



Capability and Innovation Fund

Application Documents – Pool D
October 2018

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Introduction to the document

It is the intention of the Independent Body, Banking Competition Remedies Limited, that the application process for the Capability and Innovation Fund is simple and efficient.

This document includes three sections: important information you should read before submitting an application; the application form; and the business case template. On 1st November at 09:00 GMT, these documents will be made available within the CIF Application Tool (Scout RFP) for Applicant Companies to complete and submit their application.

Applicant Companies are permitted to **submit one application per pool**.

The window for questions will open on 1st November at 09:00 GMT in the Scout Message Centre. Should an Applicant Company wish to raise a question before this date they are invited to email enquiries@bcr-ltd.com. It should be noted, however, that questions will not be responded to before 1st November and that all questions and responses will be shared with all Applicant Companies through the Scout Message Centre after this date.

Important information you should read before submitting an application

Background

In 2009, the European Commission (the “Commission”) approved a number of state aid measures granted to The Royal Bank of Scotland Group plc (“RBS”). This approval was given on the basis of a restructuring plan submitted by RBS and a number of commitments given by the UK Government in 2009 and subsequently amended in 2014, including, amongst other things, the divestment of a part of RBS’ branch-based retail and small and medium-sized enterprise (“SME”) business, which later became known as ‘Williams and Glyn’ (the “Divestment”).

As a result of considerable challenges in achieving the Divestment, the UK Government proposed substituting the 2014 commitments with a revised package of measures (the "Package") with the aim of achieving the objectives of promoting competition in the market for banking services to SMEs that lay behind this divestment. The Package was agreed in principle in July 2017 and formally approved by the Commission on 18 September 2017.

The Package consists of two elements:

Capability and Innovation Fund

The purpose of the Capability and Innovation Fund (“CIF”) is to encourage eligible bodies to (i) develop and improve their capability to compete with RBS in the provision of banking services to SMEs; and (ii) develop and improve the financial products and services that are available to SMEs.

The CIF comprises a total of £425 million divided into four pools. The four pools each have a distinct purpose and are divided into a number of pre-determined grants.

Incentivised Switching Scheme

The purpose of the Incentivised Switching Scheme ("ISS") is to provide funding of up to a maximum of £275 million to eligible bodies, to use as incentives to encourage SME banking customers (with an annual turnover of £25 million or less), of the business previously described as Williams & Glyn, to switch their business current accounts and loans from RBS to the eligible bodies.

Banking Competition Remedies Ltd. is the name given to the Independent Body established to administer the CIF and ISS funds.

This section provides information for bodies interested in applying for funding from the **Capability and Innovation Fund Pool D**.

The following grants are available to Pool D bodies from the Capability and Innovation Fund:

(i) 5 x £5 million

Applicant Companies are permitted to **submit one application per pool**.

Terms of Application

Except as otherwise provided, capitalised terms used in this application form shall have the meaning assigned to them in the Capability & Innovation Fund Terms and Conditions ("the Terms and Conditions")

By completing the Application Documents, the Applicant Company accepts:

- the Terms and Conditions and the Capability and Innovation Fund Agreement, including the undertakings, acknowledgements, representations and warranties set out therein, and confirms that, if awarded a grant it will enter into a Capability and Innovation Fund Agreement with the Independent Body. Links to the Terms and Conditions and the Capability and Innovation Fund Agreement can be found on the BCR website;
- that the eligibility criteria in Section 2 must be fully met without exception and with clear supporting evidence where requested;
- that the Independent Body shall have absolute discretion on the interpretation and application of the Terms and Conditions and that any determination or decision of the Independent Body in relation to any matter related to Capability and Innovation Fund shall be conclusive;
- that it shall have no claims or right of recourse against the Independent Body in respect of any determination or decision of the Independent Body except as explicitly set out in the Capability and Innovation Fund Agreement;
- that the Applicant Company is liable for the accuracy and completeness of information provided in their application;
- that the Application Documents must be approved by the Board of Directors (or equivalent body) of the Applicant Company and that proof of such approval in certified form must be submitted to the Independent Body with the Application Documents;
- that it is deemed to have knowledge of and be subject to and bound by the terms of the Trust Deed disclosed on the Independent Body's website and in particular the Applicant Company acknowledges the scope of the Independent Body's obligations set out in those terms and the protections they afford the Independent Body;
- that information received by the Independent Body may be published or disclosed in accordance with the access to information regimes (including under the Freedom of Information Act 2000, data protection legislation and the Environmental Information Regulations 2004). Applicant Companies should mark as confidential or commercially sensitive any information that they consider should be treated as such and explain why this is the case (automatic confidentiality disclaimers produced by IT systems will not, in themselves, be regarded as binding). The Independent Body will take account of such explanations, but will, and is permitted to, comply with its disclosure obligations;
- that by submitting an application for funding from the Capability and Innovation Fund, the Applicant Company represents and warrants to the Independent Body that: (A) it is not a Sanctioned Person; and (B) none of its group members, or, to the best of its knowledge and belief, Substantial Shareholders are Sanctioned Persons;
- that by submitting an application for funding from the Capability and Innovation Fund, the Applicant Company agrees that the use of the Funding Amount must be in accordance with its Business Case and will be restricted to the purposes set out in: (i) conditions 3.2(A) and 3.2(B) of the Capability and Investment Fund Terms and Conditions, and (ii) the relevant Capability and Innovation Fund Agreement.

Application Guidance

The Applicant Company is expected to submit:

- A completed Application Form which contains:
 - Applicant Company Information;
 - Eligibility Criteria;
 - Public Commitments; and
 - Authorisation.

- A completed Business Case which contains:
 - Executive Summary;
 - Initiative Benefits;
 - Financial Analysis;
 - Implementation; and
 - Governance.

- Any supporting evidence (as requested within the application)

Applicant Bodies are advised that the upload of any additional documents will not be permitted. Applicants must only attach requested documentation.

Applicant Bodies are advised that all responses must be in English.

During the application window, the Independent Body is entitled to request additional information and clarification of information, request one further iteration of the Business Case submitted by an Applicant Company, request face-to-face meetings and access to personnel, and make all enquiries it considers necessary or desirable in relation to the application and the Independent Body's assessment of the application. Refusal to provide such information, grant and facilitate such meetings and/or respond to such enquiries may lead to an Applicant Company's application being rejected. If the Independent Body does not receive a response from any Applicant Company within ten Business Days, the Independent Body shall be entitled to assume that such Applicant Company has withdrawn its application.

Timeline for applications

- The application window will open on November 1st at 09:00 GMT and close on April 30th at 17:00 BST
- The deadline for questions is February 1st at 17:00 GMT
- The Independent Body expects to publicly announce the awards in June 2019

If the Application Documents are not submitted within the Application Period, the Independent Body reserves the right not to consider the application.

How to submit your application

All Application Documents must be submitted via Scout RFP (hereafter referred to as CIF Application Tool). This is a secure online portal, which the Independent Body will use to receive applications and communicate with Applicant Companies. **Only applications submitted via the CIF Application Tool will be accepted.**

The first submission will be treated as final. Acceptance of resubmissions will be at the discretion of the Independent Body but will only be granted in exceptional circumstances and it should be assumed these will not be accepted.

Given this, the Independent Body strongly recommends that only the primary contact from each Applicant Company should register for the CIF Application Tool rather than extending access to other members of their team. Applicants will be able to export the Application Form and Business Case to Excel to enable offline work.

How to submit queries

Once the Application window formally opens, all queries must be submitted through the CIF Application Tool, no questions and responses through any other channel will be acknowledged or acted upon.

You will be able to submit specific written questions regarding The Capability and Innovation Fund, Pool D via the Scout Message Centre and you will be allowed to submit a maximum of 20 questions in any one week. Questions should be direct, specific and singular in nature. Multiple sub-questions within one question field will not be permitted and will not be responded to. The question limit will refresh at 9am GMT every Monday starting with the first refresh on 5th November 2018.

Banking Competition Remedies Limited will use all reasonable endeavours to provide answers to your questions within ten working days but will exercise their sole discretion with regard to which and to what extent questions will be answered. Banking Competition Remedies Limited will share any questions and answers with any other participating bidders. Responses to questions will only be shared through the Scout Message Centre.

The deadline for questions is Monday 1st February 17:00 GMT.

You should nominate one individual who is responsible for submitting questions from your organisation. That person should ensure, prior to submission, that questions do not overlap with questions that have already been asked, either by your organisation or by another organisation.

Responses to Frequently Asked Questions are available on the BCR website

Please use the CIF Application Tool to contact Banking Competition Remedies Limited should you have any queries regarding the query process or to change your nominated question submitter if required.

Further information

This application document should be read in conjunction with the following documents. These documents can be accessed from the BCR website:

- Capability and Innovation Fund Agreement;
- Capability and Innovation Fund Terms and Conditions; and
- Scout User Guide.

1. Application Form

Application Guidance

The Applicant Company is required to submit the following information for review. All Application Documents must be submitted via the CIF Application Tool. This is a secure online portal, which the Independent Body will use to receive applications and communicate with Applicant Companies. Questions marked with a * are mandatory.

1.1 Applicant Company Information

#	Question	Format
1.1.1*	Applicant Company Name	Free Text
1.1.2*	Registered Number	Free Text
1.1.3*	Registered Address	Free Text
1.1.4	PRA Number (if applicable)	Free Text
1.1.5	FCA Number (if applicable)	Free Text
1.1.6*	The name of the individual managing the Capability and Innovation Fund Application	Free Text
1.1.7*	Job Title	Free Text

1.2 Eligibility Criteria

Please confirm whether you meet each of the eligibility criteria (as defined in clause 2.1 of the Capability and Innovation Fund Terms and Conditions). Please note – if you cannot answer in the affirmative and provide evidence for all of the criteria below, you are not eligible for the Capability and Innovation Fund and your application will be rejected.

Applicant Companies are required to submit a web link with supporting evidence in the CIF Application Tool.

#	Question	Format
1.2.1*	Which is, at the relevant time, domiciled in the United Kingdom, the European Union, the European Economic Area or Switzerland	Y/N & Link
1.2.2*	Is an entity which (a) provides or develops financial products and services predominantly to or for SMEs in the United Kingdom, or (b) provide products and services to the businesses described in (a)	Y/N & Link
1.2.3*	Is an entity which has raised capital of at least £1,000,000 in the last three years, prior to the date of submission of its Business Case	Attachment

1.3 Public Commitments

Please note, as part of the Independent Body’s commitment to transparency and accountability in the use of grants, **if your application is successful, this section of your application will be made publicly available by the Independent Body.** Should you be successful, these commitments will be treated as binding for the purposes of the Capability and Innovation Fund Agreement.

The following grants are available to Pool D bodies from the Capability and Innovation Fund:

- (i) 5 x £5 million

#	Question	Format
1.3.1*	Please provide a list of clear and measurable commitments in respect of your proposed use of the Capability and Innovation Fund Grant(s) for which you are applying. These commitments should specify how you would use the funds to develop, improve, operate, expand and/or commercialise (or support the development, improvement, operation, expansion and/or commercialisation of) a useable Fintech Product or Service 1,000 words	Free text

1.4 Authorisation

Prior to submission, the Application Documents must be approved by the Board of Directors (or equivalent body) of the Applicant Company and proof of such approval in certified form should be submitted to the Independent Body with the Application Documents.

#	Question	Format
1.4.1*	In accordance with clause 4.1 of the Capability and Innovation Fund Terms and Conditions if the Independent Body requests clarification from an Applicant Company and receives no response within 10 Business Days, its application to participate in the Capability and Innovation Fund shall be considered to be withdrawn. Please confirm that the primary contact listed in Question 1.1.6 will be available to answer queries.	Y/N
1.4.2*	Please confirm and provide evidence, using the template attached, in certified form that this application has been approved by the Board of Directors (or equivalent body) of the Applicant Company and the date of the meeting.	Y/N + date in comments
1.4.3*	Signed and dated on behalf of: Full Name	Free Text
1.4.4*	Signed and dated on behalf of: Job Title	Free Text
1.4.5*	Please provide a scanned attachment of the certified Board approval (or equivalent body). Successful applicants will be required to provide original copies.	Attachment
1.4.6*	Confirm you understand the information you are providing will be used with the purpose of processing and completing the evaluation of your application. If your application is successful, Banking Competition Remedies Limited will also use your information during the reporting phase. Your information will be held by Banking Competition Remedies Limited and will not be shared with any third parties without prior disclosure.	Y/N

2. Business Case

Business Case Guidance

Applicant Companies are advised that they are expected to provide a complete answer to Question 2.1.1, the Executive Summary. In addition, Applicant Companies can have the opportunity to submit one attachment in their own format, with a maximum of four pages.

Applicant Companies are permitted to **submit one application per pool**.

Text contained in all attachments must be a minimum of size 10 font and Applicants are advised that attachments with embedded files are not permitted. Applicants are not permitted to attach any additional documents other than those requested. Applicants are advised that no macros are permitted within Excel files.

Applicant Companies are advised that the Scout tool does not limit the word count. Applicant Companies are responsible for ensuring their answers are within the stated word count.

Questions marked with a * are mandatory.

2.1 Executive Summary

2.1.1* Summarise your application. In your response provide:

- (i) a summary of the initiative
- (ii) a summary of how the funding would assist the Applicant Company in achieving its strategy
- (iii) a summary of benefits
- (iv) the rationale for choosing this initiative

1,000 words

2.1.2 Applicant Companies are invited to attach an overview of their business case

One attachment (PPT, PDF or Word). Maximum four pages

2.2 Initiative Benefits

2.2.1* Outline how the initiative will facilitate the commercialisation of financial technology that is relevant to SMEs in the United Kingdom. In your response detail:

- (i) the predicted impact on the commercialisation of financial technology
- (ii) the underpinning assumptions
- (iii) success criteria by which you would seek to measure the initiative. Please ensure these are objective and quantifiable

1,000 words

2.2.2* Outline the extent to which the product or service:

- (i) is a useable alternative to traditional banking products or facilitates the provision of a useable alternative to traditional banking products
- (ii) is likely to benefit SMEs in the United Kingdom either directly or indirectly
- (iii) is easy for its end customer(s) to use
- (iv) is already used by SMEs, or offered to SMEs in the United Kingdom by alternative providers, and (if so) whether the business case provides an improvement to an existing product or service
- (v) uses breakthrough technology
- (vi) purports to fill a gap in the current offering available to SMEs in the United Kingdom (in which case the Applicant Body should demonstrate its knowledge of the relevant gap in the market)
- (vii) is, or is likely to be, in demand by SMEs

2,000 words

2.2.3* Outline the extent in which the Applicant Body:

- (i) is committed to ensuring security standards for end-users of its products or services in accordance with (or to a higher standard than) good industry practice
- (ii) is able to scale-up and/or reach new end-users; and/or
- (iii) has been able to generate demand for its products or services whether in relation to the business case or in previous offerings

2,000 words

2.2.4* Attach appropriate market analysis conducted to support the responses to Questions 2.2.1 – 2.2.3.

One attachment (PPT, PDF or Word). Maximum four pages

2.3 Financial Analysis

2.3.1* Summarise the key points from the financial analysis

500 words

2.3.2* Attach a copy of the financial analysis conducted to analyse and demonstrate the merit of the initiative. In your response detail:

- (i) the amount (if any) of its own funds that the Applicant Company is proposing to invest in relation to the proposals outlined in its Business Case
- (ii) how the funds will be spent within a 3-5 year period – please include an assessment on how quickly (a) the funds will be spent, and (b) the objectives in your business plan will be achieved
- (iii) how the product or service will deliver the benefits described in Questions 2.2.1 – 2.2.3 will be delivered as a result of the investment

NB The Independent Body does not require the Applicant Body to submit projected revenue forecasts or internal profitability or return considerations. The focus of the Independent Body is on the overall investment, the use of the grant funds specifically, and the direct linkage between the investment and enhanced product and service offerings within the SME banking market. Please ensure your analysis clearly and robustly articulates these considerations.

One attachment

2.3.3* Please confirm that if the Application Company is awarded a grant, the funds **will be used** to cover capital expenditure or operating expenses in relation to the following purposes:

- (i) the development of systems and/or infrastructure required to develop, improve, operate, expand and/or commercialise the Fintech Product or Service;
- (ii) the recruitment and payment of employees in order to develop, improve, operate, expand and/or commercialise the Fintech Product or Service;
- (iii) the marketing of the Fintech Product or Service; or
- (iv) any other purpose which (in the opinion of the Independent Body) furthers the development, improvement, operation, expansion and/or commercialisation of the Fintech Product or Service

I confirm / I do not confirm (and comments)

2.3.4* Please confirm that if the Application Company is awarded a grant, the funds will **not be used** for any of the following purposes:

- (i) to repay any existing liability;
- (ii) to provide financing directly to customers; or
- (iii) to return capital by any means to existing shareholders of the Pool D Beneficiary; or
- (iv) for a purpose which is inconsistent with its Business Case.

I confirm / I do not confirm (and comments)

2.4 Implementation

2.4.1* Outline the ability of the Applicant Body to deliver the proposals outlined in the Business Case. In your response provide:

- (i) a summary of the implementation approach, including timelines and key resources
- (ii) a summary of implementation costings
- (iii) a summary of the risks and issues identified, and the mitigations
- (iv) a summary of any assumptions and dependencies
- (v) one example of where the Applicant Company has delivered a significant change project, what lessons were learnt from the experience that would be applied here

1,500 words

2.4.2* Attach a high-level implementation plan. In your response, highlight the key milestones, with a focus on customer impact and market impact

One attachment (PPT, PDF or Word). Maximum one page

2.4.3* Attach a high-level summary of implementation costings

One attachment (Excel, PPT, PDF or Word). Maximum one page

2.5 Governance

2.5.1* Outline the governance and controls that the Applicant Company would put in place to ensure transparency and effective monitoring, including by the Independent Body. In your response provide:

- (i) a summary of the governance structure
- (ii) a summary of the controls that would be put in place to ensure effective monitoring

500 words

2.5.2* Attach a template for tracking the KPIs. In your response provide:

- (i) the success criteria detailed in Questions 2.2.1 – 2.2.3
- (ii) additional KPIs that the Applicant Company would be measured against. Please ensure these are objective and quantifiable

One attachment (Excel). Maximum one page

2.5.3* Confirm that the initiative complies with any relevant legal or regulatory requirement (including any rules and guidance made by the FCA and/or PRA)

Yes / No

END