

Invitation to Tender – We’re looking for a partner in the US to support Catalyst as we build a network of mentors to accelerate the growth and success of NI companies

Basecamp Boston is an exciting new initiative developed by Catalyst with support from the Department for the Economy, which has been designed to forge solid connections between Northern Ireland businesses and the US to accelerate rapid growth.

Independent research commissioned by Catalyst identified a supportive network of mentors as critical to accelerating NI companies’ path to scale. By supporting scaling companies and connecting them with a range of business experts who can help with their specific needs, Basecamp Boston has the potential to generate real economic impact.

The programme connects NI companies with established experts and experienced executives in the US market – providing the insights they need to scale their business

Catalyst anticipate all participating NI companies will be selected by end of May 2022. Following the open call selection process, Catalyst will undertake a Needs Analysis with each NI company to identify key areas that will support their path to scale in the US. We will then leverage a set of trusted business connectors to access appropriate talent and US mentors. A formal invitation to participate in the programme will be extended to US mentors following a series of conversations with selected US business leaders.

We have a pre-existing extended network of business connectors but would like to bring onboard a formal delivery partner who is based in the US to help co-ordinate Basecamp Boston and fulfil the following responsibilities:

- Support Catalyst in the review of applications and selection of NI participants
- Meet with up to 20 selected NI companies to review their current status, communication tools, identify their goals in the US, and outline types of mentoring support required.
- In collaboration with Catalyst to recruit potential Boston based mentors for the Basecamp Boston programme.
- Participate in the Basecamp Boston Programme 20–23 September 2022 with a view to helping to solidify go-to-market strategies based on the input from US mentors and the requirements of participating NI companies
- Debrief with NI companies post-event to identify specific US mentor(s) to travel to Belfast in early Nov 2022 to develop clear identifiable goals and a plan of action to access new US markets and scale their business.
- The ideal US delivery partner will have a pre-existing and extensive network of business consultants, industry leaders, and established experts to draw from to help in identifying relevant US mentors who can provide specific insights into go-to-market strategies for participating NI companies.

- The US mentors will be experienced in key markets and applicable business sectors, notably:
 - **FinTech** / CyberTech / Big Data / RegTech
 - **Life Sciences** / MedTech / BioTech / Pharma
 - **GreenTech** / AgriTech / Advanced Manufacturing / Renewables

Respondents to the request to tender should identify an anticipated number of days to complete a Needs Analysis with up to 20 participating NI companies. Along with a number of days required to recruit up to a maximum of 60 potential US mentors who can address specific needs of the NI companies, and provide a breakdown of cost per NI company, cost per US mentor, staffing costs, and timeline for completion. Successful applications will be selected on experience and quotes provided.

Deadline for tender submissions is 12 noon 20th May 2022.