

With the support of



CALL FOR EXPERTS

Consultancy mission for the development of an operational accelerator for Internationalization

Technical & financial specifications

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.

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

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 their countries, through calls for projects and workshops with potential users of these solutions (large international firms, industry leaders, investors, entrepreneurs, civil society). Download the [TTO Booster Track](#) brochure.

For more information, please download THE NEXT SOCIETY presentation brochure [here](#).



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

Context

The technical assistance mission is conducted as a follow-up of the public-private dialogue conducted during advocacy panel meetings taking place in Egypt within the initiative.

Acting as a Task Force at national level, the objective of THE NEXT SOCIETY Advocacy Panel is to oversee innovation roadmap formulation, its implementation, evaluation and update, with the objective of strengthen the national Innovation system, foster coordination among actors involved and improve concrete instruments of the innovation policy. This panel is composed of Egyptian private sector representatives and investors, innovation stakeholders, relevant Ministries and their agencies, the European Union Delegation to Egypt as well as academic experts.

The First advocacy panel held in April 2018 identified 4 main issues to be tackled to reinforce the Egyptian innovation ecosystem:

- Access to finance
- Access to markets
- Access to talents

- IP reinforcement and technology transfer policy in general

Following this first meeting, a new advocacy panel held in October 2018 intended to identify into these great priorities which concrete instrument THE NEXT SOCIETY could contribute to build, to answer to these challenges.

To do so, the panels' members highlighted the Egyptian and regional perspective on internationalization. Their objective was to come up with a customized internationalization support services to innovative start-ups aiming to accelerate their introduction to new markets. The proposed innovation policy contained a clear definition for the problem, required interventions, beneficiaries, and expected impact.

Format and Objectives of the mission

In partnership with TIEC², the expert selected will conduct the mission with the objective of developing a clear program and plans for implementing the "Accelerator for Internationalization".

The experts will be in charge of the definition of the entire strategy of this accelerator aiming to boost Innovation in Egypt in line with Egypt's 2030 national strategy.

This work will have to include the two following components:

- 1. Design of the funding mechanism of the accelerator
- 2. Design of the operational functioning of the accelerator (governance, capacity, services, indicators, beneficiaries...)

Activities that must be carried out:

- Desk review of existing reports developed on MENA startups internationalization
- Review of the innovation policy that was produced from the Policy Hack panel to know what are the opportunities, impact, beneficiaries of such an accelerator.
- Identification of specific roles for the key players in the entrepreneurship and innovation ecosystem and other champions or stakeholders in influencing the implementation of the program and activities at national level.
- Identification of existing initiatives that support internationalization of Egyptian entrepreneurs and interviews with team leaders;
- Establish solid connections abroad with international markets for Egyptian entrepreneurs
- Interviews with top innovation actors

² TIEC is the implementing partner of THE NEXT SOCIETY in Egypt.

Collaborative framework

The mission is expected to start on May 2019. For its whole duration, the experts will work in close collaboration with TIEC and more widely with the actors of the Egyptian innovation ecosystem.

Key Deliverables

- A project charter for accelerator that includes the goal statement, proposed timeline, scope, team structure/responsibilities.
- A full methodology for the development and the funding of the accelerator.
- A set of support partners/actors on which to rely on for the internationalization of start-ups (including out of Egypt).

The expert will present the mission outcomes during the advocacy panel of THE NEXT SOCIETY in Egypt planned in September 2019.

Budget, allocated Time & Payment Conditions

The budget allocated for the entire mission must include all mission costs, including travel costs (travel ticket and subsistence costs in Cairo if necessary).

THE NEXT SOCIETY coordination team will proceed to the payment of the estimated costs the latest 2 months after completion of the action and the validation by of its deliverables.

Expertise Required & Selection Criteria

Profile of the Expert(s)

Qualifications:

- Holder of a degree in a relevant discipline (innovation, entrepreneurship, development, research, communications)
- More than ten years' experience in programmes and advocacy (preferably linked to innovation and entrepreneurship)
- Strong knowledge of contemporary development issues nationally and globally especially on innovation management and supporting startups and entrepreneurs.
- Previous experience with Mediterranean countries will be an asset
- Proficiency in English is required. French language will also be an asset.

Skills and Experience:

- Previous experience in developing participatory advocacy strategies and plans.
- Previous experience in policy analysis and policy research.
- Strong background in capacity building and training on advocacy and policy implementation.
- Previous experience in consulting with organisations on advocacy or similar assignments.
- Good communication written and verbal in English.
- Excellent networks in the entrepreneurship ecosystem with government, NGOs, investors and entrepreneurs.

Application & Selection Process

Applications should include:

- Detailed resume highlighting the expert(s) experience 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;
- Financial offer (days and costs in man day).

Applications should be sent to THE NEXT SOCIETY coordination team on the following email address: welcome@thenextsociety.co before May 15, 2019.