

## Request for Proposal:

# Stakeholder Engagement Partner - Forecasting Tipping Points

27 June 2025

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## SECTION 1: THE REQUIREMENT AND CONDITIONS

### INTRODUCTION

We are pleased to invite you to take part in this Request for Proposal (RFP).

Launched in January 2023, ARIA is a Research & Development (R&D) funding agency designed to take bold bets that complement and amplify the UK's world-class research ecosystem. We fund transformative science and technology capabilities that will benefit the UK and help humanity thrive.

This RFP seeks proposals from organisations or individuals to create a network of engaged stakeholders to inform ARIA's [Forecasting Tipping Points](#) programme. The desired outcome is to bring together diverse stakeholders, from government, science, and business sectors, to inform the development and co-design of an actionable, operational early warning system for climate tipping points.

### THE REQUIREMENT (THE "SERVICES")

ARIA's Forecasting Tipping Points programme aims to enhance our climate change response by developing the scientific framework of an early warning system for climate tipping points. The programme includes 26 projects spanning 3 technical areas, from the development of new sensing systems, to fieldwork measurements, to modelling activities to predict the onset of future abrupt changes in the climate system. These teams are working collectively to establish whether an early warning is possible and define how it could operate in an affordable, sustainable and justified manner to provide trustworthy and actionable outputs for key stakeholders.

In order to establish an operational early warning system as a legacy of the programme, the non-technical challenges and barriers that could impede translational of scientific knowledge into actionable information need to be established and addressed. The Forecasting Tipping Points programme seeks a partner to build an engaged community of stakeholders and talented individuals who can explore the challenges associated with operationalising an early warning system, and co-design a roadmap to its long-term funding and establishment.

We don't have hard constraints on the type of organisation we will work with. You might be a: nonprofit organisation, startup/established company, or individual. We expect that the successful partner will work closely with leaders of our project teams to understand their scientific goals and the translational pathway for their scientific outputs. Such a partner should then be able to map the ecosystem and identify key stakeholders external to the programme, both domestically and internationally (including in Greenland) - including policymakers, scientific researchers, investors, operators, industry leaders, technologists, and founders - who can be engaged and drawn upon to

support the programme's mission and ensure its legacy. The partner must then cultivate these talented individuals into a network of engaged stakeholders, and expose the network to the programme's work through peer-to-peer meetings, workshops, and/or conferences, such that they are able to shape the outputs and support the long-term adoption of the programme's innovations.

Key deliverables are:

- + Engagement with all programme-funded teams to build in-depth understanding of the programme and its long-term ambitions and challenges.
- + Identification and engagement of key stakeholders both internal to the programme and externally.
- + Providing virtual and in-person convenings of those stakeholders to form the network (at least one event with full representation of stakeholders), as well as brokering of targeted relationships between the network and our project teams.
- + The partner will be expected to attend and integrate the network into programme events and workshops (biannual). We expect regular travel within the UK and internationally to develop relationships with programme teams and external stakeholders (particularly with stakeholders to be identified in Greenland).
- + The final output is a defined and actionable roadmap, which will be published on the programme website, including toolkits and materials, to support the programme (and other efforts) in climate tipping point early warning system design. This will be created by the partner using a systems-thinking approach and co-designed with the stakeholders, which runs from scientific possibility to operational implementation, funding, and institutional adoption of an early warning system for climate tipping points, highlighting expected barriers and routes to overcome them.

## IMPLEMENTATION AND DEPLOYMENT TIMELINE

The initial contract will run for 14 months.

The supplier must be able to start work immediately after the Target Award date.

ARIA shall have the option to extend the contract beyond the initial contract period for up to a further 24 months, in 12 month increments [note, this is the maximum amount of extensions allowed], if required and subject to mutual agreement.

## TERMS AND CONDITIONS

The contract will be placed on terms and conditions (T&Cs) provided by ARIA to the preferred bidder. The proposed terms will include the following principles:

- ARIA shall have the right to terminate the contract or part of the contract for convenience upon ninety days' prior notice.
- ARIA shall have the right to terminate the contract or part of the contract where the supplier fails to provide the service contracted, upon thirty days' prior notice.
- Any Intellectual Property generated in the performance of the contract shall be made open access.
- The supplier shall indemnify ARIA, its employees, officers and agents against the supplier's infringement of third party Intellectual Property Rights.

All information shared with the supplier shall be subject to confidentiality terms.

## **SECTION 2: PROPOSAL RESPONSE STRUCTURE**

Bidders are invited to set out how they propose to deliver the Services outlined within this RFP.

The format below is set out as a guide and represents a maximum length response. If bidders choose to respond in a different format this will be acceptable as long as sufficient information is provided to be comparable to this format of response.

### **Executive Summary**

Summarise how you will deliver the key services you are proposing and how these relate to ARIA's requirements set out in section 1 above.

### **Criteria A - Background, Profile and Experience**

- A brief overview of the company structure, history, values and mission statement or personal values if applying as an individual.
- What are your client numbers linked to Services and if applicable, approximate revenue, staff numbers.
- Provide information on your overall client base; for example, other clients supported including relevant experience for similarly sized, fast-paced and rapidly scaling organisations.

## **Criteria B - Your Approach to Service Delivery**

- A clear articulation of what you see as our requirements and how you would meet them, setting out the delivery model you would use for this service including your proposed plan for delivery and any tools or technologies to be used.
- Provide your management and oversight structures that you would apply to this service.

## **Case studies**

- Provide a minimum of two examples/reference customers, ideally one in the private sector and one in the public sector, where your organization has provided a similar service. With their consent, provide a summary of key successes, issues, mitigating actions and overall learnings for the ARIA contract (please attach these case studies as an annex to your proposal, which will not be included in the maximum page count).

ARIA may choose to verify case studies with the reference customers as part of the proposal review process. We will ask for your consent and suitable contact details beforehand.

## **Criteria C - Demonstration of Resource**

- Provide examples of your ability to provide the operational and executional resources required to deliver without requiring ARIA internal resource
- Provide a summary of your existing networks and access to local partners/service providers and/or evidence of your strategy and ability to identify and engage new local partners/service providers.
- Short bios on the proposed individuals supporting this requirement should be included as an annex.

## **Criteria D - Commercial Proposal**

- Propose a clear pricing structure, including:
  - Rates per hour (ex VAT)
  - Any additional costs which are likely to be incurred through the life of the contract
- Pricing will be on time and materials with a cap on costs. To support evaluation (and negotiation) of your proposal you should include an estimate of costs for developing and delivering this work (service providers should assume that 26 programme teams will require engagement as well as external stakeholders). These costs will be used for the purposes of evaluation only.

- Identify any critical assumptions, dependencies and exclusions required by the bidder in order to successfully execute any resultant Contract

## ADDITIONAL REQUIREMENTS

The Bidder shall confirm as part of its submission adherence to the following requirements. Evidence in the form of copies of relevant certification must be provided as part of the submission and can be uploaded directly into the spaces provided in application portal:

### Mandatory

- All ARIA data to be stored within the UK or EEA
- Confirmation of adherence with the [Government's Supplier Code of Conduct](#)
- [Cyber Essentials](#)

## FORMAT OF PROPOSAL SUBMISSION

Format	PDF. Pages should be numbered, and the response should include the bidder's name inserted as a header
Page Guide	<b>3 pages</b> , plus annexes.
Responses to	<a href="#">ARIA's application portal</a> In case of any technical issues with the portal please contact <a href="mailto:clarifications@aria.org.uk">clarifications@aria.org.uk</a>

## SECTION 3: TIMELINES, REVIEW AND SELECTION PROCESS

### PROCUREMENT TIMELINE

The dates in the following timetable are provisional and may be subject to change at the reasonable discretion of ARIA.

Event	Date
Deadline for submission of clarification questions	21 July 2025
Deadline for proposal submission	28 July 2025 (13:00 BST)

Notification of selection for presentation	4th August 2025
Presentation by bidders to ARIA selection panel	w/c 11th August 2025
Preferred bidder chosen and informed	15th August 2025
Target Award date	25th August 2025
Target Contract Start date	25th August 2025

## REVIEW STAGES

This review is intended to consist of 4 stages:

- Stage 1 - Written proposal
- Stage 2 - Presentation by shortlisted respondents to ARIA selection panel. A maximum of 3 responses will be shortlisted to present to ARIA at this stage.
- Stage 3 - Preferred bidder chosen and informed.
- Stage 4 - Discussions and negotiations with preferred bidder, onboarding planning and contract agreement.

The ARIA selection panel will be chaired by co-Programme Directors, Gemma Bale and Sarah Bohndiek.

## SELECTION CRITERIA

The appointed provider will be selected against both their written response and presentation according to the following criteria:

- A. Background, Profile and Experience [30%]** - A clear demonstration of experience working with comparable organisations in the R&D/innovation sector and delivering high impact, effective communications/engagement.
- B. Your Approach to Service Delivery [30%]** - A clear articulation of what you see as our requirements and how you would meet them.
- C. Demonstration of Resource [30%]** - Demonstrate that you have (or have access to) the expertise and resources required to deliver the services required.
- D. Commercial Proposal [10%]** - Commercial terms that demonstrate value for the tax-payer through transparent pricing models with no hidden costs.

## SECTION 4: CLARIFICATION AND CONDITIONS

### CLARIFICATION QUESTIONS

Bidders are urged to review the RFP documentation, identify and submit any clarification requests no later than 21 July 2025, via email to [clarifications@aria.org.uk](mailto:clarifications@aria.org.uk). Clarification requests received after this date will not be reviewed.

Any clarification request or responses containing information that is of relevance to all bidders will be provided to all bidders that confirm their intention to participate. Answers to clarification requests will also be posted to the [ARIA website](#), following the deadline for submission of clarification requests. If bidders do not wish a query or response to be disclosed to other bidders, they must communicate this and the reason why, with the clarification question.



## CONDITIONS OF RFP

### **Confidentiality, Publicity, Conduct and Conflicts of Interest:**

The contents of this RFP are confidential and must not be copied, reproduced, distributed or passed to any other person at any time except for the purpose of enabling the bidder to submit a proposal. ARIA may use the information included in a bidder's response for any reasonable purpose connected with this RFP. In particular, once a bidder has been excluded, ARIA reserves the right to use any ideas contained in that bidder's proposal in any ongoing discussions with other bidders but undertakes not to reveal the identity of the provider of these ideas. No publicity regarding the subject-matter of this RFP or the award of any Contract will be permitted unless and until ARIA has given express written consent to the relevant communication.

ARIA reserves the right to: a) waive or change the requirements of this RFP from time to time without prior (or any) notice being given by ARIA, in the event ARIA makes material changes to this RFP, ARIA may choose to extend the deadline for submission. b) reject any bidder that does not submit a compliant Proposal in accordance with the instructions in this RFP. c) disqualify any bidder that is guilty of serious misrepresentation in relation to its Proposal, d) withdraw this RFP at any time, or to re-invite Bidders on the same or any alternative basis; e) choose not to award any Contract as a result of the current procurement process; and f) make whatever changes it sees fit to the Timetable, structure or content of the procurement process, depending on approvals processes or for any other reason. ARIA will not be liable for any bidder's costs, expenditure, work or effort incurred by them in carrying out enquiries in relation to, proceeding with, or participating in, this RFP, sourcing process or procurement, including if the procurement process is terminated or amended by ARIA.

Any attempt by bidders or their advisors to influence the contract award process in any way may result in the Bidder being disqualified. Specifically, bidders shall not directly or indirectly, at any time: a) enter into any agreement or arrangement with any other person as to the form or content of any other Proposal, or offer to pay any sum of money or valuable consideration to any person to effect changes to the form or content of any other Proposal; b) enter into any agreement or arrangement with any other person that has the effect of prohibiting or excluding that person from submitting a Proposal; c) canvass ARIA or any employees or agents of ARIA in relation to this sourcing process; or d) attempt to obtain information from any of the employees or agents of ARIA or their advisors concerning another bidder or proposal. Bidders are responsible for ensuring that no conflicts of interest exist between the bidder and its advisors, and ARIA and its advisors. Any Bidder who fails to comply with this requirement may be disqualified from the procurement at the discretion of ARIA. Bidders recognise and accept that it will be at ARIA's sole discretion as to which, if any, proposal is accepted.

## **Clarification Questions and Responses**

This section will be updated during the RFP process with clarification questions and responses that contain information that is of relevance to all bidders.