

## Project Specification

### Tender details – the opportunity

Company name	Juni Cosmetics Ltd
Company address	c/o Lovewell Blake LLP, The Gables, Old Market Street, Thetford, Norfolk, United Kingdom, IP24 2EN
Description of company activity/SIC code	20420 - Manufacture of perfumes and toilet preparations
Objective of the proposed innovation project– this MUST involve activity that results in the development of or introduction to the market of a new product or service (max 300 words)	<p>Juni launched an innovative lipstick in April 2020. They are 100% plastic-free – housed in a bespoke, machined aluminium bullet. The formula is microplastic-free and is also vegan, organic and luxurious.</p> <p>Our next products must align with our brand's values. We are looking for bespoke aluminium pots, with either no liner or a plastic-free, non-glued liner that can be easily removed by the customer to enable the easy recycling of the aluminium. (We will accept returns for refilling). The lids should be embossed with Juni's logo and the overall design must complement our iconic lipstick bullet.</p> <p>The pots will be filled with 15 ml of unique cosmetic formulas:-</p> <ol style="list-style-type: none"> <li>1) An overnight lip treatment</li> <li>2) A multi-use colour cream for lips and cheeks.</li> </ol> <p>The pots will have adhesive labels on the base for legally required information such as weight and responsible person.</p> <p>Pots not to exceed about 25 mm in height.</p> <p>The pots will be in secondary packaging for legally required information such as ingredients, weight, etc.</p> <p>Labels and secondary cartons will be plastic-free, be as sustainable as possible and use vegan-friendly adhesive.</p>
Company's current situation – existing project team and innovation project development stage (max 400 words)	Our Luxury Hydrating Lipsticks have been extremely well-received by customers and press, e.g. Vogue, Harper's Bazaar.

	<p>Certified/registered by A Plastic Planet, The Plastic Soup Foundation, The Vegan Society and Made In Britain. (The Soil Association to follow).</p> <p>Our bullets won Silver Pentawards for international packaging design (luxury make-up category) 2020.</p> <p>The lipsticks have been shortlisted for the Pure Beauty Awards "Best New Lip Product" 2020.</p> <p>However, lipstick sales have been difficult since our launch in April due to Covid-19. We need to increase our product range quickly.</p> <p>We are a small team with ambitions to be the "lip experts". We sell via our e-commerce site and are now stocked by three niche online retailers.</p> <p>Briefs are ready for the product formulas.</p> <p>Logo and design ideas ready for the pots and secondary packaging.</p>
Business need – what expertise and support is required to reach the objective(s) above? (max 400 words)	<p>Seeking luxurious primary packaging design and manufacture in machined aluminium, preferably within the UK or the EU. Fully recyclable and refillable.</p> <p>Seeking colour cosmetics chemist to formulate and manufacture 2 products (in various shades) that are luxurious, a make-up/skincare hybrid with active ingredients, fragrance-free, vegan-friendly, certifiable organic, microplastic-free.</p>
Please list six key words that describe your potential project, i.e. ICT, engineering, biotech etc.	Product, packaging, design, manufacture, chemist, aluminium
Required timescales (if any) for Project Start and duration, and if applicable anticipated product launch date	As soon as possible
Optional - company budget available to match fund KEEP+ grant (if known) please see 'Further details' for maximum funding amounts	Juni's budget is £12,499.00 excluding VAT. To include a pilot batch of filled pots with full packaging to EU cosmetics standards.
Company Contact for further information	<p>Madeleine White</p> <p>hello@junicosmetics.com</p>

Required tender response date (10 working days from posting of advert)	21 October 2020
Criteria for Decision making	Assessment criteria are as follows <ul style="list-style-type: none"> <li>• Expertise fit</li> <li>• Timing &amp; availability fit</li> <li>• Geographically local preferable</li> </ul>
Date for Contract Decision	Minimum of 10 working days from date of advertisement
Tender response templates	Please approach the company for the exact format of your response.