



CALL FOR EXPRESSION OF INTEREST

Reference: V6LFD03/2017/Adv-01

For the provision of Technology Advisory and/or Business Development Advisory Services for NEPAD SANBio/BioFISA II Programme

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Abbreviations

BioFISA	Finnish-Southern African Partnership Programme to strengthen the Southern African Network for Biosciences
BPU	BioFISA Programme Management Unit
CSIR	Council for Scientific & Industrial Research
CV	Curriculum Vitae
GMP	Good Manufacturing Practice
HACCP	Hazard analysis and critical control points
IP	Intellectual Property

ISO	International Organization for Standardization
NEPAD	New Partnership for Africa Development
SADC	Southern African Development Community
SANBio	Southern Africa Network for Biosciences
STI	Science, Technology and Innovation
STISA	Science, Technology and Innovation Strategy for Africa

1. BACKGROUND INFORMATION

The Southern African Network for Biosciences (SANBio) is a NEPAD Agency Flagship for collaborative research and development, and an innovation platform aimed to address Southern Africa's challenges in health and nutrition. It is one of the five Networks under the Consolidated Plan of Action for Science and Technology (African Biosciences Initiative) and was officially launched in August 2005. The SANBio Network was reconfigured in response to the 4 Pillars and 6 Priority Areas of the Science, Technology and Innovation Strategy for Africa (STISA-2024 - a 10-year strategy which is part of the long-term African Union Agenda 2063). The STISA envisages the accelerated transition of largely commodity-based African economies to innovation-led, knowledge-based economies. Such economies are underpinned by robust science, technology and innovation (STI) systems.

In line with STISA-2024, the SANBio Flagship and its supporting programmes are implemented on a regional multi-country basis outlined in the SANBio Business Plan. The Network is comprised of 13 of the Southern Africa Development Community (SADC) Member States and operates on a Regional Hub (The CSIR in South Africa) and Country Nodes model. The current SANBio Member States are Angola, Botswana, Madagascar, Malawi, Mauritius, Mozambique, Namibia, Lesotho, South Africa, Seychelles, Swaziland, Zambia, and Zimbabwe. SANBio aims to support positive and dynamic development and increase opportunities to distribute research results and multiply practical applications throughout the Region.

The BioFISA Programme (a Finnish-Southern African Partnership Programme) is aimed at strengthening the NEPAD SANBio Network and in this second phase it focuses on boosting regional collaboration and networking. Its second phase, BioFISA II, is implemented through three main components/result areas:

1. Functional and sustainable SANBio Network in place
2. Human capacity and infrastructure strengthened in areas of the biosciences innovation value chain that will result in more end-user impact and innovation
3. Sustainable funding structures and instruments in place to support SANBio activities

This call for Expression of Interest is for consultants to provide technical validation, technical advisory services and business development services to assist projects funded by NEPAD SANBio supported by the BioFISA II Programme to commercialise their technologies and develop viable business models.

2. OBJECTIVES AND PURPOSE

2.1 Overall objective

NEPAD SANBio, with the support of the BioFISA II Programme, offers funding to projects particularly focusing on taking products or services in health and nutrition from proof of concept stage to commercialisation. Currently the programme has a portfolio of funded projects in animal health (2), human health (3), human nutrition (2) and animal nutrition (3) at the pre-commercialisation stage, and will have a portfolio of at least 15 projects by August 2017. These projects are conducted by consortia from organisations in at least two or three different SADC countries. Projects are led by either private companies and/or research institutions that require technical and business development assistance. Moreover, the Programme will need technical assistance to validate the work that the projects are doing.

The aim of this support is ensure that project teams have achieved their project development targets during the pre-commercialisation phase, have explored the vehicles for further commercialisation and market entry, are investment ready, and are able to secure follow-on finance.

The outputs from the technical and business advisory phases should feed into the project development to ensure that there is successful implementation and the delivery of a technology validated product and business model for further commercialisation of the product.

2.2 Scope of advisory services

A pool of consultants will be contracted by the BioFISA II Programme to provide specific sector based technical advisory support and business development services to projects as outlined in table 1, 2 and 3.

2.3 Defined areas of advisory support

The areas of support to be provided to projects are detailed in Tables 1, 2 and 3:

Table 1: Technical advisory services for nutrition projects

Animal Nutrition	Human Nutrition
Feed Formulation	Product formulation
Feed analysis	Sensory evaluation and shelf life tasting
GMP and ISO compliance	Good Manufacturing Practice and HACCP
Feed safety and feed testing	Product testing
Feed quality control	Biosafety
Feed manufacturing (mill based and on-farm)	Scaling up and manufacturing processes
Fabrication of feed processing equipment (reconfiguration/reverse	Product registration

engineering/domestication of technology)	
Scaling up and manufacturing processes	
Feed legislation	
Product registration	

Table 2: Technical advisory services for health diagnostic projects

Animal Diagnostic	Human Diagnostic
Diagnostic assay development and validation	Assay development and validation
<i>In vitro</i> diagnostic development	<i>In vitro</i> diagnostic development
<i>In vitro</i> diagnostic validation and testing	<i>In vitro</i> diagnostic validation and testing
Quality control	Quality control – ISO certification and CE marking of products
Scaling up and manufacturing processes	Scaling up and manufacturing processes or due diligence involved in evaluating potential manufacturers for scale-up and mass production
<i>In vitro</i> approval and registration	<i>In vitro</i> approval and registration
Bioethics and biosafety	Bioethics and biosafety
Clinical trials and testing	Clinical trials and testing
Product registration	Product registration

Table 3: Business development services

Branding and Marketing for product development
Strategy including growth and start-up strategy
Human Resources including team assessment and future human resources needs
Operations including scaling up of production
Finances including Financial modelling e.g. revenue models, financial projections, cost structure, budgeting & product margins, fundraising for post grant investment with financial projections, investor target strategy (define and identify the type of investors the project should target), investor deck, arrange meetings with investors and link projects with potential investors
IP including IP identification, IP valuation, IP protection and IP exploitation strategies

Legal advisory services for start-up companies e.g. partnership agreements, licensing deal structuring and negotiations, and regulatory services (specifically in Africa)
Marketing – Market Sensitisation, Market penetration and market growth strategy, product uptake and forecasting
Pitch training

4. SCOPE OF THE WORK

3.1 General

NEPAD SANBio with the assistance of the BioFISA II Programme requires consultants to provide technical validation, technical advisory services and business development services to assist grant funded projects in the portfolio to commercialise their technologies and develop viable business models. All projects are currently being executed by multi-partner, regional, multidiscipline teams. The intent of the BioFISA II Programme unit is to have a pool of consultants with relevant expertise in the areas detailed in 2.3 above, who will be on-hand to assist projects with particular areas of support over a period of 12 months. The consultant will either be required to work:

- a) on a portfolio of projects at a particular stage
- b) or with one project at a particular stage
- c) or with one project through the full advisory process

3.2 Requirements of the consultants

The consultant or consulting team must fulfil the following minimum requirements to be included in the database of consultants:

- hold at least a Master's university degree in the areas mentioned in section 2.3
- have at least 5 years' experience in the areas mentioned in section 2.3. Business development experts will require at least 5 years' industry experience,
- able to demonstrate or have a proven track record of working in the areas mentioned in 2.3 above (provide at least 3 references for verification)
- Excellent reporting and presentation skills (in English)
- Have experience in Sub Saharan Africa

Experts who have experience in the areas/disciplines mentioned in section 2.3 are welcome to apply to be part of the pool of consultants for SANBio/BioFISA II.

4. OPERATIONAL PROCEDURES AND REQUIREMENTS

4.1 Selection criteria for the selection of the expressions of interest

For this phase, consultants are only expected to submit an Expression of Interest. Based on the submission of the Expression of Interest, the team at the SANBio/BioFISA II Programme Unit will shortlist a number of consultants who can advise and assist with

specific expertise related to the project portfolio and stage of development for the advisory services required. The pool of consultants will be made available to project teams and when a specific service is required by the projects, consultants with the relevant expertise will be asked to submit a quote for their services including a draft proposal and implementation plan which will be tailored for each project. Consultants will be registered on the CSIR supplier database.

4.2 Location of consultant

The consultant/s will be based at his/her/their official (permanent) address. The consultants are expected to engage and interact with the BioFISA II Programme Unit, based in Pretoria, South Africa to agreed timelines during the course of the assignment. The consultant will be expected to engage with regional project teams during the assignment if selected to be part of the pool of consultants. This may include travel to the project sites in the SADC region; however, this will be determined on a case by case basis.

4.3 Reporting

The team will work in close cooperation with the BPU and report to the Chief Technical Advisor Marja-Reetta Paaso (MPaaso@csir.co.za) and the Programme Manager Zvi Tangawamira (ZTangawamira@csir.co.za).

4.4 Timeframe

It is anticipated that the consultancy will commence in October 2017 to December 2018, with services required on an ad hoc basis during that timeline depending on the project needs.

5 DOCUMENTS TO BE SUBMITTED FOR THE EXPRESSION OF INTEREST

5.1 Expression of interest submission

As part of the selection process, the Consultant/s should submit the following documents:

- a) Curriculum vitae of the consultant or in the case of a company, lead consultant and team CVs (preferably in EU format)
- b) Completed form (annex 1) with all relevant recent references with contact details related to similar support intervention provided

5.2 Due date for submission

The due date for submission of expression of interest is **30 September 2017** to be submitted to biofisa@nepadsanbio.org. Enquiries or request for clarifications can also be submitted to biofisa@nepadsanbio.org before 4 September 2017.

5.3 Documents to be consulted

Interested applicants can access the following documents:

1. Annex 1 – Advisory Template
2. SANBio/BioFISA II current project portfolio on <http://www.nepadsanbio.org/biofisa-two/project-portfolio>
3. Project Portfolio Brochure <http://www.nepadsanbio.org/press-room-media/documents/biofisa-ii-project-portfolio-february-2017>
4. SANBio Business Plan <http://www.nepadsanbio.org/index.php/press-room-media/documents/sanbio-business-plan-2013-2018>