

Regional Delivery Partner Request for Proposals



Executive summary

Our inaugural three-year strategy articulates a new phase of intentional, targeted growth seeking to embed our flagship robotics programme, **FIRST Tech Challenge UK** into schools in a way which maximises inclusion and uptake by young people who will benefit most from the provision.

Our goal is to create a network of Regional Delivery Partners across the UK to support the delivery of *FIRST* Tech Challenge UK. These partners will have the appropriate experience and resources to ensure the successful delivery of our programmes, as well as a commitment to reaching diverse communities. We intend to establish long-term partnerships with our Delivery Partners, grow the relationship over the next three years and equip them with quality resources to enable effective delivery.

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Background

Who we are

We're *FIRST* UK, a charity established in 2018, fuelled by robots and industry mentors, empowering young people to explore, challenge and grow into innovators who will take on tomorrow's challenges.

Mission

To make STEM less intimidating, more diverse and inclusive, empowering young people to make informed choices about their future.

Vision

A world where young people are empowered to explore, challenge and grow into innovators who will take on tomorrow's challenges.

In a sentence what do you do?

We equip young people aged 12-18 with the technical knowledge and interpersonal skills to succeed by connecting them with industry mentors to work in business teams designing and building robots to compete in tournaments.

If you're a more visual person then check out [this short film](#) from our first event way back in 2019.



So, what's the broad ambition?

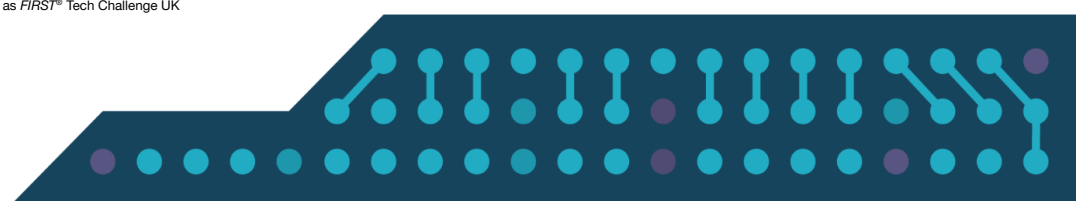
By 2025, we'd like to be working in over 250 well-targeted organisations (around 5% of all UK secondary schools) serving primarily underserved and underrepresented groups, driving inclusion and social mobility – impacting those likely to benefit most from the intervention:

>250	85%	80%	£1m+	<£10
Organisations Supported	Organisations return YoY	Achieve inclusion framework	Annual income	Per impact hour

What does provision look like?

FIRST Tech Challenge UK typically provides 18 weeks (Sep to Mar) of immersive self-directed expeditionary learning, supported by mentors and linked with industry. The programme can be delivered within the curriculum, as an after-school, or a community-based club. Teams typically meet once per week for 1-2 hours. They attend a half-day informal practice in January at a Champion Organisation and a regional tournament in March-April, typically at a University or sports venue. The Charity provides:

- **Capital** – robotics kits, hardware and software (serving 10-12 young people)
- **Content** – quality assured, curriculum-mapped, industry-linked online resources
- **Mentors** – facilitating relationships between schools/teams and industry role models
- **Events** – local practices, regional tournaments and national championships
- **Accreditation** – CREST Gold and Industrial Cadets Gold awards
- **Training** – CPD for teachers, mentors and volunteers
- **Access** – bursaries supporting travel, accommodation and supply teacher cover



"How better to explain what a career in STEM may be like than to set an exacting STEM challenge. *FIRST* Tech Challenge UK has everything from engineering, building to coding. But above all, seeing the students work together and help each other and support each other has been a very rewarding experience. And not just the students; this challenge has helped the Computing and Design Technology departments to work together as part of a broader STEM initiative within the school."

Sally Smart, Design & Technology Teacher, St. Philomena's Catholic High School for Girls

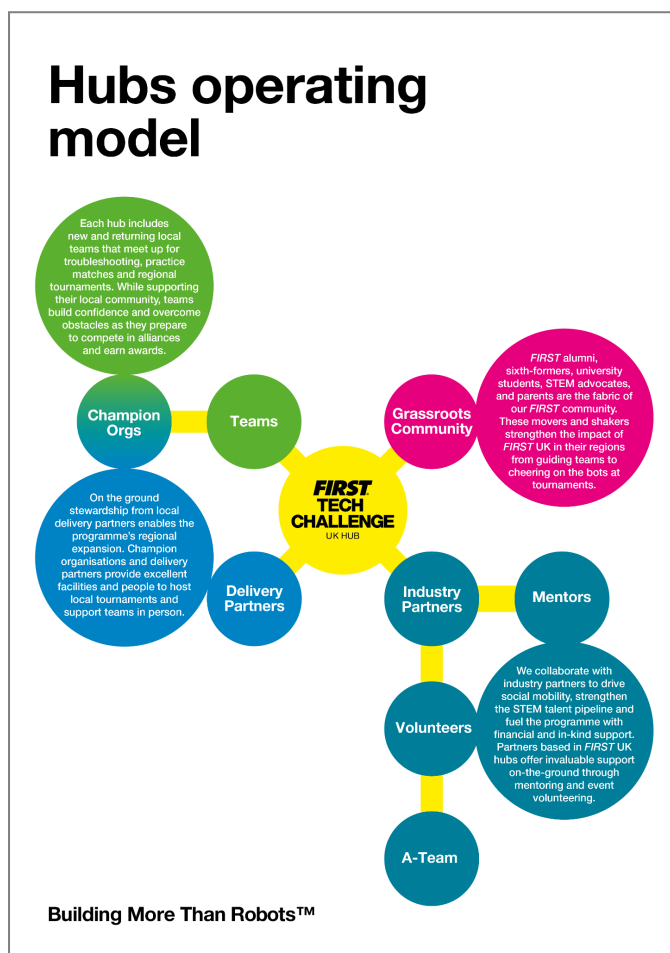
The Goal

As we embark on a new phase of sustainable, intentional growth, we are looking for better ways to support our teams and their communities by partnering with innovative organisations who can help us:

- **Acquire new schools to participate against our targeting framework**
- **Help onboard teachers and mentors to the programme**
- **Support event delivery**

Building a network of Delivery Partners across the UK will help us scale in a sustainable and targeted fashion, while also helping to ensure that teams have access to the support and resources needed for successful participation.





This is where you come in...

We are seeking Delivery Partners who already hold strong relationships with schools and educational networks, share our long-term ambitions for meaningful impact and can demonstrate an understanding of what it takes to realise this ambition. We want to work with those who understand our [commitment to EDI](#) and have strategies in place to better reflect the diversity of UK society in their delivery work.

As a Delivery Partner, you will have the unique opportunity to shape and grow the Charity's footprint and impact in your region. With your help, we can ensure every young person, regardless of their background or circumstances, has access to a programme with the potential to develop the technical knowledge and soft skills to thrive.

"I witnessed how a competition that has a primary focus of STEM, does so much more than that. It develops creativity, teamwork, confidence, resilience, inclusivity, humility and so much more. What a great programme! If you're not involved you're missing out!"

Ben Barnes, Director of Computer Science, Outwood Grange Academies Trust."

What will good look like if you succeed?

Together with our Delivery Partners, we expect to build a network of regional hubs which demonstrate:

- **Commitment** – using our comms assets to secure participation via a sell-in of the programme at an SLT/headteacher level
- **Targeting** – working to ensure participating teams comprise of a diverse membership who will benefit most from the provision
- **Onboarding** – of team leads and mentors through the delivery of a charity-supplied training session to ensure Team Leads have the skills, knowledge and resources to drive positive outcomes for their teams
- **Support** – signposting the Charity's resources to ensure that participating teams know where to find and access the content and support they need to succeed.
- **Event delivery** – working with the Charity operations team to identify and secure venues for local events, then delivering the events using the event-in-a-box toolkit provided by the Charity
- **Industry Engagement** – making relevant introductions to local industry partners, which may lead to volunteers for events and other opportunities
- **Reporting** – supporting collation of data using surveys and tools provided by the Charity



Ultimately, our goal is to establish a network of sustainable regional hubs filled with well-targeted, well-supported, well-engaged teams. We want to work with our Delivery Partners to ensure that *FIRST* Tech Challenge is a success across the United Kingdom, makes a real, lasting impact on the young people who participate, and that we remain the UK's most epic STEM charity.*

* As voted by robots

Notes accompanying the Scope of Work

The following outlines our expectations of Regional Delivery Partners. Please read this narrative alongside the detailed [Scope of Work](#).

Scale

We consider a full hub to comprise 24 schools and one regional tournament. Each Partner should be able to build and manage a hub(s) of at least 24 new schools and youth organisations.

Geographic location

These hubs can be built out from our existing footprint of around 100 schools (see [this year's teams map](#)), ie the Delivery Partner may be layering new schools into an area to create a fully mature hub (s) or building an entirely new hub.

The former is likely preferable and realistic – given that a hub would ideally comprise of more experienced 'veteran' schools who can act as buddies to new schools/teams.

Budget and payments

You should present a budget you feel is competitive and realistic based on the [scope of work](#) outlined. Your budget should be split into two phases (and payment windows):



1. **Variable, performance based deliverables** – specifically the acquisition and on-boarding of schools between March and July. You will be paid for this on a performance basis for each school registered to the programme online via the FIRST UK website and paying the [commitment fee](#) of £299
2. **Fixed deliverables** – the ongoing support and event delivery component from September until March which includes attendance at one local scrimmage event (at a Champion Organisation) and delivery of a regional tournament

Disbursements for the successful execution of programme deliverables will be made on a phased basis as detailed in the [scope of work](#).

We have a responsibility to ensure Charity funds are expended in the most impactful and efficient manner possible. We welcome proposals which bring additional value, cost savings or impact.

Number of delivery partners

We expect to appoint one Delivery Partner per region, responsible for at least 24 new schools and up to a further 24 existing. We will consider proposals from organisations that can cover more than one region/hub. Additionally, a consortium of organisations may submit a joint proposal that covers a combination of deliverables for a specific region or multiple regions, subject to meeting the criteria. For joint proposals, the consortium will identify a lead partner responsible for the overall delivery of the contract. The proposal will also need to set out how the consortium intends to allocate tasks and responsibilities amongst consortium members, ensuring quality and delivery of the contract requirements.

Application Process

If you've read this far while nodding in agreement with our ambitious plans and thinking, 'yes, this is something I want my organisation to be a part of!', we would love to hear from you.



- **Expression of interest** – Google Hangout by 21 December 2022

We like to keep things lean and agile. Schedule a [30-minute hangout](#) before 21 December 2022 to tell us why you'd be a great fit as a delivery partner, wow us with your epicness and let us answer any questions to ensure you have everything needed to whack in a great proposal.

[Schedule your 30 minute hangout](#)

- **Proposal** – due 27 January 2023

Your proposal will highlight your previous track record and demonstrate how you will deliver the [scope of work](#) outlined. It will also include an outline budget detailing how resources will be used to achieve the desired outcomes.

Evaluation metrics and criteria

Your proposal will demonstrate:

- **Capability** – evidence of the resources, expertise and experience to deliver
- **Understanding** – of the key priorities and success drivers
- **Viability** - the proposal presented needs to be realistic and achievable
- **Relationships** – strong pre-existing relationships and understanding of the local context supported by successful engagement with diverse communities
- **Value** – quality delivery at great value

Phew, you've got this far! We're super excited you're interested in helping us be More Than robots. We're here to chat – so feel free to contact us directly at toni@firstuk.org
We look forward to receiving your application!

