



The Malta Council for  
**Science & Technology**



**GOVERNMENT OF MALTA**  
MINISTRY FOR RESEARCH,  
INNOVATION AND THE CO-ORDINATION  
OF POST COVID-19 STRATEGY

## The Malta Council for Science and Technology

### **FUSION: The R&I Programme**

*The Commercialisation Voucher and Technology Development Programmes*

### **Call for Expression of Interest for Service Providers**

**The Malta Council for Science and Technology is seeking services in the following areas:**

- ✓ IP Check.
- ✓ Feasibility and Commercialisation
- ✓ Intellectual Property Registration
  - ✓ Business Plan
- ✓ Investors' Meetings

**DEADLINE: 26<sup>th</sup> February 2021**

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This measure falls under the Service Providers category under the FUSION Programme. FUSION is supported through Malta Government funds and is managed by the Malta Council for Science and Technology, on behalf of the Foundation for Science and Technology.

# **Call for Expression of Interest for Service Providers**

## **1.0 General**

This is a Call for Expression of Interest for the provision of advisory support to researchers and industry players in preparation for the commercialisation of their ideas within local and/or foreign markets, through the framework of the FUSION Commercialisation Voucher Programme and the Technology Development Programme.

This expression of interest is open to Service Providers specialising in the following areas:

- ✓ **IP Check.**
- ✓ **Feasibility and Commercialisation.**
- ✓ **Intellectual Property Registration.**
- ✓ **Business Plan**
- ✓ **Investors' Meetings**

This call primarily aims to assist local researchers and industry players by providing invaluable knowledge and skills that would allow them to meet the challenges, which may result from developing their ideas to meet market requirements, leading to commercially viable developments. It is therefore fundamental that all services are tailored to the unique and specific requirements of the beneficiaries, within the local context, and, as necessary, within the international arena.

The final objectives are:

- To raise the level and profile of locally funded research.
- To ingrain research and innovation at the heart of the Maltese economy.
- To spur knowledge-driven and value-added growth; and
- To sustain improvements in the quality of life

These objects are sought to be achieved by translating research ideas into commercially viable activities that result in a multiplier effect on the economy at large.

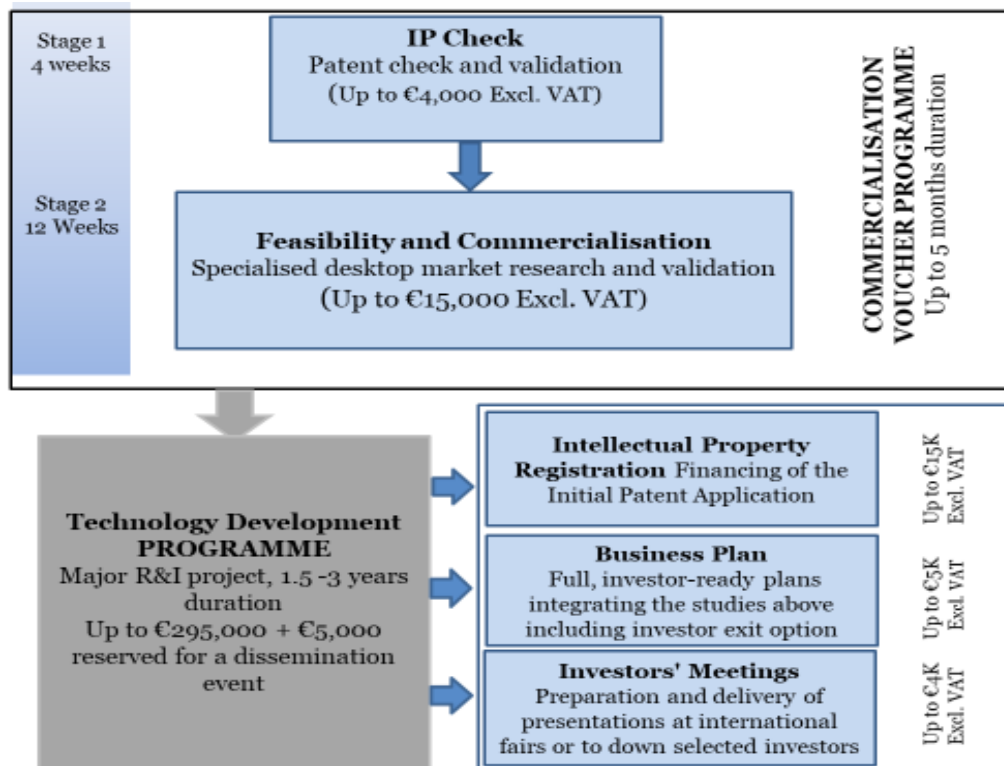
## **2.0 Background**

FUSION presents a funding programme that supports Research and Innovation with the goal of promoting and supporting local research and innovation, as well as providing the necessary handholding to enable researchers and innovators to transform their innovative ideas into a market ready reality. In so doing, it provides the fora in which public and private entities can invest in more innovative, eco-efficient products and services. FUSION enables the Maltese economy to become more resource-efficient, competitive, and attractive to foreign investors. The programme prioritises projects which fall within the Smart Specialisation Areas.

FUSION is composed of two main programmes: the FUSION R&I Commercialisation Voucher Programme (CVP) and the FUSION R&I Technology Development Programme (TDP). The former consists of two stages (and hence two Vouchers), supporting the assessment of commercialisation potential prior to the actual undertaking of any research and development under the Technology Development Programme. The FUSION programme helps inventors, researchers and industry players assess the commercial and market potential of their idea.

The Technology Development Programme, widely referred to as the TDP provides state financing in the form of grants for research, development, and innovation in the realms of science and technology. The TDP funds the actual development of the research and innovation proposal with the possibility of having a prototype of the proposed solution. To further supplement the research, the beneficiaries of the FUSION programme may avail themselves of additional optional vouchers which tap into IP Registration, business plan, and investors meetings. These may be utilised during the duration of the project or within two years from the end of the project.

The diagram below provides a detailed step by step approach for FUSION, together with the related timelines for each stage as well as the cost of the activities (excl. VAT):



### 3.0 Service Requirements

**3.1** Service Providers are expected to assist beneficiaries of the FUSION R&I Programmes in order to better prepare themselves in terms of project proposal and validation.

**3.2** The services that may be allocated to persons or entities registering under this call shall consist of all those tasks necessary to conduct and conclude the Stage assigned.

**3.3** The selected Service Providers shall be either an individual(s) or an organisation(s) with a proven track record relevant to IP Check; Commercialisation and Feasibility; Intellectual Property Registration; Business Plan or the setting up of Investors' Meetings.

**3.4** Service Providers shall be expected to work on their own initiative but in an iterative manner with the beneficiary. Applicants must be able to deliver the entire product of each stage applied for, and within the stipulated timeframes.

#### **4.0 Duration of Contract and Conditions**

**4.1** The General Conditions applicable to Government Contracts for Service shall not apply to this Call. The justification for this is that the Service Provider will be paid directly by the Beneficiary to whom the Council awards the R&I project and not by the Council.

**4.2** The Council does not bind itself to accept any Expression of Interest submitted under this Call.

**4.3** Service Provider/s shall bind themselves to conduct such assignments in accordance with the terms of this Call.

**4.4** Any additional information or clarification, as may be requested by MCST, shall be deemed to form an integral part of the original assignment.

**4.5** Applicants should have a proven and successful track record of work in the respective fields.

**4.6** Post-selection allocation of assignments under this Call will not be the responsibility of the Council. The FUSION Beneficiary will be requested to put the Service Providers in his/her order of preference. The beneficiaries will then be assigned their preferred choice, provided that the Service Provider has not been allocated a task already. The list of approved service providers will be published online.

**4.9** The selected Service Providers will be expected to sign a formal contractual undertaking for the provision of services within two weeks from being notified of the conclusion of the adjudication process and placing in an order of merit by the Council. **The order of merit will be based on two sections of equal weight for each Stage Activity; Relevant Entity Activity Experience and Lead consultant and team Experience.**

**4.10** Service Provider/s shall, with exception to information that is already in the public domain, not disclose to any third party any of the information obtained in the course of this Call; or, in the event of a service allocation, during the course of service delivery without the prior written consent of the Council and the Beneficiary. Moreover, the Service Provider/s must ensure that employees and any other persons

who may be engaged to assist them during this Call shall similarly be bound. Information must be protected and used in accordance with the provisions of the Data Protection Act 2001. Service Providers will be expected to sign a Non-disclosure Agreement.

**4.11** Service Providers must identify a Contact Person. The contact person(s) shall be the only point of reference between the Council and the Service Provider. Communication from third parties shall not be recognised.

**4.12** The agreement shall run for a period of two years between March 2021 and March 2023.

**4.13** Once the Stage assignment carried out by the Service Provider is positively evaluated by the expert independent evaluator/s appointed by the Council, payment will be directly affected by the Beneficiary of the FUSION Programme.

**4.14** A Service Provider might be blacklisted and / or contract terminated, if services are not delivered within the time frames stipulated by the Council and noted below. The timeframes start from the day of the MCST voucher letter sent to beneficiary.

**4.15** A Service Provider may not participate in more than one (1) consultancy service per call per stage, unless otherwise stated by the Council. This to ensure that the beneficiaries are provided with the best possible service, unless otherwise stated by the Council.

**4.16** If any disagreement or dispute arises out of the contract signed between the selected Service Providers and the Council, such matter may be referred to arbitration under the Arbitration Rules and Procedures established by the Laws of Malta

**4.17** The Council requests that interested Service Providers submit their Expressions of Interest for the following activities which are financed through FUSION.

<b>Activity Type</b>	<b>Minimum Qualifications</b>	<b>Description</b>	<b>Max. Duration</b>	<b>Budget (Excl. VAT)</b>
<b>IP Check</b>	Bachelor of Laws (HONS). A Postgraduate Certificate or LLM in intellectual property law.	Includes but not limited to: Patent check, validation and scientific opinion and preliminary registration.	4 weeks	€4,000
<b>Commercialisation &amp; Feasibility</b>	ACCA/ Bachelor of Commerce (Accountancy Major), a degree in Marketing or Bachelor of Commerce in Accountancy and Marketing or Bachelor of Commerce in Banking, Finance and Marketing or Bachelor of Commerce in Economics and Management or equivalent.	Includes but not limited to: desktop market research; analysis of economic bearing; key performance indicators; investment potential; revenue, employment; and the assessment of the different types and levels of risk involved if the technology were to be commercialised.; specialised research data; primary source data including transcripts and analysis with potential technology buyers; analysis of different production options including costings; analysis of resources, plant, and equipment; and logistics.	12 weeks	€15,000
<b>Intellectual Property Registration</b>	Applicant must have passed the Patent bar exam and be registered as a Patent Attorney	Covers 3 sub-stages: (i) Updated IP Check Report – 5 weeks. (ii) Drafting of IP – up to 20 weeks (iii) Filing in Country Jurisdictions (where applicable)	The 3 sub-stages shall be made use of as per the TDP project timelines	€15,000
<b>Business Plan</b>	Bachelor of Commerce in Accountancy and Economics or Bachelor of Commerce in Banking and Finance and Economics or Bachelor of Commerce in Economics and Management or Business Administration or equivalent.	Includes but not limited to: Full investor ready plans, the integration of Stages 1 and 2 of the CVP, and an investor exist option.	10 weeks	€5,000

Activity Type	Minimum Qualifications	Description	Max. Duration	Budget (Excl. VAT)
Investors Meetings	Bachelor of Commerce or Business Administration or equivalent.	Includes but not limited to: preparation and delivery of presentations at international fairs, with potential investors or with technology purchasers.	12 weeks	€4,000

## 5.0 Instructions and Application

Applicants are to complete the online application form clearly marked @Call for expression of Interest for Service Providers under the FUSION Programme”.

Interested service providers are requested to submit their response and all relevant documentation by not later than **midnight on 26<sup>th</sup> February 2021.** Any inquiries must be made to [service-providers.mcst@gov.mt](mailto:service-providers.mcst@gov.mt). Failure to provide any or all supporting documents requested in the call for expression of interest would render the application administratively non-compliant.

It is the responsibility of the applicant to ensure that they are provided with a written confirmation of receipt of their application.

*Data Protection Clause: The information collected through this Call shall be processed in accordance with the Data Protection Act 2001. The contents remain confidential and solely intended for the use of this Call's purpose and will not be disclosed or copied without your consent to anyone outside the Office of the Prime Minister unless the law permits us to.*



