

Bid Bulletin No. 3

**“Consulting Service for the Development and Conduct of Global Acceleration Program (GAP) for Startups”
Bidding No. 21-037A**

November 4, 2021

This Bid Bulletin No. 3 is hereby issued to modify or amend the Bidding Documents.

1. Schedule of Proceedings

Activity	Schedule
Submission of Technical and Financial Bids and Opening of Technical Bids	November 12, 2021, 9:00 AM for the Submission of Technical and Financial Documents, and 9:30 AM for the Opening of Technical Documents through video conference with the following details: Zoom Meeting: https://zoom.us/j/94387352055?pwd=NFBzc1VIUUJjN1dybk5ESmtTLzhZZz09 Meeting ID: 943 8735 2055 Passcode: 621599
Opening of Financial Bids	November 18, 2021, 9:30 AM for the Opening of Financial Documents through video conference with the following details: Zoom Meeting: https://zoom.us/j/98728739438?pwd=RnlmSTUxSDNoVUZSZkU5WlozTGd5Zz09 Meeting ID: 987 2873 9438 Passcode: 126134

2. Terms of Reference

II. BRIEF DESCRIPTION OF THE PROJECT

The **Global Acceleration Program (GAP)** aims to assist advanced-stage startups survive the commercialization phase, scale up, and globalize. It seeks to help accelerate the growth of viable technological startups. Priority is given to startups that address the challenges brought about by the Covid-19 pandemic. Startups will be introduced and exposed to the global ecosystem to enable them to pursue global business development, fund-raising, and other strategic opportunities. The program will help these startups further increase their market reach and valuation by expanding into regional and global markets.

The Global Acceleration Program will cater to startups who are within the latter part of the Pre-Series stage up to Series stage of funding and already have significant market traction. Startups that are qualified to join this program must have stable monthly revenues and are looking to expand their markets globally and explore new business and investment

opportunities. Prior to the start of the program, a selection process will be conducted by the Innovation and Collaboration Division (ICD) of DTI together with the startup enabler to select eligible startups who can qualify into the program.

In order to implement the GAP, DTI will seek a reputable service provider (startup enabler) that possesses a global network or presence and has demonstrated experience and expertise in accelerating the growth and development of startups internationally.

The GAP has two major components, the first is an acceleration phase wherein selected startups will participate in intensive acceleration program, which is expected to be conducted virtually and will have access to globally-recognized mentoring/coaching activities. This will include training, seminars, and workshops on, among others, corporate and business development, scaling-up operations, and business plan coaching, fundraising, and workshop for venture capital. The service provider is expected to provide the ICD with regular monitoring reports on the progress of the participating startups. The second phase is a business development phase wherein over a certain period, the select batch of startups will participate in startup events in the Southeast Asian region through the service provider's network. These will be opportunities to expand the startups' client base, improve their valuation, reposition their products, and increase their international linkages. As can be allowed by the relaxation of health protocols, activities and workshops should be done face-to-face.

III. OBJECTIVES

1. Deliver a recognized global startup acceleration program to aid the advancement of Philippine startups and prepare them to expand in the global market.
2. Expand the market reach and global network of Philippine startups with the goal of creating active and functioning global strategic partnerships, securing investments, and improving product and service delivery that meet international market requirements for quality and standards.
3. Reorient and prepare startup leaders and their teams or organizations for regional expansion, including but not limited to operations and organizational development.
4. Increase revenues, client base, and investments in Philippine startups.

IV. SCOPE OF WORK (SOW)

The Service Provider / Startup enabler shall perform the following:

1. Conduct an intensive selection process including co-developing a standard framework and criteria of eligibility, in collaboration with the DTI, to determine the startups in the Global Acceleration Program.
2. Design and deliver the Global Acceleration Program (GAP) for identified startups in consultation with the DTI. The GAP will provide, but is not limited to, the trainings and workshops on the following areas:
 - a. Overview of Global and Southeast Asia Startup Landscape
 - b. Legal, Tax, and Accounting for international markets
 - c. Funding workshop for Venture Capital
 - d. Corporate, Business, and Organizational Development
 - e. Scalability of operations, Monetization and Scale-up Business planning
 - f. Go-to-Market Strategies in the ASEAN Region
 - g. Case Studies and strategies for interaction in global and/SEA markets

3. Deliver a Regional Business Development Program for the ASEAN markets that will include, but is not limited to, the following functions:
 - a. Business plan coaching including one-on-one mentoring sessions and activities
 - b. Business Development networking and opportunities
 - c. Fundraising Opportunities
 - d. Regional access to Accelerator networking & events
 - e. Assignment of Business Relationship Manager
 - f. Pitch opportunities and polishing
4. Provide professional services for office operations, including but is not limited to, legal, accounting, HR and payroll, IP, banking and other special services upon request of participating startups within the duration of the engagement.
5. Provide technical assistance in securing funding contracts and/or venture capital, joint ventures, business deals for participating startups.
6. Provide public relations services, such as promotion and positioning in the international startup community and inclusion in web community promotions and events.
7. Provide post-acceleration support, assessment, and action plan to improve on strengths and work on future opportunities as startups go to the next phase of their development.
8. Provide opportunities, support for Regional Inclusive Innovation Centers (RIICs) such as online and/or physical delegation visits, and access to networking events, workshops, international expos, and community meetings to DTI and PH startup ecosystem members within the duration of the engagement.
9. Co-organize a culmination activity (Expo / Demo-Day) with the DTI for presentation of program completion of startups, including presentation of milestones.

V. EXPECTED OUTPUTS AND DELIVERABLES

1. Program Design and Implementation Plan covering all items under #1-9 of the SOW.
2. Documentation/Record of professional services provided to startups and accomplishment report on the following:
 - a. Improvement in business operations, organization, and financial status of participating startups including potential increase in valuation and revenue streams through the program intervention.
 - b. Indicative strategic short-medium term plans of startups in penetrating the international market.
 - c. Engagements of startups with international corporations and investors including deal flow sessions assisted by the service provider.
3. Documentation/Record of aid provided to secure funding and accomplishment.
4. Documentation report on PR initiatives, website postings, networking leads and engagements.
5. Documentation report on opportunities for online delegation visits and access to networking events, workshops, international expos, and community meetings.
6. Documentation of the culmination activity (Expo/Demo-Day).
7. Final Report documenting the conduct and delivery of the Program.

VI. QUALIFICATIONS

The service provider / startup enabler shall possess any of the following characteristics as a juridical person:

- A registered business entity, either corporate or partnership in the Philippines
- A joint venture of two or more corporations
- A new corporation of qualified incorporators
- A partnership of qualified partners
- A consortium of international consultants and local partners
- A local consortium with an international partner

Note: The service Provider / Startup Enabler must provide the corresponding proofs of business registration.

- Business Registration Certification of the company
- Business Permit
- Tax Clearance Certificate
- Company Profile

In addition, the service provider / startup enabler must have the following characteristics:

- Should be a reputable startup accelerator (must submit a complete portfolio including appropriate company certificates and certificates of affiliates)
- Should have corporate offices and/or significant presence in the Southeast Asian region
- Should have a network of highly reputable global corporate partners.
- Consistently runs global accelerator programs
- Houses and mentors more than 100 startups.
- Demonstrated investments in at least 10-20 startups, including investments in the Southeast Asian region
- Supports all startups in multiple tech areas (e.g. Fintech, AI, Agritech, Health, Mobility, IoT, Real Estate and Construction, Food and Beverage, Travel and Hospitality, Energy, Smart Cities, Media, etc.)
- Conducts innovation and proof-of-concept activities
- Demonstrated investments in a portfolio of companies having individual valuations of more than \$1M

The composition of the project team should at least have the following characteristics:

Position	Qualifications
Project Team Leader	<ul style="list-style-type: none"> • A Project Management professional with background in science / technology & Innovation management / engineering / arts / entrepreneurship. • Experience in managing Global Startup Acceleration programs • Extensive knowledge about the Startup Development Process • Experience in collaborating with corporate partners and investors
Project Members (3-5)	<ul style="list-style-type: none"> • Experience in facilitating Startup trainings/workshops/ capacity building • Experience in developing Startup training/ workshop modules • Experience in Public Relation activities and event promotions • Understanding of the Startup Development process • Experience in facilitating business matching activities
Mentors and Coaches	<ul style="list-style-type: none"> • Experienced Entrepreneurs and Business Professionals • Experience in International Business Development and Go-to Market strategies and activities • Technology Experts in various emerging fields (FinTech, AI, AgriTech, 4IR technologies among others) • Experience in International Business Laws and Taxation • Experience in Investment management, Venture Capital Deals, and other funding instruments.

VII. PROFESSIONAL FEES AND FINANCIAL ARRANGEMENTS

The International Service Provider / Startup Enabler will be paid a total of Ten Million pesos Php 10,000,000 (inclusive of taxes) for the program to support the 10 selected Startups.

OUTPUT	SCHEDULE OF SUBMISSION	PAYMENT AMOUNT
Submission of Program Design and Implementation Plan; and Submission of shortlist of startups to undergo selection.	One (1) month after the award of contract	30%
Documentation/ Report of professional services, PR initiatives, and accomplishment of the acceleration phase.	Fifteen (15) days after conduct of acceleration phase of program	30%
Documentation / Comprehensive Report with contents on program accomplishment on Regional Business Development, technical assistance for startups, public relation services, networking and meetings conducted, and culminating activity as described in the SOW.	Fifteen (15) days after Program Culmination	30%
Provision of post acceleration support programs (Payment shall be proportionate to number of startups to be supported)	6 months after Program Culmination	10%
TOTAL		100%

VIII. TIMETABLE, LOGISTICS AND OTHER ARRANGEMENTS

The period of engagement will be up to December 31,2021.

A defined contract will be signed by the service provider/contractor startup enabler together with DTI outlining the specific provisions and deliverables including terms and conditions of the engagement. DTI and the service provider/contractor startup enabler will agree on a timetable and conduct the process of selection of startups after the signing of the agreement.

DTI and the service provider / startup enabler will agree upon exchange of information and provision of assistance for both parties as it may be required subject to existing government rules and regulations.

IX. SELECTION REQUIREMENTS

DTI shall apply the following criteria in evaluating, shortlisting, and selecting the Service provider / Startup Enabler to determine the capacity and track record of the provider for the delivery of the Acceleration Program.

QUALIFIED BIDDERS SELECTION CRITERIA

Criteria	Sub-Criteria	Means of Verification
Project Completion / Accomplishments	No. of Total Completed Projects (Past 2 years)	<ul style="list-style-type: none"> Submission of comprehensive list of Completed Projects / Accomplishments over the past 2 years
Investor Network	No. of Investor Partners across the globe	<ul style="list-style-type: none"> Submission of comprehensive list of Investor Partners across the globe.
Track Record / Performance Metrics	Program Design and Training Framework	<ul style="list-style-type: none"> Submission of proposed Global Acceleration Program Design aligned with the programs and objectives of the proposed bid. Contents would include proposal selection process, distinct modules, activities to be conducted, activity timelines, project processes, roster of mentors and coaches, expected outputs, deliverables, and key performance metrics. (An oral presentation may be requested by the TWG for better understanding of program design)
	No. of existing Startups invested in by the enabler.	<ul style="list-style-type: none"> Submission of a Comprehensive List of Startups invested in the Service Provider. (Startups should still be existing)
	Average capital raised by accelerator's startup portfolio (past 5 years)	<ul style="list-style-type: none"> Submission of declaration of average capital raised by accelerator's startup portfolio
	No. of Startups Accelerated (past 5 years)	<ul style="list-style-type: none"> Submission of comprehensive list of Startups Accelerated by the Service provider within the last 5 years.
	No. of Startups having at least \$1M investments	<ul style="list-style-type: none"> Submission of comprehensive list of Startups accelerated by the Service provider that gained at least \$1M in investments.
	Successful Investments and Startup Exits	<ul style="list-style-type: none"> Submission of Comprehensive Portfolio of Startup exits by the organization
Financial Proposal	Price Per Startup (in \$USD)	<ul style="list-style-type: none"> Submission of a Financial Proposal

For the guidance and information of all concerned.

SGD.

MARY JEAN T. PACHECO

Assistant Secretary

Chairperson, DTI Bids and Awards Committee