



NOTICE FOR ALL ECONOMIC OPERATORS CONCERNED.

MARKET-EXPLORATORY NOTICE FOR A POSSIBLE SUBSEQUENT NEGOTIATED PROCEDURE OR DIRECT AWARD OF THE SERVICE TO SUPPORT START- UP/SCALE UPS IN THE MEETING WITH POTENTIAL INVESTORS

English courtesy translation provided with the support of the [e-Translation machine translation service](#) of the European Commission (EC).

For dispute resolution purposes, only Italian version of this document counts.

This notice, published following the determination of Commissioner Extraordinary DET DG 1076 PST of 09/10/2020, is intended to inform the economic operators concerned of the possible initiation of a negotiated procedure or a direct award of the service to support ***start-ups/scale ups in the meeting with potential investors***.

This notice pursues the aims of economicity, effectiveness, timeliness, advertising, impartiality, transparency of the phases of entrustment of the service, in compliance with the provisions of Legislative Decree 50/2016. This notice **does not call for any tender procedure and** no ranking or rating or comparison of tenders is provided for; this is exclusively a survey aimed at identifying economic operators to be consulted in accordance with the principles of impartiality, equal treatment and transparency. The notice **is not binding or in any way binding on Sardegna Ricerche**, which reserves, in any case and at any time, the right to suspend, interrupt, modify or terminate this investigation, without this being the right or claim of any nature, compensation or reimbursement of any costs incurred for participation in this investigation.

N.B.

This notice **does not in any way constitute the opening act of the procedure** within the meaning of Article 1(1) of the Law of 11 September 2020.120, conversion into law, with amendments, of Decree-Law No 76 of 16 July 2010 on “Emergency measures for simplification and digital innovation” (Decree Simplifications).

The purpose of this notice is therefore to allow – while respecting the principles of non-discrimination, equal treatment, proportionality and transparency – all those who are interested, who fulfil the legal requirements and possess the competences necessary to perform the service, to illustrate the experience and competences actually acquired.



Sardegna Ricerche therefore reserves the right not to entrust the service, without the parties concerned being able to advance, even as compensation, any claim or right of any kind. This notice is therefore neither a contractual offer nor an invitation to submit an offer, but is only an exploratory information notice of the market, which is not binding for Sardegna Ricerche.

This notice is published on the website of Sardegna Ricerche www.sardegna ricerche.it in the “Gare e Appalti” section.

CONTRACTING STATION

Sardegna Ricerche, Via Palabanda, 9-09123 – Cagliari – VAT number 01930910920 CF 92024600923 – Tel.+ 39 07092431 – Website: www.sardegna ricerche.it Pec: Protocollo@cert.sardegna ricerche.it,

DESCRIPTION OF SERVICES

The service covered by this market survey includes the **support of start-ups/scale ups in the meeting with potential investors, namely:**

1. **InfoLab/WebinarLab – seminar mix and online practice – Language: English or Italian (Realisation of Webinar online – duration between 1 and 2 hours each, on issues pertaining to the approach path to an investor + individual coaching) – Quantity 4;**
2. **Brokerage – meetings with investors – Language: English (Individual meetings with qualified and diversified investors, for companies, to be carried out in Sardinia – Cagliari) – Quantity 1;**
3. **Public event “What an investor is looking for” – Italian or English language – Quantity 1;**
4. **Communication and promotion activities – promotion of proposed initiatives, communication campaigns, coordinated image creation and promotional material.**

AMOUNT AND DURATION OF THE SERVICE

The estimated amount of the service that would be realised after this survey is EUR 55,000.00 (Euro fifty-five thousand/00) excluding VAT.

The service will have an estimated duration of **6 months** but must in any case be **completed by 31/12/2021**.

SKILLS REQUIRED FOR THE PERFORMANCE OF THE SERVICE

The economic operators concerned should have the following skills and experience:

- A) With reference to intervention No 1, Info-Lab, WebinarLab:**



- Proven experience in the last 5 years in the design, coordination and execution of startup “journeys” in approaching the meeting with potential investors, carried out through sessions of seminar activities and/or individual and/or collective training, in presence or virtual (please note that seminars and/or training sessions, must be part of an organic “journey” for startup companies).

B) With reference to intervention No 2, Brokerage:

- Proven experience in the last 5 years in the design, coordination and execution of brokerage events of one-to-one meetings between startups and investors, in which the execution took place in presence or virtual, and realised with the documented presence of investors and meetings held.

With reference to points A) and B) Sardegna Ricerche is interested to have information on any partnership agreements and/or agreements signed, currently in place or concerning future activities/collaborations, with potential investors, indicating the main initiatives as described above in the last 5 years.

In the Curriculum/company statement, which will be described below, for the various services and activities carried out, a clear indication of the clients and recipients of the services/activities carried out is required; A brief description, the period of execution and conclusion as well as the amount of services/activities carried out.

METHOD OF PRESENTATION OF THE COMPANY CURRICULUM.

Economic operators interested in participating in this market survey, possessing the above experience and expertise, may submit, by **12.00 (noon – Italian time) of 12 November 2020, the “AnnexA” duly signed and bearing the full indication of** the identification data of the economic operator and the Business Curriculum from which the experience and competences covered by this survey are revealed. This documentation must be transmitted via PEC to protocollo@cert.sardegna ricerche.it, **indicating** in the subject: “Inquiry, exploratory *of the market. Service to support start-ups/scale ups in the meeting with potential investors*”.

Only for foreign economic operators, Annex A describing company CV, can be signed and sent (together with copy of an ID document), to the following email address: dallacia@sardegna ricerche.it indicating in the subject ☒: “Inquiry, *exploratory of the market. Service to support start-ups/scale ups in the meeting with potential investors*”.

The corporate Curriculum must have a **maximum size of 5 pages** and must be completed in accordance **with Annex A.**

The adhesions received beyond the time and day mentioned above will not be considered.



It is understood that the possession of the general and special requirements required for the entrustment of the service must be declared and will be verified on time by Sardegna Ricerche on the occasion of any subsequent direct entrustment or negotiated procedure.

INFORMATION AND CLARIFICATIONS

Any additional information may only be requested by e-mail, and must be received no later than 12:00 (noon) of the day 5 November 2020 to the following address: dallacia@sardegnaicerche.it. Requests for information and clarifications received beyond the above deadline will not be answered. All communications related to this notice will be published on the Sardegna Ricerche website. It is therefore the responsibility of the interested parties to view this website, in order to verify the presence of any clarifications and/or corrections and/or clarifications to the notice.

SOURCE OF FUNDING

It is specified that any charge and expenditure related to this notice and any subsequent procedure is charged to the Enterprise Europe Network – ELSE project (co-financed with COSME funds).

OTHER INFORMATION

The contracting station, at its sole discretion and in any case according to the public interest of which it bears, reserves the right not to initiate the negotiated/direct entrustment procedure, and on this specific point that no expectation, claim or right of any kind may be advanced by the economic operators who will present the corporate Curriculum.

Please note that any procedure on the service, through negotiated procedure or direct award after the present investigation, will be carried out on the SardegnaCAT platform, reference category:

- AL67G – Servizi di valutazione progetti di creazione e sviluppo d'impresa (*Evaluation services for business creation and development projects*).

For support about registration on SardegnaCAT platform – in the above-mentioned merchandise category – reference must be made to the information contained on the site: www.sardegnaecat.it/, in particular refer to the section “Contacts”: <https://www.sardegnaecat.it/esop/ita-ras-host/public/web/contatti.jst>

For further assistance and support for the use of the Platform please contact:



- MOC: mocsardegna@regione.sardegna.it
- Toll-free number: toll-free number 800 212036 (active from Monday to Friday from 08: 30 to 18: 00)

Interested economic operators are invited to access the website <https://www.sardegna.cat.it> for further information and updates, also taking into account any new provisions regarding Covid-19 emergency.

LEGISLATION ON THE PROCESSING AND COMMUNICATION OF DATA

Pursuant to Legislative Decree no. 196 of 30 June 2003, ss.mm.ii. and EU Regulation 2016/679 called “European Regulation on the protection of personal data” (GDPR), as well as any other provisions in force regarding confidentiality, it is specified that the processing of personal data will be based on lawfulness and correctness in the full protection of the rights of competitors and their confidentiality; personal data are processed for purposes related to the implementation of the investigation organised by Sardegna Ricerche. The data will not be communicated to third parties.

THE RESPONSIBLE FOR THE PROCEEDINGS

The person in charge of the proceedings is Mr. Giuseppe Serra.