

# WP4 - Deliverables 4.2.1 – 4.2.2 JOINT OPEN TENDER SCHEME TO SELECT INNOVATION EXPERTS FOR FISHERY AND AQUACULTURE SECTOR

### The next pages contain

1. Format of the letter / announcement to be used by the INVESTINFISH partners to select the pool of available experts in the pilot areas of the project (adaptations and translation in own language is recommended)
2. Annex A – format to be filled in by Experts to apply for the service

## **Public tender for the selection of a shortlist of experts operating in the field of fishery and aquaculture sector to provide support to a pool of SMEs to enhance their own innovation capacity – Project INVESTINFISH financed by INTERREG ITALY-CROATIA Programme 2014-2020**

### **Art. 1 – Introduction to INVESTINFISH goals**

The fishery and aquaculture sector is characterized by SMEs/micro-firms generally facing difficulties in accessing to innovation due to their dimension combined with high entry costs for R&D. SMEs have also scarce attitude to cooperate and there is substantial gap between R&D providers and SMEs due to lack of substantive understanding of industry needs and mutual dialogue.

The INVESTINFISH project, financed by EU under the INTERREG Italy Croatia Cooperation Programme, aims at strengthening the competitiveness of F&A (Fishery & Aquaculture) production system, through the promotion of investment programs aimed at acquisition of innovation services. After an in-depth analysis of poles of excellence able to trigger innovation in Veneto, Marche, Puglia, Istria and Zadar regions, funding schemes, innovation requirements from SMEs and best advanced solutions, INVESTINFISH will implement pilot actions, providing a pool of F&A companies of 6 pilot areas in Italy and Croatia with a personalized plan (based on technology diagnosis and innovation scenarios) to improve competitiveness and own potential market positioning.

A pool of 48 companies, 8 for each pilot area, will be selected to cooperate with the project partners in testing the benefit of the collaborative & open innovation approach to boost their innovation capacity.

INVESTINFISH is implemented by 6 partners from Italy and Croatia. Further info are available on the project website: <https://www.italy-croatia.eu/web/investinfish>.

\*\*\*

### **Art. 2 – Purpose of the present announcement**

[name of the partner] is shortlisting and recruiting a roster of professionals (hereinafter called Expert Team) specialized in the research and innovation area of fishery and aquaculture to support a network of 8 companies operating in the sector. The selected Expert Team will cooperate with [name of the partner] and with a pool of 8 companies according to a collaborative & open innovation approach, providing ad hoc consultancy for the introduction of innovative services and/or technological products, based on the SMEs expressed needs, including a technical feasibility analysis (Innovation Plan) to push the companies to introduce technological or organizational novelties. The pilot process will follow a quality plan to monitor step by step the companies' satisfaction

\*\*\*

### **Art. 3 – The goal of the service**

In parallel, upon another open tender, 8 companies who expressed interest for the service and answered the call, will be shortlisted according to specific technical criteria and on their own innovation propensity.

The Expert Team will provide them with a personalized pre-competitive consultancy, consisting in a technical and economic feasibility analysis in the perspective of introducing into the company layout some novelties (such R&D-based solutions, revision of organizational or logistic patterns, definition of new market strategies).

Therefore, the service provided consists in the analysis of an innovation concept and feasibility assessment, where the goal is to help companies to explore and assess the technical feasibility and commercial potential of a breakthrough innovation in their own production and/or to recommend the implementation of some novelties that shall improve the companies posture to innovation.

The concept and feasibility assessment shall cover the following innovation domains:

Market improvement	New production layout	Sustainability
<ul style="list-style-type: none"> <li>• Improvement of consumers perception</li> <li>• Innovative traceability systems</li> <li>• Market expansion and e-commerce</li> </ul>	<ul style="list-style-type: none"> <li>• New materials</li> <li>• Quality of aquaculture products</li> <li>• New eco-friendly technologies for fresh-water aquaculture</li> </ul>	<ul style="list-style-type: none"> <li>• Optimization of waste disposal</li> <li>• Reuse of leftovers and circular economy</li> </ul>

The consultancy is provided by [name of the partner] together with a roster of sectorial experts covering all the aforementioned issues to carry on the innovation-transfer service.

#### **Art. 4 – Matchmaking of company’s need and expert’s know-how**

The selected expert will be requested to provide the service to a variable number of companies (from 1 to 8), depending on the matchmaking between the innovation needs expressed by the selected SMEs and the expert competences and know-how. The innovation domains were identified after the mapping of the innovation needs of the F&A stakeholders through a creation of a shared database built on data collected through surveys.

#### **Art. 5 – Expected products and results**

➤ *Format of the consultancy*

For each of the company assigned, the expert shall carry out the following activities:

Step	Description
1 – background analysis	Initial matchmaking analysis (B2B meeting) between the company and the experts team to deepen the company’s organizative, logistic and technological layout as well as possible constrain, challenges or entrepreneurial ideas to optimize the production and improve the market competitiveness

2 – screening of alternatives	Identification of a set of possible technologies / organizational solutions that shall be customized according to the companies’ peculiarities, and inter-comparison, with the goal of identifying the best in class option(s) and analysis of the economic, market, legal and environmental factors linked to such alternatives
3 – elaboration of an innovation plan	Elaboration of one innovation plan in the perspective of introducing into the company layout some novelties (such R&D-based solutions, revision of organizational or logistic patterns, definition of new market strategies) to boost competitiveness and/or to optimize production (such as reducing waste, give a second life to leftovers etc..)

Beside the basic format of the consultancy, the selected experts group shall decide to introduce further approaches or analytic tools to target specific peculiarities and improve the overall quality of the service.

Each phase will be characterized by a close interaction among experts, target company and the partner, with the final goal of enhance the firm's innovation capacity, help align the feasibility assessment to strategic business needs and enhance the collaboration with other enterprises belonging to the fishery and aquaculture territorial system.

The expert shall line up its own methodological approach with any guidelines and/or formats provided by the project.

➤ *Results / Products*

The very final outcome of the service is one feasibility report per each analyzed company. This includes an elaborated innovation plan and some recommendations to put the suggested investments in place as well as some tailored financial supporting schemes that shall support the implementation of the envisaged solutions.

**Art. 6 – Value of the service**

The amount budgeted for the present service is \_\_\_\_\_,00 VAT included per each assessed company.

The price of the service is fixed. No lower quotations are accepted.

Payments, upon presentation of regular invoices and planned outputs, will be effectuated \_\_\_\_\_

*(according to the partner’s policy)*

In case of necessity, the expert shall be invited to participate to the INVESTINFISH official Transnational project meetings. In this case, the costs of travel and accommodation for the participation of the expert in the INVESTINFISH official Transnational project meetings will be reimburse separately by [name of the partner].

#### **Art. 7 – Requirements for participation**

Independent experts shall be chosen on the basis of skills, experience and knowledge, appropriate to carry out the tasks assigned to them. Prospective independent experts are expected to have a high level of professional experience in one or more of the innovation domains of the F&A sector listed in Art.3 of this tender.

#### **Art. 8 – Submission of the request of participation**

The interested candidates shall submit within the deadline the filled in annex A as well as a detailed CV.

One valid ID document of the signatory must be annexed.

The submission of the request of participation must be sent via email to the following account: \_\_\_\_\_ within \_\_/\_\_/2020.

#### **Art. 9 – Selection criteria and awarding**

Upon verification of the criteria stated at art. 4 and art. 5, the team of experts shall be balanced in terms of thematic expertise so as to cover the three innovation domains of relevance for this call listed in the Art. 3. As a result of the assessment process, a short list will be defined.

The criteria that will be applied to shortlist the team of experts that will provide the services are:

- In depth knowledge (academic and/or based on practical experience) of the Fish & Aquaculture topics of relevance for the INVESTINFISH project. These are as follows: \_\_\_\_\_
- Good understanding and direct experience of the economic and financial challenges for SMEs in the F&A sector as well as of the potential for experimentation of innovative solutions. As part of the assessment will entail checking the degree of innovation, excellent knowledge of pre-existing practices is essential;
- Proven track record in similar work including assessing applications of innovative solutions to F&A industry;
- Fluent in English (written and spoken).

#### **Art. 10 – Publicity and information**

The present announcement is published with the following modalities

Project website: \_\_\_\_\_

Institutional partner's website: \_\_\_\_\_

Other: \_\_\_\_\_

For any information, the interested companies can contact:

Mr/Mrs: \_\_\_\_\_ Phone: \_\_\_\_\_ email: \_\_\_\_\_

#### **Art. 11 – Confidentiality**

All information exchanged are confidential, in line with the REGULATION (EU) 2016/679 OF THE EUROPEAN PARLIAMENT AND OF THE COUNCIL of 27 April 2016 on the protection of natural persons with regard to the processing of personal data and on the free movement of such data.

All information exchanged are used only for the purpose of the project.

**Annex A – format attached to the Announcement to be filled out by experts to apply to the INVESTINFISH project pilot (code 10042901) financed by INTERREG IT\_HR Programme 2014-2020**

**1. Personal Information**

Name:

Surname:

Nationality/ies:

Country of Residence:

Email address:

Phone number:

Level of English (poor / good / proficient)

**2. Innovation domain you are applying for**

*Select at least one topic listed in art. 3 of the tender for which you can provide expertise*

Market improvement



New production

Layout Sustainability

**3. Knowledge and experience on innovation in the Fishery and Aquaculture sector**

*Please shortly provide information on your educational and professional background related to one or more of the topics listed in art. 3 of the tender and the capacity for innovation within the topics.*

Market improvement

New production layout

Sustainability

Upon my request to participate in the collaborative & open innovation environment in the frame of INVESTINFISH PROJECT, I, the undersigned, accept all the provisions included in the announcement and – in case of selection - I commit myself to cooperate proactively with the [name of the partner] and the F&A companies for the successful implementation of the project.

.....  
Date and place

.....  
Name of the signing person

.....  
Signature

Attachments:

- One valid ID document of the signatory person
- A detailed CV