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Expression of interests for subcontractor launched by the EU COSME Project ECRI



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Overview:

Four European clusters, all consortium members of the ECRI (Excellence Cluster for Regional Improvement) EU funded COSME project, seek submissions from suitably qualified training course providers for the provision of a classroom-based and on-site tailored training course in Cluster Excellence Management. This is an open procedure regarding the training of cluster managers in the specific fields of cluster economics, cluster initiative screening, industry analysis and segmentation, value chain analysis, benchmarking and internationalization of SMEs, cluster organization management, project management for clusters and innovation management & assessment.

Short description:

The project “Excellence Cluster for Regional Improvement” (ECRI) is based on the ambition to improve cluster excellence, cluster management and performance through learning and reciprocal collaboration of four European life science clusters. The consortium is composed of four European life science clusters and each of the consortia member is from a different country with a different level of cluster excellence. Project partners will jointly undertake a series of activities such as trainings, mentoring sessions and study visits and will identify the best practices, processes and tools for cluster management.

More information about the ECRI project can be found on the link below:

<http://www.clustercollaboration.eu/eu-initiatives/cluster-excellence/ecri-excellence-cluster-regional-improvement>

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Overview:

The consortium consists of four life science clusters from four different countries and with different ESCA Labels:

Name	Short name	Country	ESCA label
BIOIB - Cluster Bioteclològic i Biomèdic de les Illes Balears	BIOIB	Spain	Silver label
bioPmed - Bioindustry Park Silvano Fumero	bioPmed	Italy	Gold label
KLSK - Fundacja Klaster Lifescience Krakow	KLSK	Poland	Bronze label
HBio - Elliniki Enosi Biotechnologias Astiki Mi Kerdoskopiki Etairia	HBio	Greece	Bronze label

This consortium wishes to select an expert(s)¹ with specific knowledge in “Cluster Excellence Management Training” to provide the appropriate training in line with the requirements indicated in this document. It is the consortium’s desire to obtain knowledge and practical skills to improve the cluster management capability and enable the members to provide high quality services to their own cluster members.

The consortium members are at various levels of the European Secretariat of Cluster Analysis (ESCA) labels and therefore the training provider will need to be capable of delivering teachings, best practices, and case studies to deepen the theoretical knowledge of the consortium partners and enable interactive discussion on the challenges of cluster management to unfold. It is essential that

¹ Applicants can be either organisations (companies, foundations, etc.) or group of natural persons. In the latter case, applicant is required to submit the proposal with only one leading member, specifying the group members and their specific skills and experience in the subjects of the 8 modules. In case the applicant is a group of natural persons, it will fall under the leading member responsibility the level of performances and results of the other trainers of the group, being him/her the only contracting party responsible for the implementation of the task.

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the training provider has considerable knowledge and experience in the eight training modules required by the consortium.

The desired outcomes are that the cluster members leverage the course content and tutorials to improve their own clusters at a national and international level. That they strive to create new and lasting frameworks for the long-term sustainability and relevance of their cluster and finally become more empowered as individuals in cluster excellence management.

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Required Trainings:

Module 1: Cluster economics

Concepts and/or techniques: location theory, industrial districts, clusters, innovation systems.

Module 2: Cluster initiative screening

Concepts and/or techniques: statistical cluster mapping, cluster initiative selection (industry analysis and segmentation, value chain and system).

Module 3: Industry Analysis and Segmentation

Concepts and/or techniques: industry analysis (5 forces), strategic segmentation.

Module 4: Value Chain Analysis

Concepts and/or techniques: value chain, local value system, global value system.

Module 5: Benchmarking and Internationalization of SMEs

Concepts and/or techniques: advanced buyer purchase criteria, key success factors, value chain activity benchmarking.

Module 6: Cluster Organization Management

Concepts and/or techniques: Organizational structures, Pattern Identification, Governance Models, Business models (sustainability of the cluster) and Services (how to select the services offered by the cluster).

Module 7: Project Management for Clusters

Concepts and/or techniques: Project Planning, Project Monitoring, Project Evaluation, Resource Efficiency in Clusters, Key Enabling Technologies.

Module 8: Innovation Management & Assessment

Concepts and/or techniques: Innovation Strategy, Innovation Organization and Culture, Innovation Life-cycle Management, Innovation Enabling Factors.

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Required Qualifications and Skills

- Fully proficient in reading, writing and understanding English
- A minimum of three (3) years professional experience in cluster training
- Experience of delivering the 8 training modules according to European Foundation for Cluster Excellence modules content

Required Methodology

The successful expert(s) are expected to create a two-fold methodology combining a theoretical and practical approach allowing attendees to learn about real solutions to real problems.

The training will be made of two parts: a classroom-based training and an on-site tailored training.

Duration, required date and location for classroom-based training:

The classroom-based training will have a total duration of 64 hours.

The training will take place during two sessions in two separate weeks according to this schedule:

Modules	Dates	Location
1, 2, 3, 4	10-14.07.2017	Palma de Mallorca, Spain
5, 6, 7, 8	11-15.09.2017	Athens, Greece

The consortium partners will take care and pay for the training locations in Palma de Mallorca and Athens (including catering).

In case of unexpected events, the coordinator reserves the right to change location of the training; should this be necessary, the new location will be communicated to the trainer(s) no later than 20th May 2017.

Number of participants

The total number of participants will not be more than 12 people.

Language:

The language of the course will be English.

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Training Materials:

The successful expert(s) will be responsible for developing all the necessary support material to be used during the training programme. The ECRI partners will receive a copy of the training materials at the end of the training programme.

On-site tailored training

The selected expert(s) is required to offer on-site training to support each of the four clusters in the practical application of the lessons learned during the classroom training. The on-site training will be performed at the premises of each cluster during four different sessions. The duration and date of the on-site training will be arranged between each cluster and the trainer(s) at a later time, ideally before the completion of the training in Greece (September 15th, 2017). In any case the 4 training sessions will have to take place by the end of 2017.

Training certification for consortium:

The successful expert(s) is required to award certificates on completion of the training programme to the training participants.

Contracting Authorities:

As ECRI is a consortium of 4 different clusters, each organisation will be responsible for contracting the successful expert(s) for their own quota. This will turn into having 4 contracts for the same expert(s).

Terms and Payment:

Payments will be made in Euros. The amount paid to the expert(s) shall be gross and inclusive of all associated costs such as social security, income tax, VAT, travel and accommodation costs and any other expenditure.

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Evaluation criteria:

The evaluation will be based on cumulative analysis from all the four partners and will be weighted on the following criteria:

- Qualifications and expertise: max 30 points
- Technical merit of the offer: max 40 points
- Economic offer: max 30 points

Total maximum score is 100 points.

The applicants will be selected on the basis of the highest score obtained. In the case of a tie, the applicant with a lower price offer will be awarded. The evaluation of the offers received will be performed by the ECRI consortium (one from each cluster).

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Application procedure:

Interested applicants must submit the application documents by email to Tanit Mir (Project Manager ECRI) projectes@bioib.org and cc to Eugenio Mimosi (bioPmed - Bioindustry Park Silvano Fumero) mimosi@biopmed.eu not later than **18th April 2017**. Application documents are expected to contain the following information:

- A one-page Letter of Interest, containing personal contact details of the expert(s) explaining why they, he/she is the most suitable for the work.
- Brief summary of the relevant cluster training experiences.
- CV of the expert(s) that will be delivering the training including at least 2 references.
- Program of the training with detailed proposed content and duration for each module.
- Other relevant information to prove the required qualifications and skills.
- Examples of previous trainings.
- Economic offer for classroom-based training.
- Economic offer for on-site tailored training (price per day).
- In case of natural person, a declaration of honour regarding personal availability to deliver the training and associated activities in the indicated dates. In case of an organisation, the declaration must be released by the nominated trainers.
- For all the trainers, declarations of honor stating the absence of any convictions.
- For all the trainers, declarations of honor regarding any conflict of interest with the organisations of the ECRI project.

All documents and information provided must be in English.

All the information must be included into 1 single document, not exceeding 15 pages, to be sent in pdf format.

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Contact details:

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www.biopmed.eu

Any request for clarification must be sent by standard electronic communication to the e-mail addresses indicated above. The answers will be published on the project dedicated page on the bioPmed website (www.biopmed.eu/progetti/ecri-excellence-cluster-for-regional-improvement/). The applicant and any experts who have applied will receive a notification email directing them to the website for explanation/clarity. This will be displayed until the deadline for applications has expired.

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