



Scaleup4Europe – Call for Action

Invitation to submit an offer

awarding of a contract concerning “Challenge Identification for Scaleup Labs Smart Region & Agile Manufacturing”

19th of June 2020

Contractors:

Berchtesgadener Land Wirtschaftsservice GmbH

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and

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End of offer: Friday, 20. November 2020 (via e-mail) – 12:00 hrs.

Introduction

Scaleup4Europe, Innovation Action - The project Scaleup4Europe and its Scaleup Lab Services are funded by the European Union's Horizon 2020 innovation programme under grant agreement No 871311.

Project objective: Scaleup4Europe's objective is the establishment of four cross-border operating "Scaleup Labs". The Scaleup Labs are based on the "living lab" concept and support qualifying scaleups in achieving "Proof of Scalability". The project partners propose to set up a Scaleup Lab (Smart Region, Health Sciences, Agile Manufacturing, AgTech) in each ecosystem for a specific industry vertical that benefit significantly from Deep Tech. The Scaleup Labs will provide deep tech start-ups with a structured open innovation approach in which they can achieve cross-border market success, through first successful collaborations with corporate customers, investors and/or public institutions.

Consortium:

- Berchtesgadener Land Wirtschaftsservice GmbH (DE)
- Pomurje Technology Park Ltd. (SI)
- Chamber of Commerce and Industry of Serbia (RS)
- Startup 300 AG (AT)
- UnternehmerTUM GmbH (DE)

Specifications

Berchtesgadener Land Wirtschaftsservice GmbH and Pomurje Technology Park are the coordinators of the Scaleup Labs for Smart Region and Agile Manufacturing. In order to achieve cross-border activities, both partners will publish in Month 11 a joint call for scaleup companies in the field of both scaleup labs. In this context both partners are looking appropriate partner with corporate connections to provide the following services in the period from 11/2020 - 05/2020:

No.	Task	activities
1	Connect deep-tech startups with B2B or B2B2C solutions from established companies, mainly from the regions of the partners in the project Scaleup4Europe	<ul style="list-style-type: none">– Analyse white papers for the two Labs 'Smart Region' and 'Agile Manufacturing' for the scope of activities of this action– To acquire at least 10 innovation managers, from corporates / established companies to agree on the workflow
2	Identify and describe innovation fields	<ul style="list-style-type: none">– Challenge identification form corporates/ established– Give input for the Scaleup4Europe call document for the startup scouting (will be done by the project partners)
3	Organise a pitch-day in close collaboration with the Scaleup Lab programme	<ul style="list-style-type: none">– Identify Jury for the pitch day incl. mentors for the Scaleup Lab programme– Organise & moderate a digital pitch day in Q1/2021 in collaboration with the above mentioned programme

No.	Task	activities
4	Dissemination & Reporting	<ul style="list-style-type: none"> <li data-bbox="625 228 1394 353">– Provide a comprehensive marketing plan with content providing for the project's dissemination channels (website & linkedin) <li data-bbox="625 362 1394 443">– Summary of the activities in a Word document, summary of the results in a Powerpoint presentation (in English)

Criteria

The following criteria will be used to evaluate the tenders:

- compactness of the content, creativity and coherence of the offer: 30%.
- relevant, long-term experience and references: 20%.
- cost of the project: 50%.

Other Information

- Verification of the suitability of tenders is carried out from the point of view of the professional capacity of the organization and/or persons concerned. Only tenders who possess the necessary expertise, efficiency and reliability to fulfil the contractual obligations will be considered.
- The client reserves the right to cancel the invitation to tender at any time. There is NO obligation to reimburse costs for the preparation of the tender.
- The prices are to be indicated in Euro net.
- Document language: English or German
- Documents to be attached:
 - letter of the tenderer
 - you can optionally attach examples of your work or reference lists.
- A tripartite agreement will be signed with the selected contractor.
- The Contractor shall issue an invoice to Berchtesgadener Land Wirtschaftsservice GmbH in the amount of 50% of the contracted value and to Pomurje Technology Park in the amount of the other 50% of the contracted value.

Submission of offers

Tenders must be sent by e-mail to Mr. Lars Holstein (lars.holstein@berchtesgadener-land.de) by 20.11.2020, 12 noon - offers received after this date will not be considered.