The costs can be very high, involving foreign travel to vendor's factories.

For example, one of our US customers has orders placed with a European manufacturer of complex rotating equipment used in the oil & gas industry. For many months they had planned for a team of 10 engineers to visit the vendor's factory and conduct what we call "string testing", which involves the connection of related equipment, such as generators, transformers, compressors and ancillaries, running each through its performance range to detect any problems prior to delivery and thereby protecting the timeline in the project schedule. String testing was scheduled to take 3 weeks and had a budget of \$1m, but the pandemic prevented all international travel between US and Europe so the planned event did not occur.

Instead, the customer arranged for multiple cameras (GoPros and surveillance-types) to be installed and used Microsoft Teams/Zoom to perform virtual commissioning. The customer commenced the work in June and took around 4 weeks but saved over \$600,000. Their assessment was, "there's no going back."

This customer will be a key user of our automation software. We have already had discussions about how the mobile devices can "see" multiple cameras, including drones, and thereby enable virtual testing.

For this tender, the developer(s) will produce code and stored procedures that add new features aiding workflow and usability of the mobile app, which will also be fed into the core application. For information on Falcon Group, Zenator and details in this tender, refer to;

	<ul style="list-style-type: none"> • https://falconglobal.net/resources/downloads/ • Invitation to Tender
Please list six key words that describe your potential project, i.e. ICT, engineering, biotech etc.	Innovative, disruptive, adaptive, liberating, vital, welcome
Required timescales (if any) for Project Start and duration, and if applicable anticipated product launch date	October 2020
Optional - company budget available to match fund KEEP+ grant (if known) please see 'Further details' for maximum funding amounts	
Company Contact for further information	Alan Mills, Managing Director Telephone: 07725 059711 Email: amills@globalfalcon.net
Required tender response date (10 working days from posting of advert)	10 working days from posting of advert
Criteria for Decision making	Assessment criteria are as follows <ul style="list-style-type: none"> • Expertise fit • Timing & availability fit • Geographically local preferable
Date for Contract Decision	Minimum of 10 working days from date of advertisement
Tender response templates	Please approach the company for the exact format of your response.