



Local Industrial Strategy Trailblazer

Supplier Briefing Event

27th March 2018



Supplier Briefing Event

Key Areas To Be Covered

- What is a Local Industrial Strategy?
- Oxfordshire LIS Trailblazer Specification – what are we looking for from suppliers?
- ITT Technical Issues
- Future Opportunities
- Q&A and Clarifications

Local Industrial Strategies

Cities and Local Growth Unit

23.03.2018

DRAFT – NOT OFFICIAL HMG POLICY

White Paper Commitments

The White Paper set out a number of key elements of Government's approach to developing and agreeing Local Industrial Strategies:

- **Timing:** Government to agree first Local Industrial Strategies by March 2019.
- **Approach:** Prioritise areas with the potential to drive wider growth, focusing on clusters of expertise and centres of economic activity.
- **Leadership:** Places in England with a Mayoral Combined Authority will have a single strategy led by the mayor and supported by Local Enterprise Partnerships. For parts of the country without a mayor, the development of the strategy will be led by the LEP.
- **Across the United Kingdom:** Commitments to discuss suitability of this approach with places in the devolved administrations.



Andy Street  @andy4wm · Nov 27

The Government's #IndustrialStrategy fits with the approach we have been taking in the West Midlands for some years in focusing on our key economic sectors, from high speed rail to future transport technologies. We stand ready to play our part to deliver these aims. @beisgovuk

Local Industrial Strategies should demonstrate early impact across the foundations and Grand Challenges...



AI & Data Economy

We will put the UK at the forefront of the artificial intelligence and data revolution



Future of Mobility

We will become a world leader in the way people, goods and services move



Clean Growth

We will maximise the advantages for UK industry from the global shift to clean growth



Ageing Society

We will harness the power of innovation to help meet the needs of an ageing society

Policy Principles

Long-term

- To **frame a strategic approach to increasing productivity to 2030**. Whilst also clearly setting out **opportunities in the coming years** to help secure that vision.

Evidence-based

- Based on **specific local strengths, assets and advantages** agreed with Government and informed by externally challenged economic evidence. This will include a detailed approach to sector strengths.
- Developed through a **market-focused approach and consultation** with business, third sector and communities.

Focused

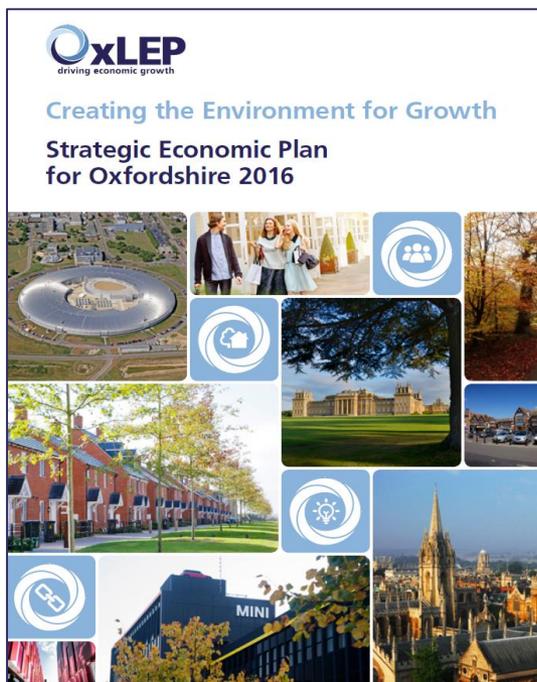
- With clear proposals to increase the **productivity of local businesses** and ensure places maximise their contribution to **national productivity**.
- Informing **choices and prioritisation** locally and nationally.

Collaborative

- Based on **shared commitments** between local leaders, government and business. **Championed by senior Government and industry sponsors**.
- Shaping **investment from a network of local partners**. This could range from the Mayoral Investment Fund and Transforming Cities Fund, to university research and development, or the private sector and institutional investors.
- Guiding **Government funding streams** from the Industrial Strategy Challenge Fund or Strength in Places Fund and increase the local impact of investment priorities, such as High Speed 2 and Housing Deals. Exploring local opportunities to be test-beds for Grand Challenges.

Oxfordshire LIS Trailblazer Specification

Oxfordshire's Economic Potential



- Net contributor to national exchequer
- Generating approx. £22bn Gross Value Added (GVA) to the economy
- One of the most competitive LEP areas in the country
- Fastest growing LEP area – over 40,000 private sector jobs since 2011
- World's top ranked University since 2016 in Times Higher Global Rankings
- Generates more technology spin outs than any other UK university
- Home to 1,500 high tech firms employing around 50,000 people
- Science Vale UK has the highest concentration of science research facilities and development activity in Western Europe (Science Vale UK)
- Harwell Campus is home to the largest space cluster in Europe
- Designated as a scale up 'Creative Industries Hotspot'
- The county is a centre for Formula 1 innovation

The Oxfordshire Housing & Growth Deal

“Oxfordshire will begin the development of an ambitious local industrial strategy, alongside partners in the Cambridge-Milton Keynes-Oxford corridor. This strategy will back Oxfordshire’s world class science and innovation assets, as well as identifying and growing new sectors (set out in Oxfordshire’s Science and Innovation Audit) and business.

It will be a long-term vision for growth, aligned to the overall corridor-wide vision, based on robust evidence, and focused on raising productivity and pay. It will be underpinned by strong cooperation between national Government and the private sector, local leadership and key institutions. “

Our Ambition

Our ambition for the Local Industrial Strategy is to position Oxfordshire as one of the top three global innovation ecosystems, building on the region's world leading science and technology clusters to be a pioneer for the UK for emerging transformative technologies and sectors, as part of the wider Oxford-Milton Keynes-Cambridge corridor.

What Will The LIS Aim to Do?

- Build on the Strategic Economic Plan
- Provide a framework for delivery and investment
- Not more of the same – radical and transformational
- Maximises and connects the strategic assets and capabilities across Oxfordshire
- Statement of intent - clearly defines and positions Oxfordshire's leadership role in UK economy
- Provides the momentum and direction for Oxford – Cambridge Corridor

Understanding Oxfordshire's Approach

- The assets that sit across Oxfordshire are of both national and global significance and critical to UK's long term economic success
 - Work at national level with partners to frame the LIS / leverage Oxfordshire (corridor) opportunities
 - Genuinely international perspective: assess and benchmark against global challenger locations
- Distributed and Co-Ordinated Leadership Approach
 - strong private sector, University and investor engagement
 - LA leadership engagement via Oxfordshire Growth Board – part of wider Housing & Growth Deal governance model

Some Key Principles (1)

- clearly articulating the global potential of Oxfordshire
- develop Oxfordshire's leadership in critical emerging sectors which will have both UK and international impact for trade and investment growth
- support opportunities for technology / digital convergence, enabling adjacencies and spillover
- strengthening the innovation ecosystem of Oxfordshire and deepening industry / academic collaboration in support of scale ups
- building pathways and mechanisms for young people in order to nurture, retain and develop local talent

Some Key Principles (2)

- creating ‘places’ which can support the translation of ideas, knowledge and innovation between business, communities and localities eg ‘Living Labs’
- shaping the LIS in the context of developing the wider ambitions of the Oxford – Cambridge Corridor
- building solutions which can drive growth, productivity and wealth in the UK in a post-BREXIT economic environment
- ensuring that the continued success of Oxfordshire demonstrably benefits all areas of the country

Evidence Base - Key Building Blocks

OxLEP
driving economic growth

Creating the Environment for Growth

Strategic Economic Plan for Oxfordshire 2016

The cover features a collage of images including a large circular stadium, a group of people walking, and various landscape scenes, all set against a light blue background with circular icons representing community and growth.

OxLEP
driving economic growth

Oxfordshire Local Enterprise Partnership

Innovation Strategy

UNIVERSITY OF OXFORD

The cover is a dark blue grid with various icons and images, including a sun rising over a horizon, a lightbulb, and a group of people. It also features the OxLEP logo and the University of Oxford crest.

Oxfordshire Transformative Technologies Alliance

Science and Innovation Audit

August 2017

The cover features a central image of a rover in a desert landscape under a blue sky. At the bottom, there is a row of logos for OxLEP, Greater Cambridge Greater Peterborough Enterprise Partnership, enterprise m3, Department for Business, Energy & Industrial Strategy, North East Local Enterprise Partnership, Buckinghamshire Local Enterprise Partnership, Thames Valley Berkshire, OXFORD BROOKES UNIVERSITY, LK Atomic Energy Authority, Science & Technology Facilities Council, CATAPULT Health Applications, Oxford Academic Health Science Network, and RACE.

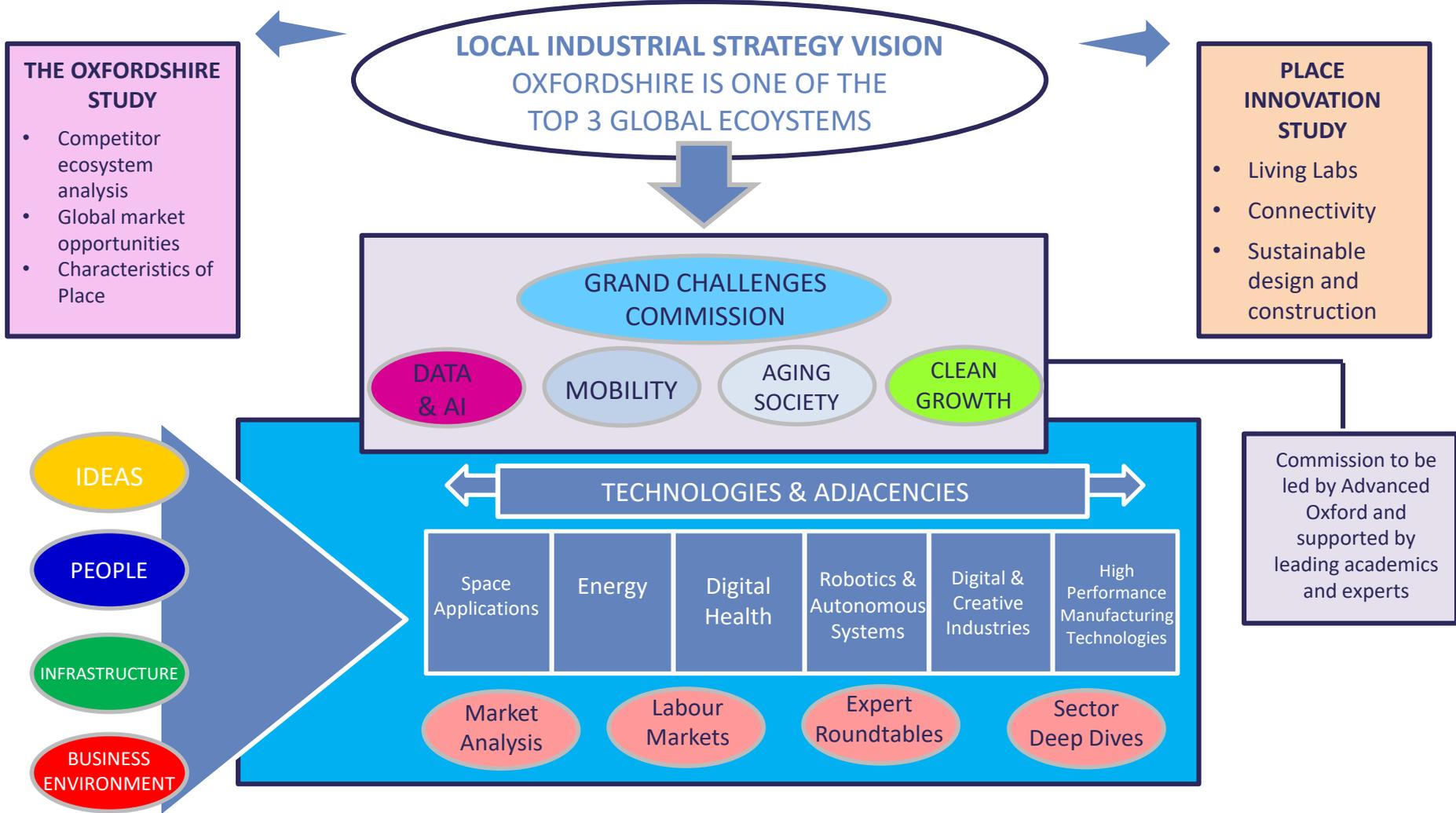
Creating university-based entrepreneurial ecosystems: evidence from emerging world leaders

Dr Ruth Graham
June 2014

MIT Skoltech Initiative

The cover features a vertical image of a classical column with a decorative capital. The text is overlaid on a grey background.

Developing The LIS Evidence Base – Core Components



Evidence Base – Key Challenges

- Up to date international challenger locational benchmarking data and metrics
- Market assessments and opportunities – strategic fit with key growth opportunities
- Finer grain datasets below national / regional levels eg IPO breakdown, export capability and market penetration
- Access to HMG data eg sector breakdown, financial & tax incentive take up and firm formation data
- Quantum of public funding investments, access and use
- Strategic integration between national policy objectives and place offer and investment potential

What Are We Looking For In Our Partner?

- Agility
- Innovation
- Creativity
- Insight
- Co-Investment
- Sensitivity
- Pace

ITT Technical Issues

ITT Technical Issues (1)

Shortlisting Criteria	Percentage of Overall Score (%)
Methodology and Approach	30% (0/30)
Creativity and Innovation	20% (0/20)
Consultancy Team, Skills and Competencies	20% (0/20)
Co-investment Proposal	20% (0/20)
Overall Price	10% (0/10)
	Total Score (Out of 100)

ITT Technical Issues (2)

- Budget
 - Maximum budget of £120,000 (inclusive of VAT)
- Co-Investment Model
 - Strategic market development opportunity for suppliers
 - Joint proposition development
 - Thought Leadership
 - Sponsorship of key components

ITT Technical Issues (3)

- Stakeholder Engagement and Reporting
 - Reports / Presentations to OxLEP and Growth Boards – June, Sep, Dec
 - Two stakeholder workshops
 - Engagement through evidence development and wider methodology
- Core Outputs
 - Freestanding evidence base / data analysis
 - Strategy
 - Investment Plan
 - Multi-channel collateral
- Contracting
 - OxLEP standard contract
 - Negotiated following appointment

Future Opportunities

Future Commissioning Opportunities

- Emerging Oxford – Cambridge Corridor
 - HMG backing for corridor development
 - Fully incorporated into public policy agenda
 - Economic vision to be commissioned shortly – Oxfordshire LIS Trailblazer will be aligned
- Implementation of Oxfordshire Housing & Growth Deal
- Development of strategic investment cases across the ecosystem

Commission Key Dates

- 19th March – publication of LIS consultancy brief
- 4pm, 16th April – deadline for submission of proposals to OxLEP at info@oxfordshirelep.com
- 19th April – shortlisted consultants notified
- 23rd April – interview panel and appointment of consultants
- 25th April – inception meeting

Q&A and Clarifications

REMINDER - Commission Key Dates

- 19th March – publication of LIS consultancy brief
- **4pm, 16th April – deadline for submission of proposals to OxLEP at info@oxfordshirelep.com**
- 19th April – shortlisted consultants notified
- 23rd April – interview panel and appointment of consultants
- 25th April – inception meeting