Request for Quotations
Related to the NEXUS Ideas generation programmed for WEF+ICT entrepreneurs
Reference number: RSS/NEX-LABS/001/2023

1 OVERVIEW

This request for quotation does not commit the Contracting Authority to award the contract. In no event shall the Contracting Authority be liable for any damages whatsoever including, without limitation, damages for loss of profits, in any way connected with the closing of this request without awarding the contract or implementing the activities.
REFERENCE NUMBER: RSS/NEX-LABS/001/2023
Budget allocated: 17,414 EUR

2 PROJECT DESCRIPTION

NEX-LABS aims to support the implementation of clean technologies for sustainable and resilient increase of agri-food sector production based on a more efficient use of energy (renewable/solar solutions) and water (wastewater treatment, water harvesting or reuse solutions) in MPC region thanks to the contributions of ICT such as blockchain technology, Internet of the Things (IoT), Artificial Intelligence (AI), Machine Learning and Big Data.
NEX-LABS will contribute to the creation of a sustainable and resilient agro food sector based on NEXUS driven Open Living Labs (NDOLL) approach, thus strengthening technology transfer, cooperation industry-academia, increasing commercialisation opportunities and innovation-driven growth.

3 PURPOSE OF THE CONTRACT

Organisation and implementation of an Idea Generation Programme within the activities of NEX-LABS Project. The Idea Generation Programme is a laboratory of ideas and represents an early-stage entrepreneurship programme, which includes training, advice, business model prototyping, and a final competition. Participants in this Programme will receive training, access to an expert mentor to assist in validating technologies and business models, and to guide them towards identifying the best route to market. Finally, the Programme will include a final competition where participants pitch their start-ups and solutions to a panel of experts, who will nominate the top solutions with the highest potential for growth and societal impact.
As a result of participating in the program, innovative teams will mature their ideas and start-ups and gain validation and commercial opportunities within the integrated NEXUS ecosystem offered by NEX-LABS, thus finding an abridged route to the market.

4 TASKS UNDER THIS TOR

The programme is designed to be online with some access to Nexus-Driven Open Living Lab (NDOLL) facilities where appropriate. The Programme is designed to include a total of 30 participants, 20 progressing to 1-2-1 mentorship. The Programme includes four phases as follows:

Phase 1. NEXUS Ideas Lab

Ideation workshop: Co-creation process to develop new innovative projects and disruptive solutions. This workshop is designed to share the challenges proposed by the companies and entities with the participants and thus be able to identify solutions based on the Design Thinking methodology and dynamics of co-creative work. The aim is to identify solutions that are viable in the market and address an existing need based on search by multidisciplinary teams with experts and course participants. This phase also aims at developing solutions to challenges and creating market driven products, technologies, or processes.
By an Industrial Designer, expert in design thinking and entrepreneurial.

Phase 2. Capacity Building Program

Participants will attend a hands-on program over 4-5 days helping them rapidly turn their ideas and solutions into market driven entrepreneurial projects. Training will be thematically appropriate and may include the following topics:

I. *Market Validation: How to validate your Project:*

- Identification and validation of the problem / opportunity:
- Introduction to Lean Start Up. The use of tools such as Business Model Canvas and Customer Discovery to design and begin to validate the proposed solution in the market. Identification and validation of potential customers segments and users
- Development of the ideas by collecting and structuring the relevant information: Real data of the need, solution approach, measurement of the market and potential competitors, feasibility of a proposed solution and legislation.

II. *Design Thinking and Prototyping:*

- The design thinking methodology will be introduced, starting to be seen as, how Our idea can be transformed into a prototype. Basic notions of prototyping programmes will be taught and what can be done with the hardware available at the NEX-LABs partners available facilities. Participants will also acquire basic modelling skills.

III. *Legal consideration & Protection of knowledge*

- Basic concepts
- Type of protection
- Internationalisation of the patent
- Licensing agreements
- Models of technology valorisation

IV. *Presentation techniques*

- To ensure that researchers are skilled at explaining their ideas and projects, being clear and concise and at the same time able to convey the more relevant and convincing. Information structuring and synthesis. Ability to capture attention. Presentation of a successful case of NEXUS
- During the support offered sessions, training will be carried out using practical dynamics and seeking the participation of all attendees. The training dynamics starts from a previous study in which those areas that require further reinforcement are analysed, starting from the traditional model of PROBLEM/SOLUTION/WHY YOU/VALUE/CTA. The previous analysis allows will allow the Programme to use the candidates' real casuistic training action, to at the end:
    - Convince the interlocutor in a few minutes.
    - Conceive content strategically and prioritize.
    - Build the flow and rhythm of the presentation.
    - Reinforce strong points and minimize weak points.
    - Adapt the speech.
    - Distinguish the priority of the interlocutor.
    - View the processes in advance.
    - Ask the right questions and anticipate situations.
    - Eliminate stage fright.
    - Properly manage voice, body, and emotions.
    - Manage to adapt to space and unforeseen events

Chosen contractors will be encouraged to propose their own training designs.

Phase 3. Personalized Mentorship

20 participants will receive at least 6 focused one-to-one mentorship sessions over three weeks towards rapid validation and prototyping. Personalised advice will be given in weekly or twice-weekly sessions. The output should be a strong pitch exhibiting demonstrated validation and prototyping.

Phase 4. Projects competition and award ceremony

Participants will present their business ideas for 7 minutes (+3 for questions) to a panel of judges which will be made up of experts in the valorisation of business ideas and companies sponsors. The jury will be responsible for nominating the winning project. This event will be capitalized through public engagement and awareness. Assessment will be carried out over online forms as the event progresses. IP advice will be provided through in order to safeguard innovations from damaging disclosures.

Awarding of the prizes:
Two Incubation Vouchers in NDOLLs will be awarded to the highest ranked team willing to benefit from it.

5 PROGRAMME CALENDAR

Phase 1: Ideas Lab: April 9st
Phase 2: Capacity building program: April 16th – April 20th
Phase 3: Personalized Mentorship: April 23th – May 7th
Phase 4: Projects competition and award ceremony: W.O. May 9th.
(exact dates will be agreed with trainers)

6 TARGET BENEFICIARIES

The targeted number of beneficiaries is 20 from eligible territories in Jordan, Lebanon, and potentially other Mediterranean participants composed mainly of Researchers, PhD students, SME representatives, entrepreneurs and innovators with good scientific backgrounds and adequate English language skills.

7 PROGRAMME FORMAT

The programme is implemented simultaneously across borders in a vibrant virtual setting that offers both contextual and applied learning, supported by case-studies, mentoring sessions, and direct access to expert advice. Candidates will profit from ample virtual networking and knowledge exchange opportunities, as enabled by appropriate platforms and technology such as Wonder, Zoom, Podio, and Google Workspace.

The Ideas Generation Programme will help beneficiaries explore market, funding, commercialization, and business opportunities, and develop validated business models for their innovations. To achieve this, the programme will cover a wide scope of concepts and competencies including:

- NEXUS context and related areas of activity

- Regulatory considerations related to NEXUS
- Intellectual Property and commercialization
- Entrepreneurship process & business modelling
- Funding opportunities

8 SELECTION CRITERIA

The service provider will be selected based on:
- Proposal and methodology suggested 40%
- Track records and experience in the field required 40%
- Cost 20%

9 SPECIFIC TERMS

Contractual Expenses

- The conclusion of the contract will take place by private writing. All eventual expenses and taxes inherent in the stipulation of the contract and any of the contract and its possible registration, will be borne by the contractor.
- The successful bidder is committed to the stipulation of the contract from the moment of submission of the bid, while RSS remains committed from the moment of approval of the final award.
- The Service Provider is required to exercise fairness and confidentiality through the entire management process, with approval from RSS.

Contracting Authority Management

– *Responsible body*

The implementation of the contract will be under the authority of the Royal Scientific Society.

– *Focal point*

The sole responsibility for the procedure is Dr. Mohammed Aljafari. This contact person should be consulted in case of any question, or any problem arise during the evaluation process via email: m.aljafari@ipark.jo

– *Reporting*

The services provider will submit to RSS, a final report that includes all carried out activities by the end of the implementation period.

– *Application (How to Apply)*

You will be kindly requested to submit your offer not later than 10 days from the tender announcement as the following:

National Bidders:

- Technical Offer shall be placed inside a sealed envelope clearly marked "Technical Offer", and similarly for the Financial Offer, then placed into one outer envelope.
- This outer envelope shall be properly addressed and bear the name of the assignment, the bidder's name and the address.
- Tenders submitted by any other means will not be considered.
- Tenders received after the deadline will be automatically excluded from further evaluation.
- Submission address:
  Procurement Department - Royal Scientific Society
  Ahmad Al Tarawneh St, Al Jubaiha, Amman

International Bidders: Technical and financial offers shall be submitted via email: rss.procurement@rss.jo

– *Technical Offer*

The technical offer must include the following:

a. "Technical offer" including the applicant's reflections on the TOR of the RFQ (not simply repeating the TOR).

b. Detailed methodology and implementation plan.
c. CVs of trainers and mentors highlighting relevant experience, particularly in WEF-NEXUS.
d. Completed, signed and stamped: "Completed Legal entity file"

– *Financial Offer*

Detailed and itemised Financial offer signed and dated.

Tenderers are reminded that the maximum budget available for this contract, is 17,414 EUR. Payments under this contract will be made in EUR currency.

– *Personal DATA*

1. Any personal data included in the contract shall be processed pursuant to Regulation (EC) No 45/2001 on the protection of individuals with regard to the processing of personal data by the Community institutions and bodies and on the free movement of such data. The data shall be processed solely for the purposes of the performance, management and monitoring of the contract by the Contracting Authority without prejudice to possible transmission to the bodies charged with monitoring or inspection in application of EU law. The Contractor shall have the right to access his/her personal data and to rectify any such data. Should the Contractor have any queries concerning the processing of his/her personal data, s/he shall address them to the Contracting Authority. The Contractor shall have right of recourse at any time to the European Data Protection Supervisor.

2. Where the contract requires processing personal data, the Contractor may act only under the supervision of the data controller, in particular with regard to the purposes of processing, the categories of data which may be processed, the recipients of the data, and the means by which the data subject may exercise his/her rights.

3. The data shall be confidential within the meaning of Regulation (EC) No 45/2001 of the European Parliament and of the Council on the protection of individuals with regard to the processing of personal data by Community institutions and bodies and on the free movement of such data. The Contractor shall limit access to the data to staff strictly needed to perform, manage and monitor the contract.

4. The Contractor undertakes to adopt technical and organisational security measures to address the risks inherent in processing and in the nature of the personal data concerned in order to: prevent any unauthorised person from having access to computer systems processing personal data.