

Developing exhibitions for new Science Centres

The importance of international tenders. An overview

Learning from National Science Center Initiatives

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Pitching: a MUST

- If you want to spend public money
- If you don't know who you want to assign

What kind of tender will lead to the best result?

It depends!

Whether you look for

- The best creative solution
- The cheapest price
- The best quality
- The best collaboration

You want everything?

- **There are different approaches:**
 - Creative Tenders covering the whole service including production and assembly
 - Creative Tenders covering only design and concept and a second tender for production and assembly
 - Tender covering only the production and assembly – the creative part is assigned directly or done in-house
 - Competitive Dialogue as a modification of the Creative Tender

Creative Tender covering the whole service including production and assembly

- The Science Tunnel III was assigned after a European tender asking for concept, design and production.



ung Band, interaktive Exponate und Projektion








BİLİM TÜNELİ

18 EKİM 2014
12 ŞUBAT 2015
YER: MALL OF İSTANBUL
www.bilimtuneli.com

GELECEĞİ KEŞFET
 18 ÜLKEDE, 30 ŞEHİRDE, 10 MİLYON ZİYARETÇİNİN GEZDİĞİ SERGİ
İSTANBUL'DA





















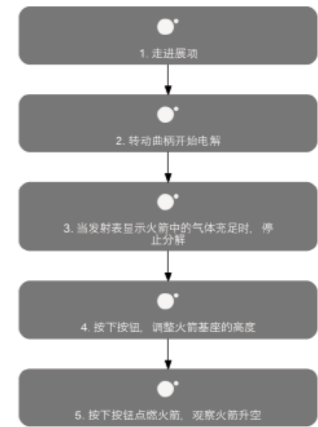
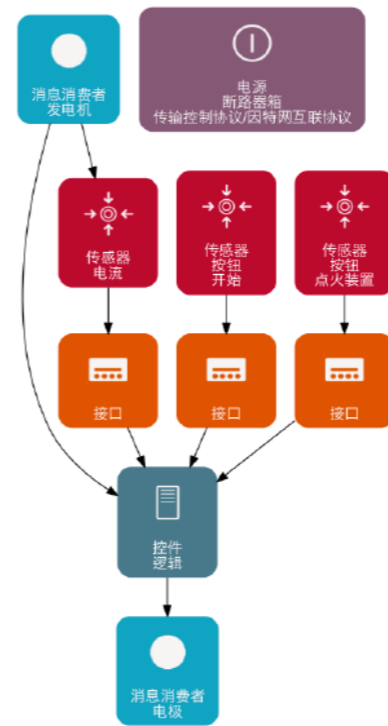
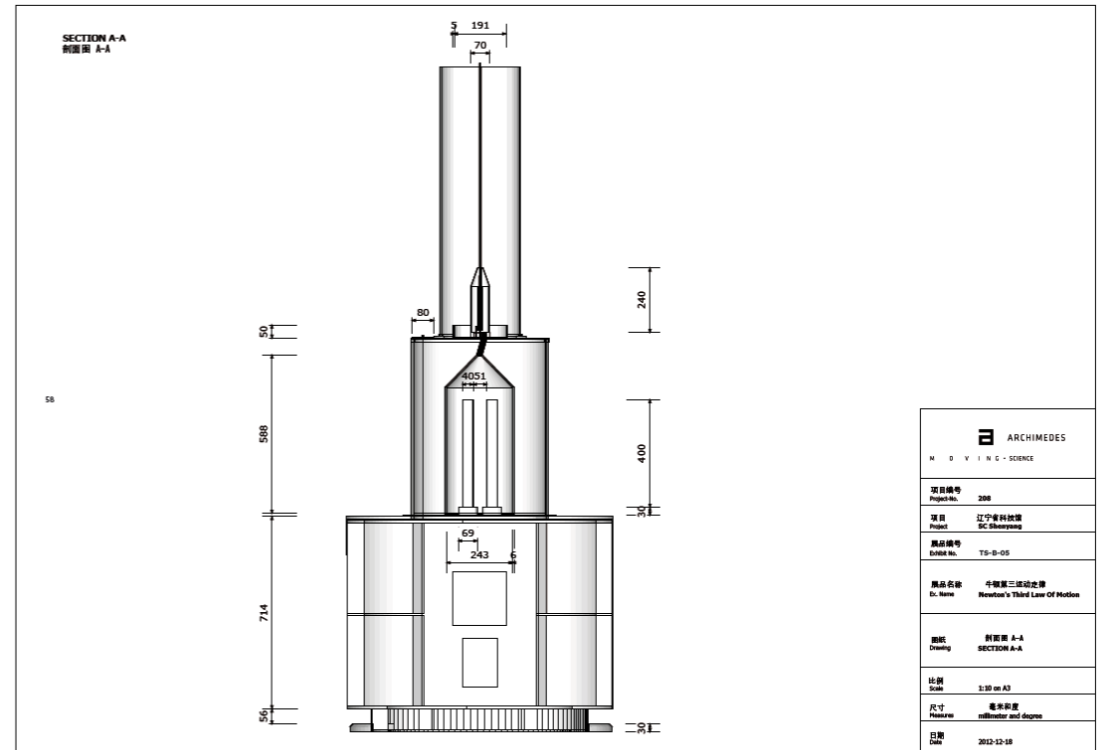


Bilet Rezervasyon: 0212 255 81 78



Creative Tender covering only design and concept and a second tender for production and assembly

- For an exhibition in Shenyang we were asked to prepare design and construction drawings for 174 exhibits and scenography
- Drafts and drawings were to be the basis for a following production tender.



EXPLOSION DRAWING 爆炸图
Materials 材料

(1): plastic balls 塑料球
(2): stainless steel 不锈钢
(3): text boards 说明牌
(4): push button x 6 按键 X6
(5): solid surface material 实体表面材料
(6): stainless steel 不锈钢
(7): stainless steel powder coated 不锈钢粉末涂层
(8): ventilation slots 散热口
(9): aluminium profiles 铝制型材
(10): plywood for mounting wind machine 胶合板安装风机用
(11): TCP/IP breaker box 180 x 130 x 60 mm TCP/IP开关盒
(12): maintenance door 维修门
(13): reset button 复位键
(14): wind machine 风机
(15): stainless steel 不锈钢
(16): steel connector 钢制连接器
(17): elastic tube 弹性管
(18): stainless steel 不锈钢
(19): calotte 盖
(20): stainless steel tube 不锈钢管
(21): stainless steel powder coated 不锈钢粉末涂层

ARCHIMEDES M O V I N G • S C I E N C E	
Project No.	208
Project	SC Shenyang
Exhibit No.	TS-B-21
展品名称	气流投篮
Ex. Name	Airflow Shooting
图纸	爆炸图
Drawing	EXPLOSION DRAWING Part 1
Scale	1:30 on A3
Measure	millimeter and degree
Date	2012-11-07

EXPLOSION DRAWING 爆炸图
Materials 材料

(1): breadboard 电路实验板
(2): head rest POM 头部靠垫
(3): solid surface material 实体表面材料
(4): rubber coated stainless steel with blunted edges on metal nailplate 橡胶包层不锈钢带有钝边在金属钉板上
(5): steel profiles 钢制型材
(6): lever mechanism to move the nail bed under the cover plate 投杆机制来移动盖下面的钉床
(7): handle 投杆
(8): steel profiles 钢制型材
(9): standard element 标准元件
(10): text board 说明牌
(11): solid surface material 实体表面材料

ARCHIMEDES M O V I N G • S C I E N C E	
项目编号	208
项目	SC Shenyang
展品编号	TS-B-10
展品名称	钉床
Ex. Name	Nail Bed
图纸	爆炸图
Drawing	EXPLOSION DRAWING
比例	1:30 on A3
单位	毫米和度
Measure	millimeter and degree
日期	2012-11-12

standard table construction used see TS-00-00-01 for detailed drawing
使用标准展台结构详图参见TS-00-00-01

SECTION B-B 剖面 B-B

Dimensions: 110, 1205, 812, 683, 332, 10, 97, 226, 216, 216, 100

ARCHIMEDES M O V I N G • S C I E N C E	
Project No.	208
Project	SC Shenyang
Exhibit No.	TS-B-21
展品名称	气流投篮
Ex. Name	Airflow Shooting
图纸	剖面 B-B
Drawing	SECTION B-B
Scale	1:10 on A3
Measure	millimeter and degree
Date	2012-11-07

SECTION B-B Nails UP POSITION 剖面 B-B 钉的位置

(1): handle at fixed angle to rollers below 把手在固定角度
(2): breadboard with grid for needles 电路板带网格用于针的位置
(3): needles fixed to 10mm sheet 针固定在10毫米厚的板上
(4): steel subconstruction to support nail bed and to slide on top of rollers 钢制副结构支撑钉床并滑动到滚轮上方
(5): rollers Ø 32 mm 滚轮
(6): steel subconstruction with rollers fixed to structure 钢制副结构带有滚轮固定在结构上
(7): steel needles Ø 4mm 间距 25毫米 钢针

Dimensions: 400, 400, 400, 400, 1782, 60, 125, 102, 112, 20

SECTION B-B Nails DOWN POSITION 剖面 B-B 钉的位置

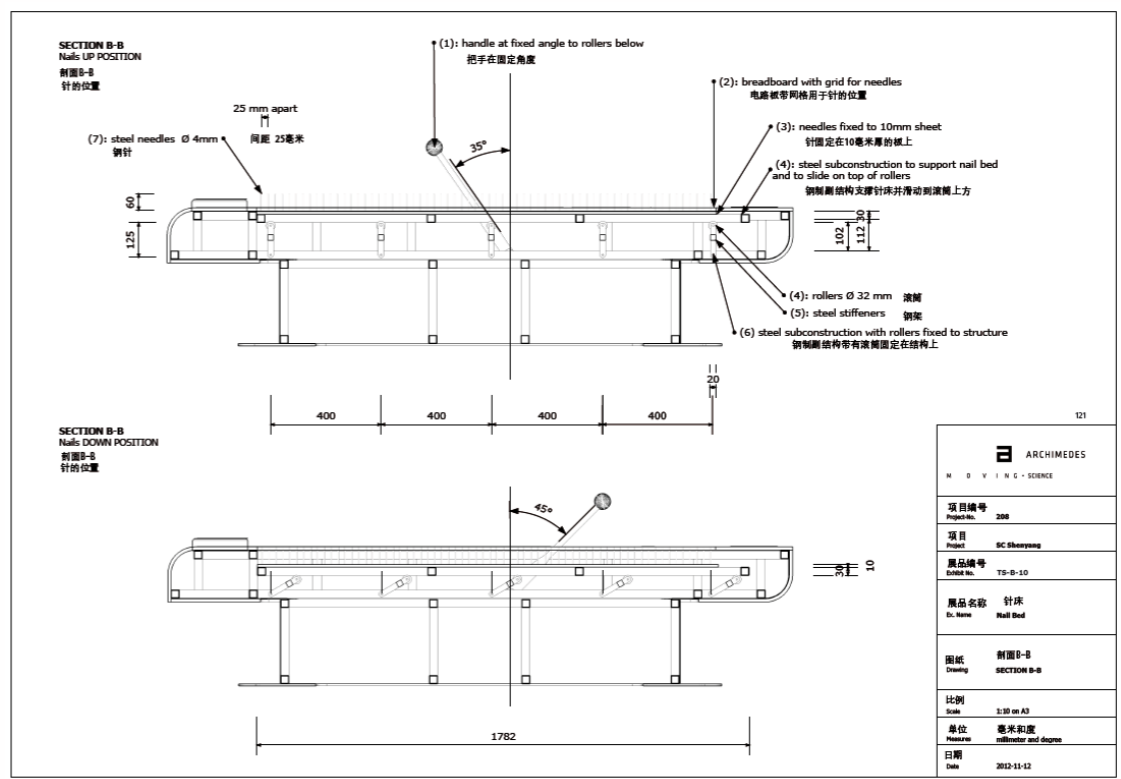
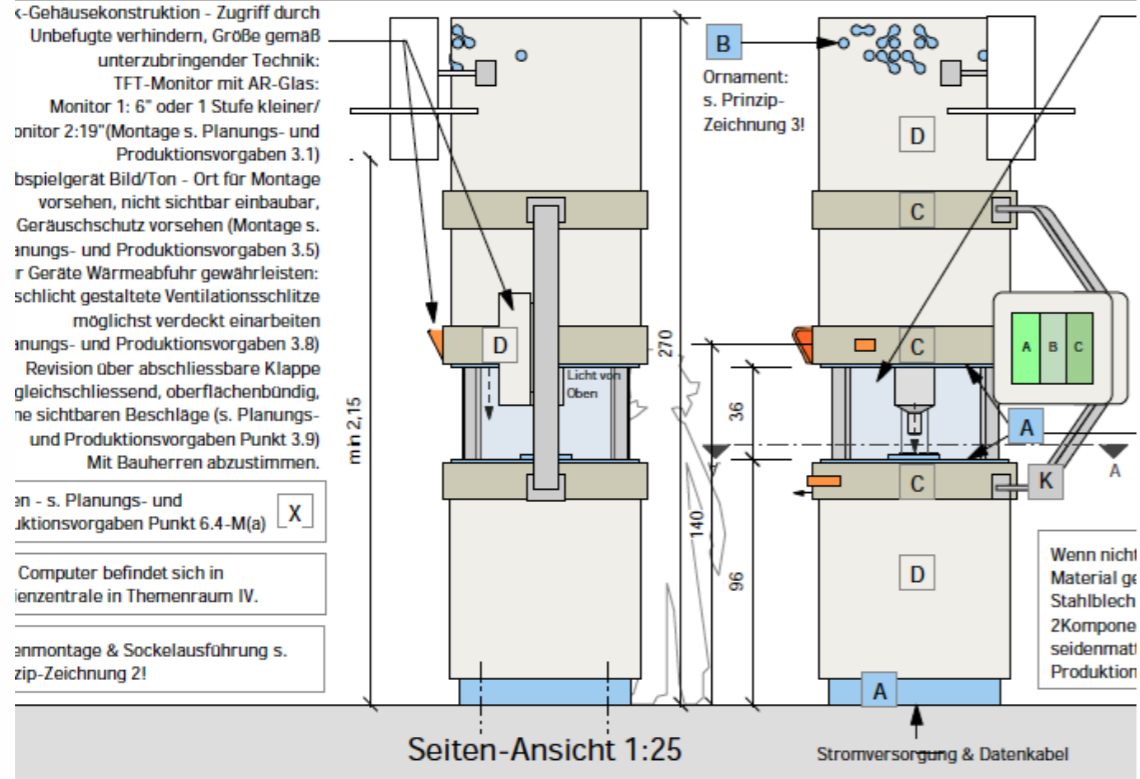
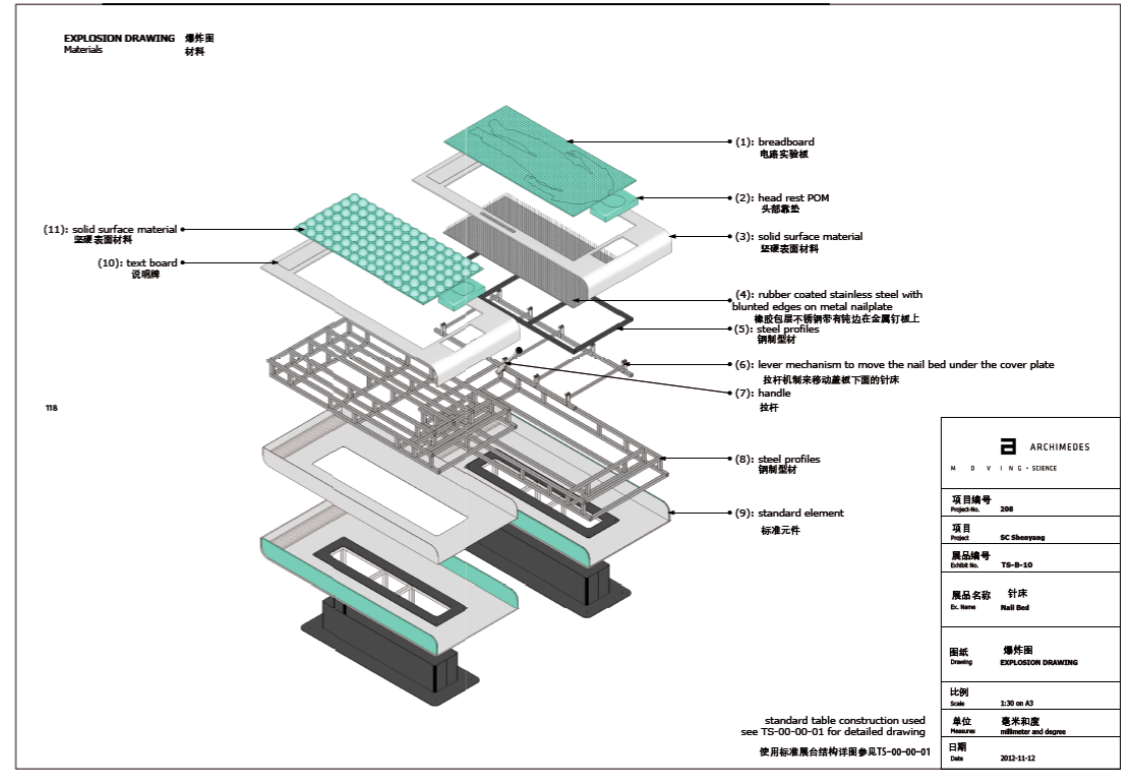
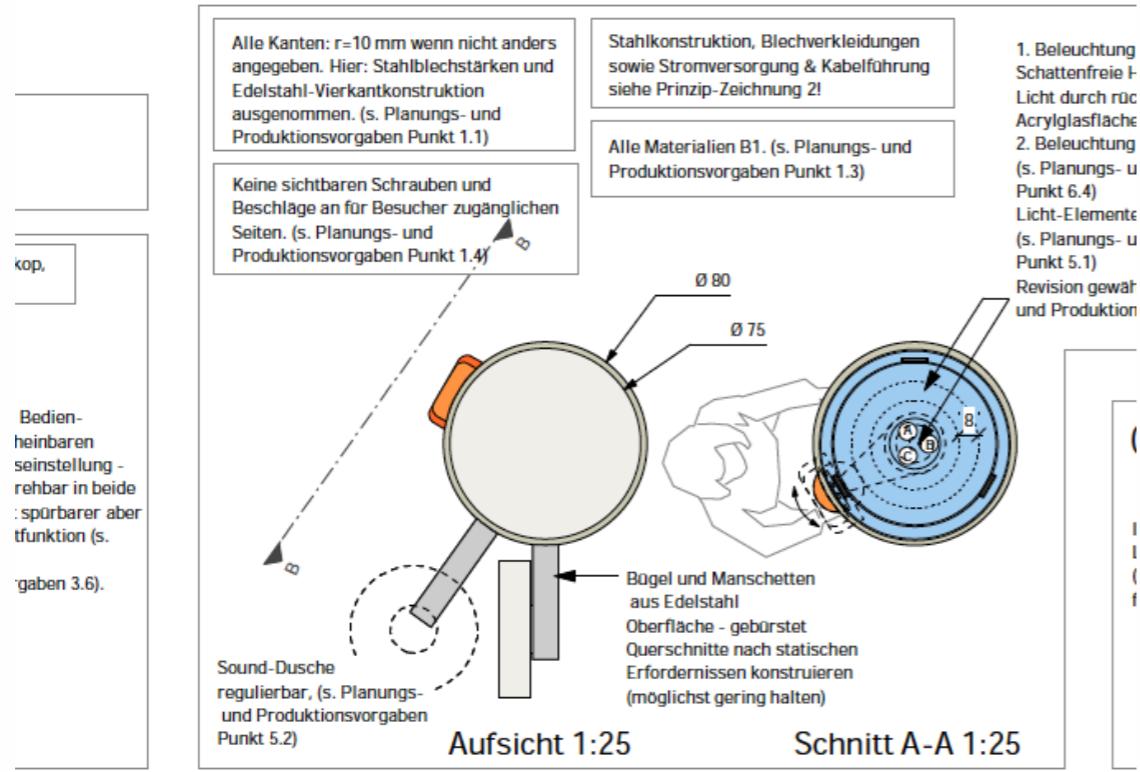
Dimensions: 1782

ARCHIMEDES M O V I N G • S C I E N C E	
项目编号	208
项目	SC Shenyang
展品编号	TS-B-10
展品名称	钉床
Ex. Name	Nail Bed
图纸	剖面 B-B
Drawing	SECTION B-B
比例	1:30 on A3
单位	毫米和度
Measure	millimeter and degree
日期	2012-11-12



Tender covering only the production and assembly – the creative part is assigned directly or done in-house

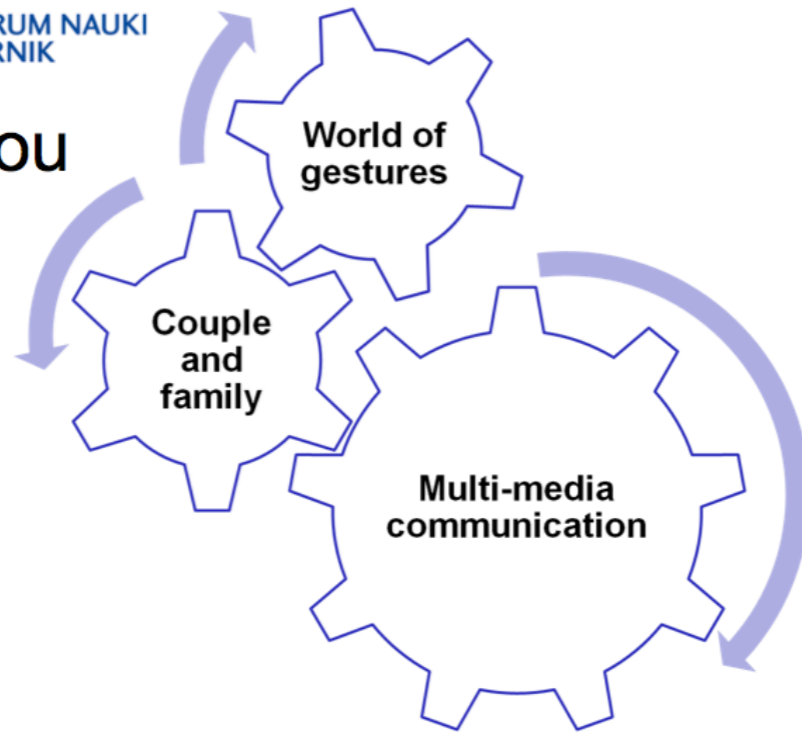
- In the first part of a tender for the Odysseum Science Center in Cologne, we prepared the basis for the production tender
- We were not allowed to bid for the exhibition we designed but had the chance to bid for an exhibition planned by another company.



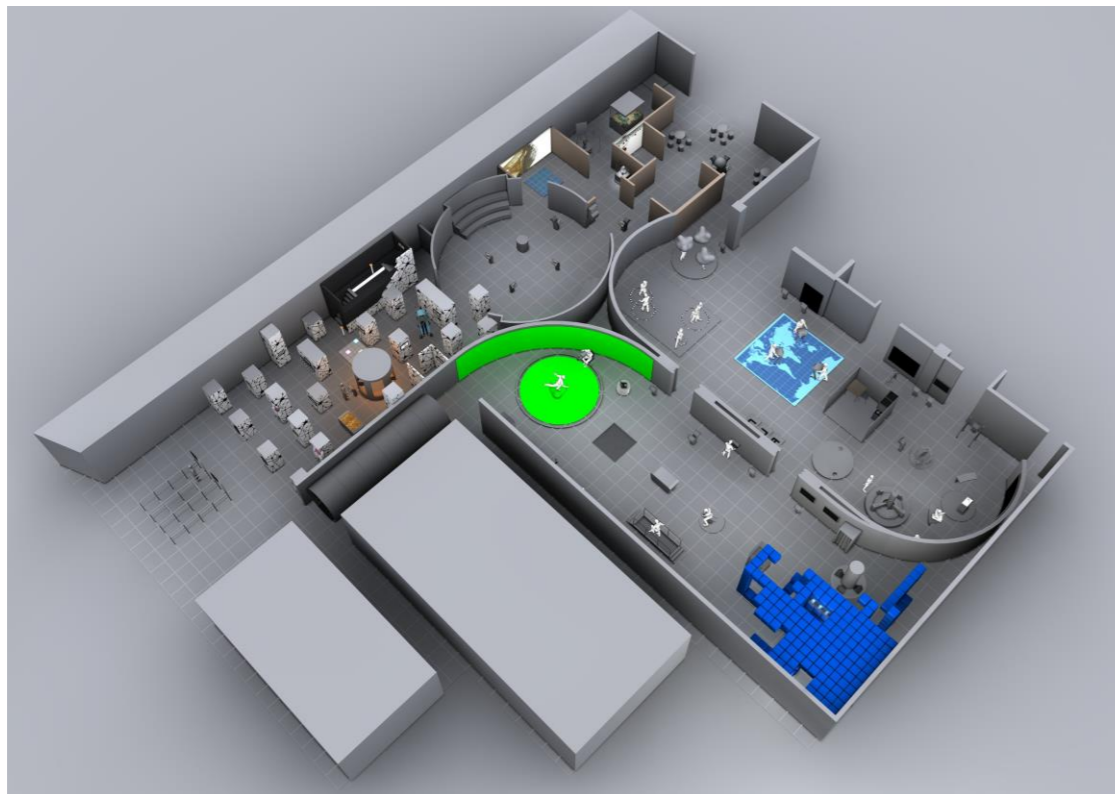
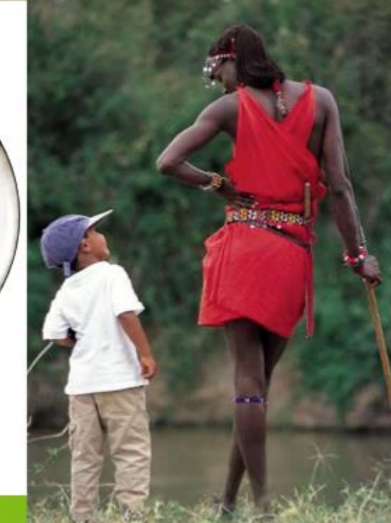
Competitive Dialogue as a modification of the Creative Tender

- For the science centers in Warsaw and Ostrava, the client decided on a competitive dialogue, a tender for the whole service with 2 or 3 presentations commented on by the client.

Me & You



Anthropology of culture, ethnology





UVĚŘEČNÝ EXPONÁT | FINAL EXHIBIT

OPTICKÝ OSTRŮVEK/OPTICKÝ STŮL
 Ozkoumejte charakteristiky světla pomocí umístění čoček, diafragmy, anolu, sklíčka, zrcátka a kabelu ze železné optiky, tím, že je umístíte do sty světelnému paprsku. **OPTICAL LAND/OPTICAL BENCH**, Research e characteristics of light by placing ens, diaphragm, prism, slide, mirror, id fibre optic cable in the path of a ht beam.

PODNI EXPONÁT | STARTER EXHIBIT

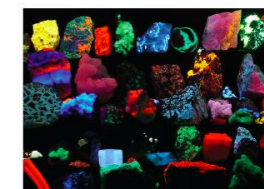
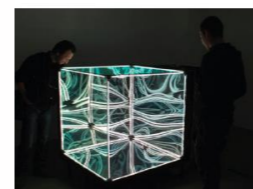
HEBNÉ ZRCÁTKO Vstupte do :adlové místnosti, u které se zdá, poskytuje nekonečný prostor. Kvůli l ohebné ploše - ohýbání - je možná ílá změna ve smyslu kaleidosko- i. **FLEXIBLE MIRROR** Enter a box of irrors that seem to provide endless ace. Because of their flexible surface ending will allow an ever changing leidoscope experience.

ZVÝRAZNĚNÝ EXPONÁT | HIGHLIGHT EXHIBIT

KABINET SVĚTLA Vstupte do kabinetu světla, abyste prozkoumali svět bioluminiscence a fluorescence. **CABINET OF LIGHT** Enter the cabinet of light to explore the world of bioluminescence and fluorescence.

EXPONÁT ENERGIE | ENERGY EXHIBIT

SLUNEČNÍ ZÁVOD Přesměrujte světlo s pomocí zrcátka, abyste fidili sluneční planety, umístěné pod stropem muzea. Dokončete závod spolu s dalšími návštěvníky. **SOLAR RACE** Redirect light with a mirror to drive solar planes located under the ceiling of the museum. Compete in a race with other visitors.





Most important

In any of the different types of tenders the result will be no better than your briefing!

Creative Tenders covering the whole service including production and assembly

Pros:

- Only one tender (less work)
- Design and production are strongly linked (less friction)
- Only one liable partner

Cons:

- Production costs can't be separated
- Dependent on one partner
- Lower range of potential companies

Creative Tenders covering only design and concept and a second tender for production and assembly

Pros:

- Split investment
- Better cost control in the production phase

Cons:

- Dependent on the quality of the drafts and the cost estimation

Tender covering only the production and assembly – the creative part is assigned directly or done in-house

Pros:

- Cost control
- Own competence

Cons:

- Costs for in-house creative team

Competitive Dialogue as a modification of the Creative Tender

Pros:

- Experiencing collaborating with potential partners
- One liable partner
- Cost + quality control

Cons:

- Groundwork in-house
- Work-intensive process

Conclusion

- Even though it means more work for the client in the initial phase of the process, one main advantage of the competitive dialogue is that you learn how your partner works, how they respond to suggestions and criticism.
- Considering months or years of collaboration, this might be important.

THANK YOU





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