

# BIGEE International Accelerator for the Strengthening of Business Support Intermediaries

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Call For Expression of Interests





The Vision:  
Jamaica's  
Entrepreneurial  
Ecosystem

# The Vision:

## Leading a World-Class Entrepreneurial Ecosystem in the Caribbean



- ***The most developed entrepreneurial ecosystem in the region outside of contiguous Latin America***
  - Tech commercialization
  - IT infrastructure
  - Pre-incubation, incubation and accelerator support
  - Eager Talent
  - Government policies, support
  - Angel financing
  - VC financing
  - International interest
- ***The next set of high-growth potential entrepreneurs***
  - Long list of international scientists, university research faculty and business leaders: proof that the talent exists in Jamaica
  - Super success of Jamaican athletes; potential for kinetics, nutrition, sport-tech
  - Exponential growth of Jamaica's music industry
  - Rapidly expanding scope of RD&I- glaucoma cure from cannabis; cardiac simulator, cancer treatments from nutraceuticals, climate resilience research
  - Forays into high-growth potential technology: data intelligence, AI, fin-tech; ed-tech; agritech
  - Rapidly-increasing # of PE, M&A deals
  - Largest English-speaking country in the region; major name recognition
  - Perfect fit for investors' LatAm portfolios



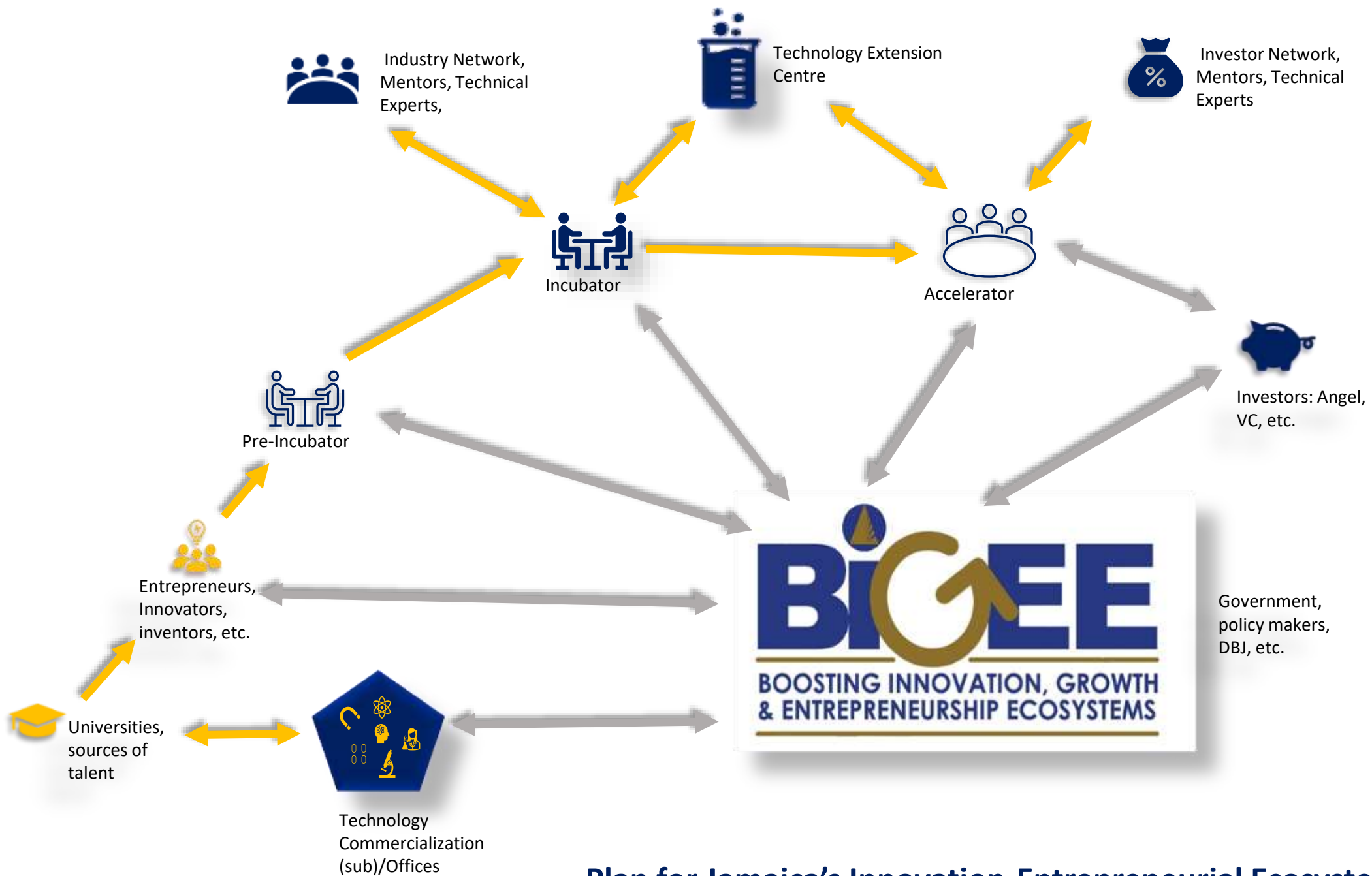
## ***Why not Jamaica?***





## Catalyzing an Entrepreneurial Ecosystem worthy of a World Champion

- Strengthening traditional and virtual services
- Supporting innovation and entrepreneurship through business development initiatives and programmes



## Plan for Jamaica's Innovation-Entrepreneurial Ecosystem 2021-2025

## The Call's Fit within BIGEE:

### *Boosting Innovation, Growth & Entrepreneurship Ecosystems*

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***Programme  
to build the  
entire  
innovation  
ecosystem:  
capacity-  
building  
and funding  
elements***

#### **BIGEE's Goal:**

To promote sustainable and robust growth among startups and Micro, Small and Medium Enterprises (MSMEs) in Jamaica

#### **The**

#### **Incubator/Accelerator**

#### **Programme's Objective:**

To improve the quality of business development support provided to high growth potential entrepreneurs

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# Overview of Terms of Reference

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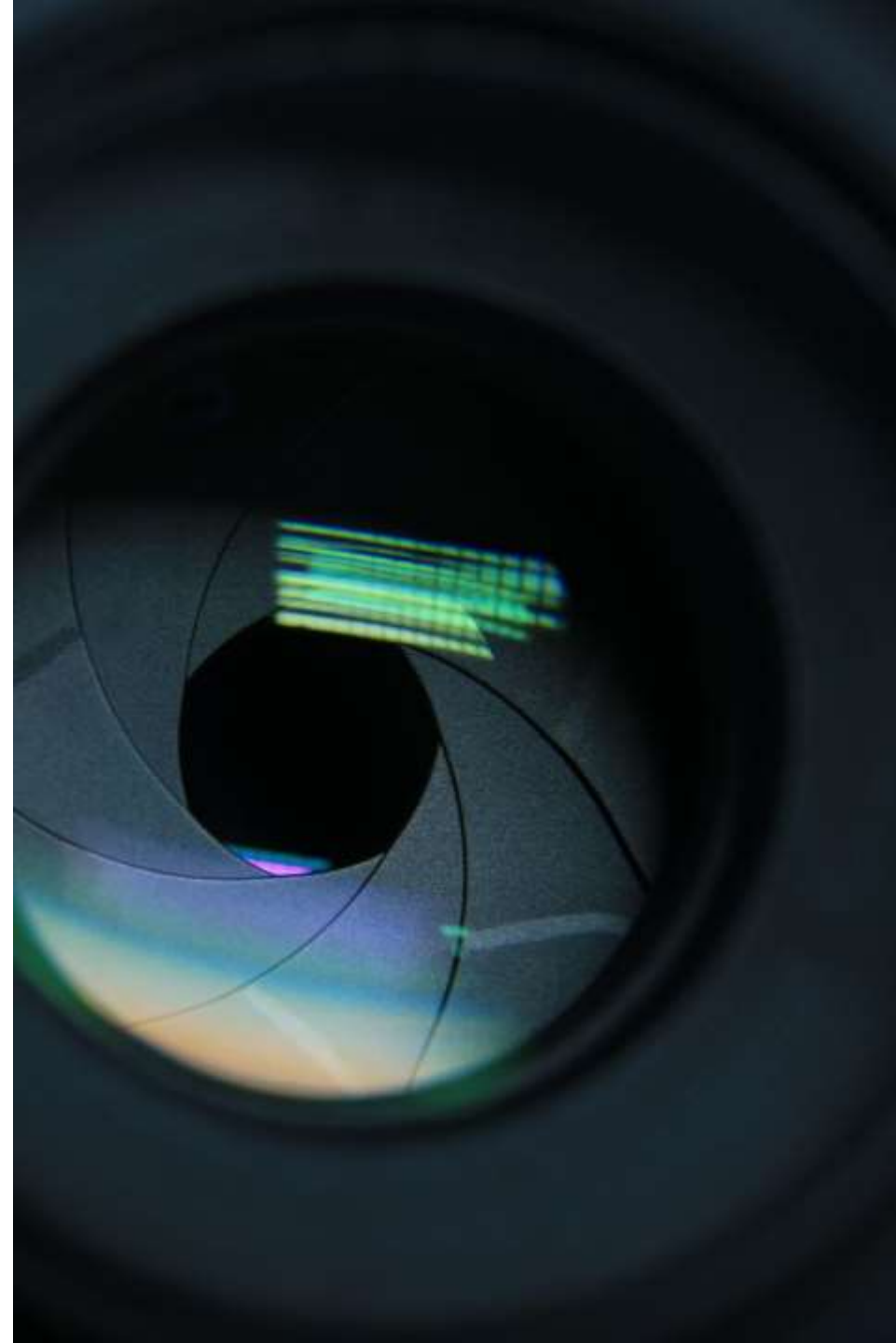




# Objectives

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- The DBJ is seeking an international incubator, accelerator or consulting firm to support the development of Jamaica's innovation-based entrepreneurial ecosystem by:
  - 1) Strengthening the capabilities of Business Service Intermediaries (BSI)s,
  - 2) Conducting an accreditation exercise based on previously-determined criteria.



# Scope of Work I

## 1. Train BSI's to better support MSMEs

- Define outcomes and targets of the training
- Development of training content, material and activities, customized to each group of BSIs: pre-incubators, incubators and accelerators
- Delivery of training, combining on-site (traveling restrictions permitting) and remote modalities. Indicative training topics are:



# Scope of Work II

## 1. Summary of Training Topics:

- Effective & Sustainable Centre Management Practices
- Understanding Private Equity and structuring deal flow
- Building Capacity to offer expert advice to MSMEs
- Role of Incubators & Accelerators in the Technology Commercialization process.





# Scope of Work III

## 2. Conduct Accreditation Assessment

- Conduct desk review of the previously-developed accreditation process
- Conduct assessment of the operations of each BSI to determine the extent to which they meet the requirements for accreditation.



# Scope of Work IV

## 3. Develop the strategies to improve each BSI's effectiveness

- Define requirements for individual BSIs to attain or maintain accreditation
- Support each trained BSI in developing an Institutional Strengthening Plan, including sustainability strategies to maintain/improve operations based on the accreditation requirements and Key Performance Indicators





# Scope of Work V

4. Support each group of BSIs in the development of a relevant international network *including connections to mentors, investors and incubators and accelerators in developed ecosystems, e.g. North America, Europe to facilitate graduation into those ecosystems*



# Objectives

**Carry out training programs for BSIs to improve their sustainability and capacity to support start-ups.**

- Train the Trainer; developing streamlined programmes, curricula

**Conduct an accreditation assessment based on previously-determined criteria.**

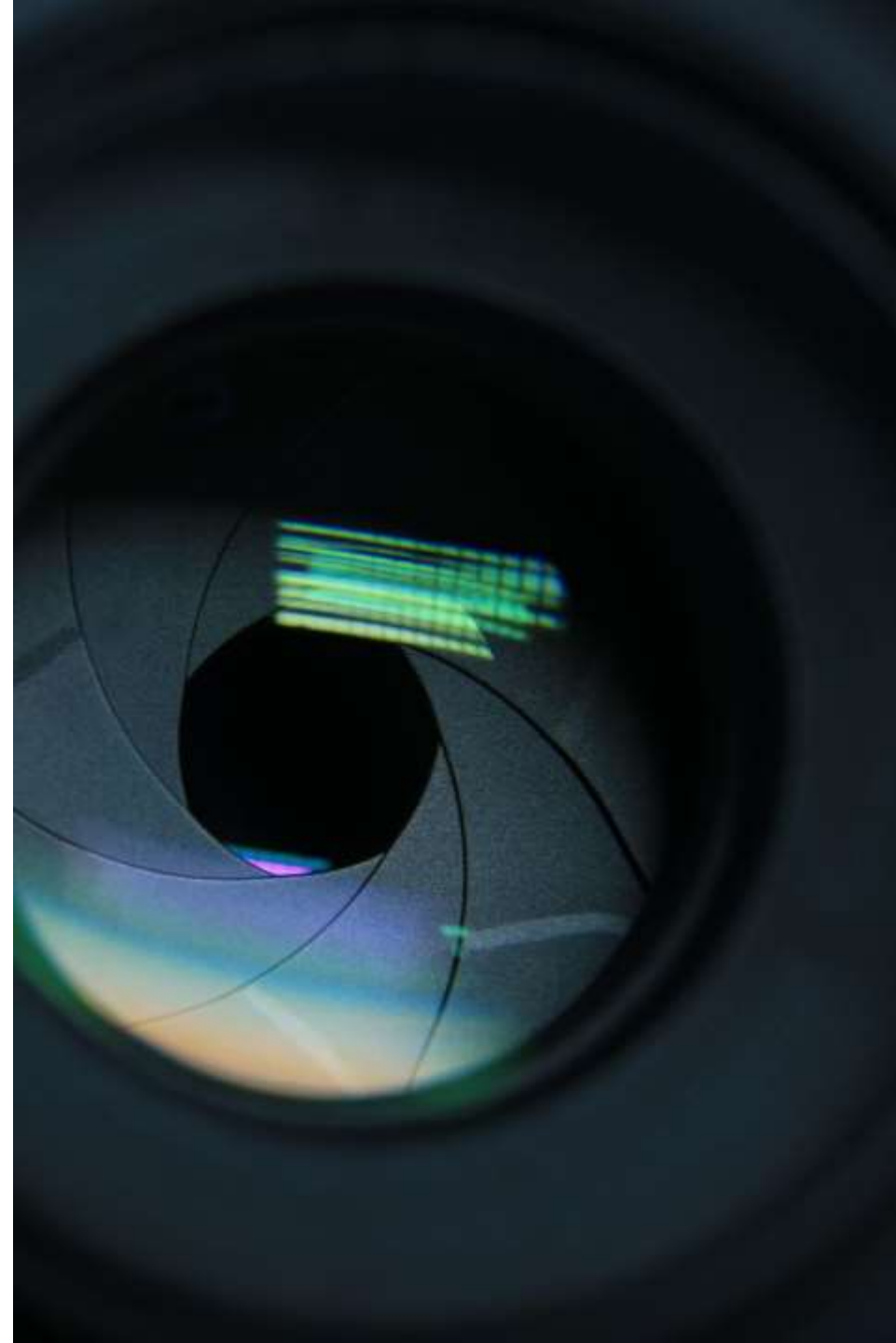
- Not new, can give feedback on previous design, start with baseline, then mid-point, final in 2024?

**Assist each trained BSI in developing a strategic development plan that will enable or maintain accreditation and make them efficient, sustainable and competitive.**

- Involves mentorship/handholding; can be virtual; done over time 6-9 months

**Support each BSI in developing a relevant international network of support services.**

- Should have a direct, current expansive international network or active investors, soft landing centres, mentors, etc. to support high growth potential entrepreneurs; we already have membership in INBIA



# Qualifications

- **The International Accelerator/Incubator or consulting firm is expected to meet the following experience and qualifications:**
  - Experience in similar international BSI capacity-building assignments, in terms of nature of the assignment, complexity and scale, for at least three years Demonstrate a number of success cases of innovation-based entrepreneurial ecosystems supported by the accelerator or consortium members
  - Demonstrate an extensive international network, including investors, incubators and accelerators spanning countries of commercial interest for Jamaica
  - Team leader should have a minimum academic qualification of Master's Degree in Economics, Finance, Business Administration or a related field or equivalent with at least (5) years of relevant professional work experience in BSI capacity-building
  - Extensive experience in developing innovation-based entrepreneurial ecosystems internationally
  - Should have an extensive network of Mentors, Angel and Venture Capitalist investors and partners
  - All experience, knowledge and partnerships should be demonstrated through contracts, letters of conformity or any equivalent.

## • PRACTITIONERS



# Expected Deliverables



Execution of Training Programmes



Accreditation process completed



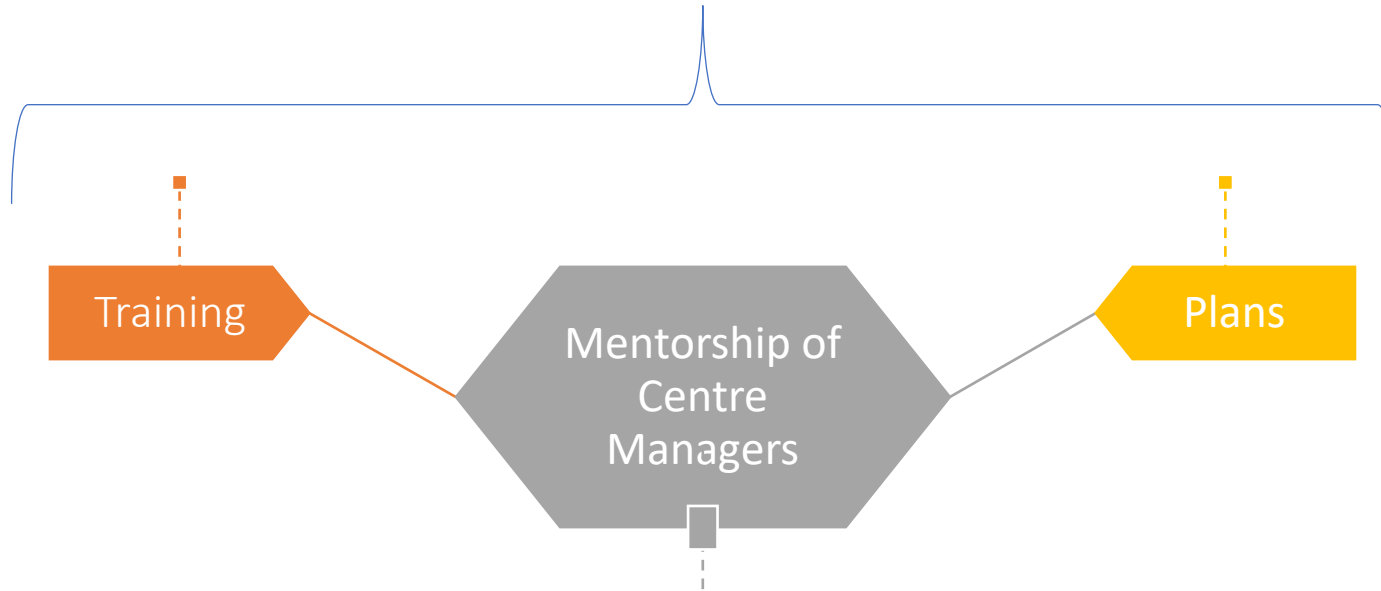
Institutional Strengthening Plan submitted by each BSI



Final Report on the BSI capacity-building programme, including participant surveys and document containing all training materials

# Contract Period

9 Months







# Payment Terms

## Deliverables

## Payment Terms

Upon contract signature

10%

BSI Training programme completed

30%

Accreditation process completed

30%

Institutional Strengthening Plan submitted by each BSI; and Final Report on the BSI Capacity-Building Programme, including participant surveys and document containing all training materials

30%

# Location

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- The consultancy service will be executed in Jamaica (travelling restrictions permitting) and remotely.
  - Training in person, in country



# Annexes

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- **BIGEE Operations Manual (summary)**
- **Operational Manual for the Strengthening of Pre-incubators, Incubators and Accelerators**
- **Research Report - Support to Jamaica's Ecosystem - VC and Angel Investing**
- **Jamaica's Innovation Ecosystem for BIGEE\_Jan 2021**
- **Assessment of Jamaica Innovation Ecosystem - Beecher Report 2018**
- **Gap Analysis and Needs Assessment Report**
- **Design of Intervention for Strengthening Incubators and Accelerators**



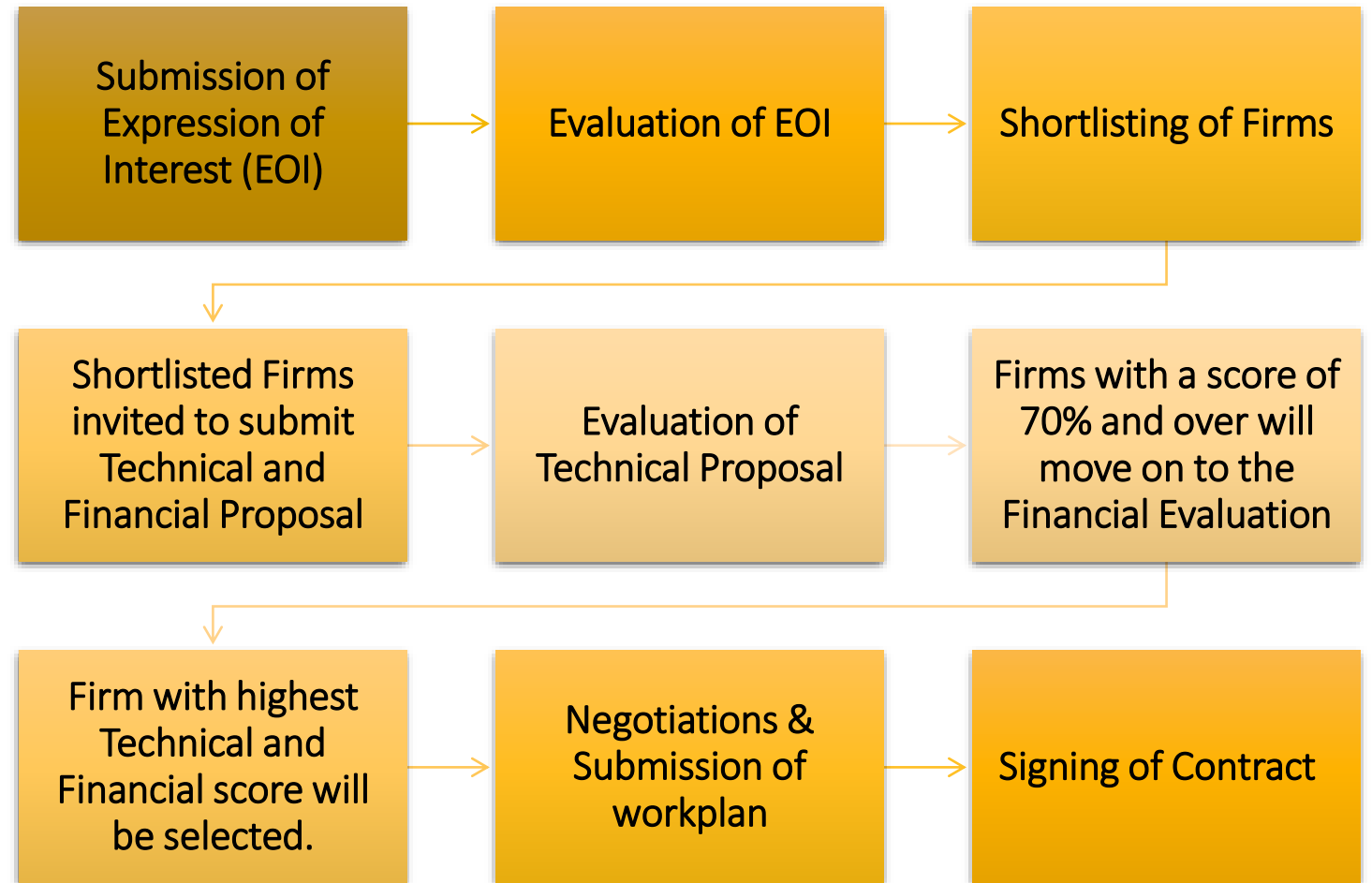


# The Application & Evaluation Processes

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## Application & Evaluation Process





# Application

- Firms or Joint ventures may apply



# Application

- Expressions of Interest should be submitted on the GOJEP website
- <https://www.gojep.gov.jm/epps/home.do>

The screenshot displays the GOJEP website's user interface. At the top, the Government of Jamaica coat of arms is on the left, and the text 'Government of Jamaica Electronic Procurement (GOJEP)' is on the right. Below this is a navigation bar with links: 'Homepage', 'About', 'USER MANUAL', 'Help', and 'Contact us'. A blue banner below the navigation bar shows the time '08:21:48 COT' and a link to 'Current competitions'. The main content area is divided into three columns. The left column contains a 'Log in' section with links for 'Log in', 'Forgot your password?', 'Register as a Supplier', and 'e-Catalogues', followed by a 'Reporting (BI) Module' section with a 'View Reports' link, and an 'Information' section with links for 'Annual Procurement Plan Publication', 'Current competitions', and 'Bidding advertisements'. The middle column features the 'eTendering System' header, a description of e-PPS as a web-based collaborative system, a description of e-PPS support for procurement procedures, and an 'Assistance' section. The right column features 'The Public Procurement Commission' header and a list of links including 'Register yourself and your organisation in the system', 'Obtain access to the user manuals', 'Help Desk Contact: 876-832-5220', 'View the latest competition publications', 'Find a specific competition by searching the competition registry', 'View Contract Award Notices', 'List of PPC Registered Goods and Services Suppliers', 'List of PPC Registered Works (1-4) Suppliers', 'List of PPC Registered Works (5) Suppliers', 'PPC Registration User Manual', 'List of Works Categories (Grades 1-4)', 'List of Works Categories (Grade 5)', and 'List of Goods and Services Categories'.

Government of Jamaica Electronic Procurement (GOJEP)

Homepage About USER MANUAL Help Contact us

08:21:48 COT Current competitions

Log in

Log in  
Forgot your password?  
Register as a Supplier  
e-Catalogues

Reporting (BI) Module

View Reports

Information

Annual Procurement Plan Publication  
Current competitions  
Bidding advertisements

eTendering System

e-PPS is a web-based, collaborative system to facilitate the full lifecycle of a tendering process, for both buyers and suppliers. It offers a secure, interactive, dynamic environment for procurements of any nature, complexity or value, enforcing (where appropriate) and encouraging recognised best practices.

e-PPS supports the process of procuring works, services and supplies electronically. Different public procurement procedures are supported for both one-off or repetitive purchases through several dedicated sub-modules providing facilities for user registration, competition notification, bid preparation and submission, online bid evaluation, contract awarding, creation and management of catalogue-based information, placement of electronic purchase orders, electronic invoicing and order tracking.

Assistance

The Public Procurement Commission


- Register yourself and your organisation in the system
- Obtain access to the [user manuals](#)
- Help Desk Contact: 876-832-5220
- View the [latest competition](#) publications
- Find a specific competition by [searching](#) the competition registry
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- PPC Registration [User Manual](#)
- List of Works Categories (Grades 1-4)
- List of Works Categories (Grade 5)
- List of Goods and Services Categories

# Application

Candidates should submit an expression of interest detailing specific methodologies and activities to meet all specific objectives of the consultancy, building on the documents listed as annexes in this RFP.

- Qualifications
  - Proof of relevant work/consultancies completed
  - Years of Experience of individual team members in carrying out similar activities
  - Collective experience of firm carrying out similar and relevant activities
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- EOI- BE CONCISE- NOT MORE THAN 20 PAGES, INCLUDING ANNEXES





# Evaluation Framework (Expression of Interest)

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- A. **Experience in similar international BSI capacity-building assignments**, in terms of nature of the assignment, complexity and scale, for at least three years
- B. **Demonstrate a number of success cases** of innovation-based entrepreneurial ecosystems supported by the accelerator or consortium members
- C. **Demonstrate an extensive international network**, including investors, incubators and accelerators spanning countries of commercial interest for Jamaica
- D. Team leader should have a minimum academic qualification of Master's Degree in Economics, Finance, Business Administration or a related field or equivalent with at least (5) years of relevant professional work experience in BSI capacity-building
- E. **Extensive experience** in developing innovation-based entrepreneurial ecosystems internationally
- F. Should have an **extensive network** of Mentors, Angel and Venture Capitalist investors and partners
- G. All experience, knowledge and partnerships **should be demonstrated through contracts, letters of conformity or any equivalent.**

# **Team Lead Qualifications**

- **Key professional qualifications and competence for the assignment- (maximum 10 points )**



## **Firm's Qualifications and Experience – (maximum 90 points ) I**

- **Relevant certifications held by team members (up to 5 points).**
- **Team includes successful entrepreneurs with that have scaled companies. (up to 10 points).**
- **Experience in similar BSI capacity-building assignments, in terms of nature of the assignment, complexity and scale (up to 10 points).**



## **Firm's Qualifications and Experience – (maximum 95 points ) II**

- **Demonstrated experience in building innovation-based entrepreneurial ecosystems internationally: (up to 15 pts)**
  - **Experience increasing BSI competencies or operating highly successful incubators and/or accelerators: (up to 5 pts)**
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# Firm's Qualifications and Experience – (maximum 95 points ) III

- Past projects demonstrate the firm's ability to carry out the proposed activities including training, certification and capacity building. (up to 5 points).
- Incubator, accelerator members (or other BSI clients) success cases resulting from the firm's capacity building efforts within innovation-based entrepreneurial ecosystems. Examples may include but are not limited to (non-development aid) private funding raised, customer base expansion, export contracts acquired, new products launched (maximum 15 points) - *(list these)*

# Firm's Qualifications and Experience – (maximum 95 points ) IV

- The firm has a **demonstrated** international network including established (**non-development aid**) investors, incubators, accelerators, mentors and established companies, within and beyond the Caribbean and Latin America, that will enable it to strengthen BSI capacity for investment and business development services. (up to 5 points).
- Firm brings experience in establishing investor networks with BSI clients. (up to 10 points).



# **Firm's Qualifications and Experience – (maximum 95 points ) V**

- Firm provided BSI clients with new capacity to implement highly regarded business support programs, tools and services that promote early stage company acceleration and scaling (up to 5 points).
- Increased the competency of incubator/accelerators serviced as evidenced by their increased client base and self-sustaining operations: (up to 5 pts)

# Budget

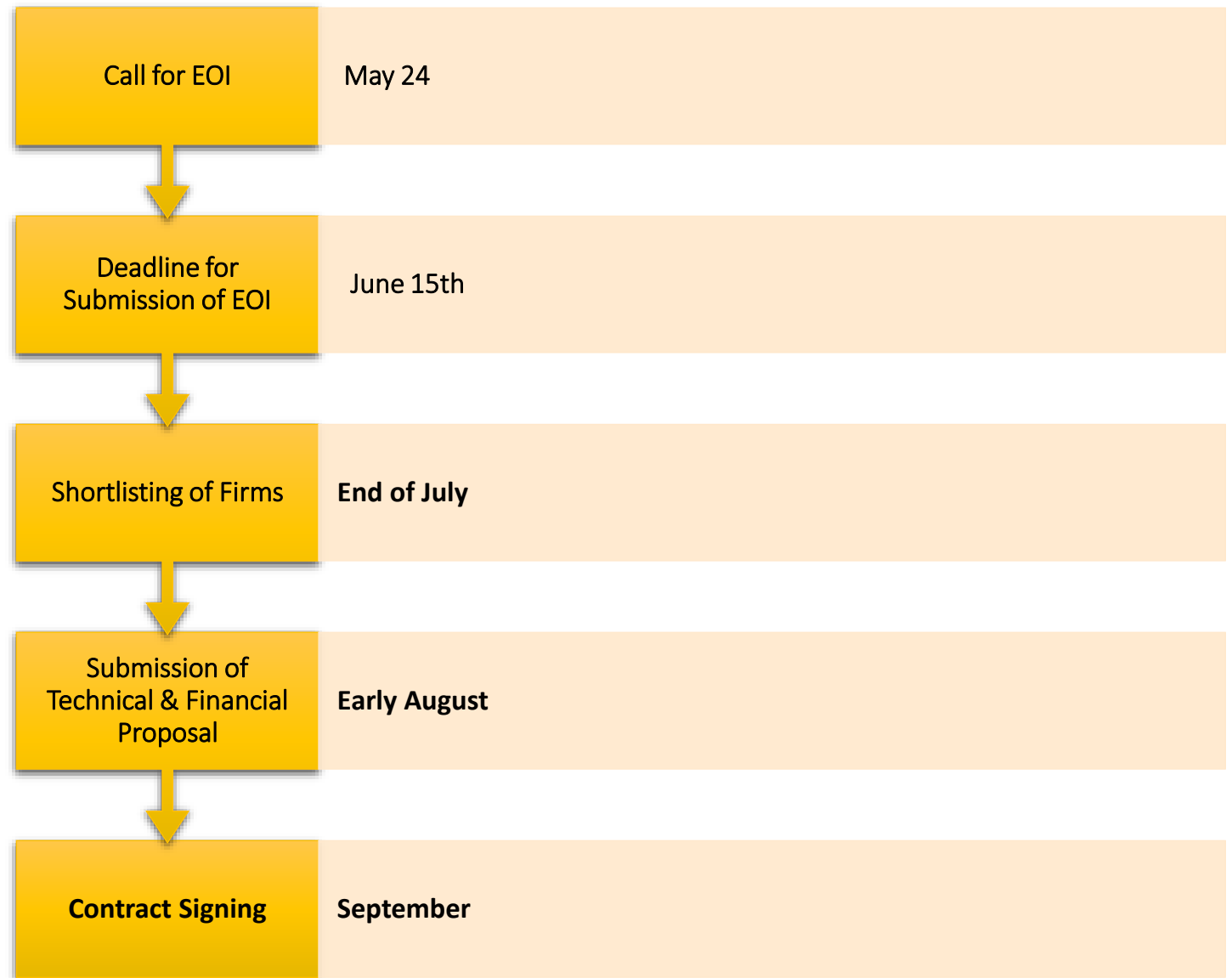
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## Maximum of US\$275,000

**Note:** The budget amount proposed within the above limit **should include** reimbursables such as airfare and accommodation **as well as** the 15 % General Consumption Tax *(charged by the Jamaican government).*



## Important Dates



# Q&A

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