



## 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 600 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 are launching a new programme called Co-Founders, due to launch in Autumn 2017. For more details on the programme, please contact [Sonya.Kerr@catalyst-inc.org](mailto:Sonya.Kerr@catalyst-inc.org). Before the candidates join the 10 week programme, they will be invited to a 1½ day Hothouse in September 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 40 exceptional individuals through a number of activities over the 1½ days to allow them to form teams by identifying those candidates who would best meet their needs and have a fit with their product idea.

- to use design thinking and life design as part of an activity to help them form teams and give candidates an insight on themselves to help them realise if they really want to become an entrepreneur.
- to be a competitive process where the 40 individuals are tested for team and problem fit so that only the 10 strongest teams get through to the Co-Founders programme. Some candidates will not get through the process.

#### **4. Deliverables**

- To aid the Programme Manager to deliver a hothouse with associated activities on Friday 15<sup>th</sup> (5.30pm to 10pm) and Saturday 16<sup>th</sup> September (9am to 5pm).
- Some planning beforehand to agreed schedule and activities.
- Identification of a suitable psychometric profiling tool to aid with team formation.
- Delivery of a short introduction to design thinking and an activity relevant to team formation and product/service development.

#### **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 .
- Experience of using psychometric profiling tools.

#### **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](mailto:Sonya.Kerr@catalyst-inc.org) by **9am on Monday 14<sup>th</sup> August 2017**.

**August 2017** – cofounder recruitment to begin

**September 2017** – Hothouse Friday 15<sup>th</sup> and Saturday 16<sup>th</sup>

**October 2017**– Co-Founders programme to start