

CO-FOUNDERS

REQUEST FOR PROPOSAL

DELIVERY OF HOTHOUSE AS PART OF CO-FOUNDERS PROGRAMME

1. About Catalyst Inc

Catalyst Inc is Northern Ireland's next generation science park. An independent, non-profit organisation, our vision for Northern Ireland is a community of innovators so powerful its people can change the world. Over 3,000 engineers, researchers, entrepreneurs and executives work on our campuses enabling us to invest the surplus generated from our property operations to provide the underwriting necessary for Connect, the community-led support ecosystem that supports over 500 entrepreneurs per year in Northern Ireland.

2. Summary and Background

Connect is a not-for-profit network of experienced entrepreneurs, business professionals and top research talent. We're dedicated to the creation and scaling of innovation companies in Northern Ireland by enabling our most experienced people to help our most promising.

We have made great progress since first launching a pilot of Connect in April 2008, but if we are to achieve our vision we have a couple of massive challenges ahead:

- we need to *stimulate* many, many more new ideas to come into the top of the funnel, for those ideas to become incredible products and for those products to be commercialised by incredible teams
- we need to help incredible teams who have developed brilliant products to *scale* into businesses supplying markets all over the world

3. Our need

We are design thinking converts. While we have successfully used design thinking to analyse the needs of entrepreneurs in Northern Ireland to design the services (programmes) that we provide, we recognise that we must also catalyse the practice of design thinking by entrepreneurs into product development in Northern Ireland to enable the creation of more products that people want. (Products include software as a service & other business models to monetise a product. Professional services excluded.)

To address this gap, we launched a new programme called Co-Founders in September 2017 with 9 teams made up of 21 candidates graduating successfully from the programme in December. Recruitment has now opened for the next cohort of the programme, due to start in March 2018. For more details on the programme, visit the [Co-Founders webpage](#) or contact the programme manager Sonya.Kerr@catalyst-inc.org. Before the candidates join the 10 week Core programme, they will be invited to a 1½ day Hothouse in February where they can meet other potential candidates and form teams.

We require a co-facilitator to help us plan the Hothouse and assist with the delivery of activities across the 1½ days to help individuals find the right people to form teams.

The aims of the Hothouse are:

- to put 50 to 60 exceptional individuals through a number of energetic challenges and activities over the 1½ days to allow them to form teams by identifying individuals they feel they could work with on existing or new product ideas.
- to ensure design thinking and life design is used within the challenges and activities used
- to provide individuals with insights on themselves to help them realise if they really want to become an entrepreneur.
- to be a competitive process where the 50 to 60 individuals are tested for team and problem fit so that only the strongest teams get through to the CORE phase of the Co-Founders programme. Some candidates will not get through the process.

4. Deliverables

- To work together with the Co-Founders programme manager to design and plan the format and content of the Hothouse to achieve the aims outlined above
- Together with the Co-Founders programme manager, deliver the approved Hothouse programme on Friday 23rd (5.30pm to 10pm) and Saturday 24th February (9am to 5pm).
- Hothouse programme to include the delivery of a short introduction to design thinking and an activity relevant to team formation and product/service development.
- To help design the Hothouse programme evaluation approach and participate in a review post the delivery of the Hothouse

5. Essential Criteria

- At least 5 years relevant experience in learning and development and team formation.
- The use of design thinking for learning and development, specifically referencable experience with the “designing your life” application of design thinking.
- Evidence of working with commercial enterprises or companies, ideally SMEs or start-ups within the innovation sector – technology, science or engineering.
- Experience of delivering learning and development programmes with innovative practices and activities and evidence of delivering learning outcomes .

Desirable Criteria

- Experience of delivering similar hothouse type activities

6. Judging Criteria

Proposals will be assessed against the following criteria:

- Evidence of how you meet the essential criteria
- Cost of assignment

7. Project Timeline

Please submit your proposal to Sonya.Kerr@catalyst-inc.org by **9am on Monday 29th**

January 2018

December 2017 – cofounder recruitment started

February 2018 – Hothouse Friday 23rd and Saturday 24th

March 2018 – Co-Founders programme to start on Monday 12th March