

Innovation Procurement CFS Frequently Asked Questions

Overview

1. What are the objectives of Innovation Procurement process?

The objective of Innovation Procurement process is for government agencies to procure innovative ICT solutions. To be piloted in FY12/13, the process involves sourcing innovative ICT solutions via evaluation of working prototypes and awarding contracts to selected suppliers for pilot trial assessments before an initial roll-out of the solution at the contracting government agency. Known as Call-for-Solution (CFS), the process will allow government agencies to collaborate more closely with the industry on Government ICT innovation needs and support the growth of entrepreneurial ICT businesses as track record will not an evaluation criteria.

2. How will Innovation Procurement benefit the Infocomm Industry?

(a) Under Innovation Procurement process to be piloted in FY12/13, government agencies will use an outcome-based specification to engage the industry instead of using prescriptive requirement specifications. This allows the industry to innovate and propose solutions that will meet government agencies' needs. While suppliers have more flexibility in proposing solutions, government agencies will also be able to tap the market on latest ICT innovation and technology, creating a win-win situation for both the industry and the Government in co-creating innovative ICT solutions.

(b) The Innovation Procurement process eliminates the need for a separate tender following a successful technology POC/working prototype demonstration. The same suppliers can now proceed to pilot trials and initial rollout of the solutions with the contracting agency if they qualify for all the preceding stages, without going through a separate tender process. This will encourage suppliers to participate in technology POCs as it could now lead to contracts for up to an initial roll-out of their solutions with the Government.

3. How different are the Innovation Procurement process compared to normal tender process?

To be piloted in FY12/13, Innovation Procurement process uses existing Request-for-Proposal (RFP) in GeBIZ as the sourcing mechanism and may lead to structuring a contract into multiple stages with one or more selected suppliers to assess the evaluated working prototypes via a series of pilot trials. Each stage can be exercised as options when the preceding stage proves successful.

The differences are that in CFS, the evaluation of working prototypes is part of the tender evaluation process compared to paper proposal evaluation in normal tender, and that contracts can be awarded to more than one supplier compared to awarding to one supplier in most cases of normal tender. The structuring of contracts into multiple stages with each stage to be exercised as options when the preceding stage

proves successful is known as Spiral Contracting. Though this is not a new procurement method, it is actually quite new to most companies in the ICT industry. The trial of this CFS process will allow the process to be refined with feedback from both the participating government agencies and suppliers.

4. What types of company can participate in Innovation Procurement process?

The process is opened to all local and overseas suppliers that supply ICT products and services.

Call-for-Solution

5. When would a call-for-solution(CFS) be called? Are there any confirmed projects and how many are we projecting per year?

We are working towards issuing the 1st CFS by Sep 12 for one project from NLB. Pending on actual demand from agencies, the next CFS is tentatively planned for in Q3 of FY12.

6. How much time is allowed for Working Prototype development under Stage 3 of Phase 1 and Pilot Trials under Stage 4 of Phase 2?

While there is no fixed duration for these stages as each project is different, government agencies who issue the RFP will specify the overall project timeline, as well as the durations for working prototype development and pilot trials. Typically, the durations for working prototype development is about 3 to 6 months and pilot trials are about 6 to 12 months.

7. If I have already demonstrated the “feasibility” of my solution in another government tender or in another CFS, do I still need to go through Stage 3 again?

Yes, as the evaluation criteria could differ from another CFS or another government tender, all companies participating in CFS will have to go through the same process stages to be assessed equally and fairly. The CFS process adheres to key procurement principles of Value-for-Money, Competition & Transparency.

8. Where do I find a Call-for-Solution?

The Call-for-Solution page at the Infocomm Development Authority of Singapore (IDA) website provides a list of projects that agencies are currently inviting solutions for. If your company has a solution that would meet the project requirements, you can retrieve the RFP via the links to GeBIZ and submit your proposals via GeBIZ. Agencies that issue the RFP will announce RFP award in GeBIZ in a similar way to publishing tenders awards.

9. Can a group of partners, as in, consortium, submit a proposal?

Yes. If the proposal is submitted by a consortium, the Lead Member of the consortium shall submit the proposal on behalf of the consortium members.

10. Where and how would the contest be conducted for the evaluation of working prototypes?

The evaluation of working prototypes would be conducted in a closed-door event to the Innovation Evaluation Committee (IEC) comprising representatives from the contracting agency with members from IDA. All shortlisted suppliers for the evaluation of working prototypes will be given the same duration to develop and demonstrate the prototypes to the IEC. The result of the evaluation will be published in GeBIZ as well as the IDA CFS website. Suppliers who have passed the evaluation of working prototype can then proceed to the pilot trial stage. A contest for working prototype evaluation is optional and if required, the details on when and how the contest will be conducted will be specified in the RFP.

Funding

11. Are suppliers paid for development and demonstration of working prototype at stage 3? What types of government assistance (funding) programmes are available under the Innovation Procurement Process?

To be piloted in FY12/13, the intent of CFS is to crowd-source innovation proposals with design contest to conduct evaluation of working prototypes before awarding contracts to selected suppliers for further solution development and trials. That is, the evaluation of working prototypes is part of the tender evaluation process where suppliers will not be paid for the development and demonstration of prototype in stage 3. However, there are cases where evaluation of working prototype will not be used for CFS. For such cases, agencies will award contracts after evaluation of paper proposals in stage 2.

Funding is a separate process from the Innovation Procurement process. Infocomm Local Enterprises (iLEs) interested in productising and commercialising their proposed innovations can approach IDA to explore existing government funding programmes. Applications are subject to the qualifying criteria of each government funding programme.

12. When will the funding be disbursed?

It will be disbursed according to the respective government funding programmes criteria.

Intellectual Property

13. Who owns the rights to Intellectual Property (IP) developed under Innovation Procurement?

(a) The party who has made the intellectual/inventive contribution leading to the creation of the IP will generally be the owner of the IP.

(b) In order for Singapore as a whole to benefit from the IP, the Government will have the right to use the IP and also the right to grant licenses to not-for-profit organisations as well as to third parties if such grants are required for the Government to exercise use of or create enhancements to the IP.

(c) In addition, the private company's price for the supply of products and/or services to the Government using IP created under the Government funding programmes should take into account the Government's contributions to the development of the IP. In exceptional cases, the Government may own or buy over the IP.

14. Can the funded company selected for the pilot trials but not awarded the contract for initial roll-out use the solution to productise or sell to other clients?

Yes, if the company is the owner of the IP.