

CALL FOR EXPERT(S)

Consultancy for Developing and Delivering a Tech Booster Bootcamp – From Research to Market

Background information on THE NEXT SOCIETY

THE NEXT SOCIETY is an open community of changemakers, entrepreneurs, investors, corporates, NGOs, public and private innovation, research and economic development hubs from Europe and 7 Mediterranean countries: Algeria, Egypt, Jordan, Lebanon, Morocco, Palestine and Tunisia.

It aims at **mobilising, promoting and reinforcing innovation ecosystems** and economic development in the MENA region.

To reach these goals, **THE NEXT SOCIETY supports** the emergence of talents and innovative leaders who will drive the next trends and usages by targeting start-ups, clusters and technology transfer offices to accompany their development.

Launched by ANIMA Investment Network and 30 partners (including TIEC¹ in Egypt), **THE NEXT SOCIETY** has launched a **four-year action plan (2017-2020), co-funded by the European Union** up to 90% for a global amount of EUR 7.8 million, which impacts 4 levels of the innovation ecosystems:

1. Improve **policy frameworks**: THE NEXT SOCIETY establishes a public-private dialogue and benchmarks Mediterranean innovation ecosystems in order to design and implement country strategic roadmaps and improve innovation support strategies.
2. Foster **start-up** successes: THE NEXT SOCIETY offers tailor-made support to Mediterranean start-ups to help them go international and raise funds thanks to tailor-made services: innovators academies, mentoring, soft landing, bootcamps, international business development missions and power dinners with investors. Download the [Start-up Booster Track](#) brochure.
3. Promote and internationalise **clusters**. THE NEXT SOCIETY develops peer-learning services for business and industrial clusters as well as foreign partnerships and guides them towards a Cluster Excellence management approach. Download the [Cluster Booster Track](#) brochure.
4. Accelerating **technology transfer** towards the enterprise. THE NEXT SOCIETY involves technology transfer offices, universities, researchers and creators to develop solutions to the challenges faced by

¹ Technology Innovation and Entrepreneurship Centre (TIEC) is affiliated with the Information Technology Industry Development Agency (ITIDA) in THE NEXT SOCIETY Consortium.

their countries, through 2 programmes: the Tech Booster, intended for researchers willing to turn a technology into a business, and the Research2Innovation Lab, intended for Technology Transfer officers.

For more information, please visit www.thenextsociety.co.

About TIEC

The Technology Innovation and Entrepreneurship Center (TIEC) is affiliated with Information Technology Industry Development Agency (ITIDA). TIEC aims to drive innovation and entrepreneurship in ICT for the benefit of national economy.

TIEC's vision is to become the Leading Regional Hub and world class center for ICT based innovations and entrepreneurship through strategizing, facilitating, and promoting innovation, entrepreneurship, and the creation of intellectual property in ICT and its applications.

TIEC's Objectives

- Act as a catalyst among: Government -private sector –Academia.
- Mobilize the different components of the ecosystem.
- Define, manage, and coordinate the various programs and initiatives derived from the Innovation & Entrepreneurship Strategy jointly with the different stakeholders.
- Focus on generating revenue from commercialization of Innovations and IP licensing.
- Solve national existing problems.
- Brand Egypt as a global competitor in high value-added innovation.

Scope of the Consultancy Mission

TIEC is looking for the assistance of a consultant to support the implementation of an activity carried out within THE NEXT SOCIETY Tech Booster programme. The consultant will be mobilized to run a three days Tech Booster Bootcamp in September 2019 in Cairo, Egypt.

This Tech Booster Bootcamp aims at providing three days bootcamp about Innovation and Entrepreneurship. It will allow researchers to develop a business model for their ideas and present their ideas during the pitching day.

The objective of the Tech Booster Bootcamp

During the three days bootcamp, the participants will have a clear view on the following:

- Identify the intellectual assets.

- Prioritize, using strengths in terms of exploitation.
- Assess Intellectual Property, validate technology commercialization.
- Identify potential markets.
- Verify market needs.
- Make the business case.
- Select and develop a business model.
- Calculate required efforts, investments and expected profits.
- Design a detailed deployment plan.
- Learn about Intellectual Property and Commercialization Techniques.
- Know how to make an effective pitch presentation.
- Learn the necessary components of an investor pitch deck.

For the Bootcamp

- The Bootcamp will consist of three days that covers the theoretical and technical parts.
- Six hours per day.

Target Audience (25-30 participants per workshop).

- Professors and researchers inside Egyptian universities and research centers who developed a technology or a research project and who want to turn it into a successful business.

Main foreseen activities of the selected consultant

- Prepare a detailed three days Tech Booster Bootcamp about Innovation and Entrepreneurship based on the proposal of and in coordination with TIEC.
- Prepare the Bootcamp action plan that includes instructional design, training content, presentation materials, training agenda and training delivery methods.
- Run the three days Tech Booster Bootcamp in coordination with TIEC, with a strong background in Innovation, Entrepreneurship and Intellectual Property Management.
- Evaluate training activities.
- Prepare a short implementation report (1-2 pages).



Collaborative framework

The mission is expected to start in September 2019. For its whole duration, the consultant will work in close collaboration with TIEC.

Allocated Time & Payment Conditions

The budget allocated for the entire mission includes all mission costs, excluding the travel costs (travel ticket and subsistence costs in Cairo). Travel tickets will be booked by TIEC (2nd class, shortest route) and subsistence costs will be allocated by TIEC in compliance with its internal rules: per diem / amount or real costs.

TIEC will proceed the payment process and the estimated costs will be paid after at least 2 months from the date of completion the mission and making sure that deliverables meet the validation of TIEC.

Selection Criteria & Process

Profile of the Consultant(s)

The consultant should fulfil the following criteria:

- An Egyptian or non-Egyptian consultant with at least 3 years of experience in Technology Transfer, IP protection, IP Management, Entrepreneurship and Innovation. (30%)
- Experience in developing and running bootcamps for researchers in the following topics (IP Management – Entrepreneurship and Innovation). (30%)
- Previous experience with Mediterranean countries will be an asset. (20%)
- Proficiency in English is required. Arabic language will also be an asset. (20%)

Application & selection process

Applications should include:

- A detailed consultant resume, profile highlighting the experience of the consultant in the fields relevant to the expertise mission.
- A technical offer including a description of the methodology used and an estimate of the time spent on each task.



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- A financial offer (days and costs in man days).

Deadline: Applications should be sent by email to Mr. Ahmed Dahe (adahe@tieg.gov.eg) (ahmed.dahe@gmail.com) and Mr. Ahmed Agamy (aagamy@tieg.gov.eg) before 8 September 2019. Only e-mail applications mentioning the subject title “Consultant - Tech Booster Bootcamp - your name” will be considered.



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