**Call for Expression of Interest (EoI)**

**Product and process development incubation support to Small, Medium and Micro-sized Enterprises (SMMEs) with a focus on Devil’s claw (*Harpgophytum procumbens*); Wild/African ginger (*Siphonochilus aethiopicus*);** **Black pelargonium (*Pelargonium sidoides*)and Sutherlandia/ Cancer bush (*Lessertia frutescens*).**

**1. Invitation**

The BIDC is a CSIR (www.csir.co.za) initiative, in partnership with the Department of Science and Innovation (DSI) and BioPark @ Gauteng (The Innovation Hub) would like to support Small, Medium and Micro-sized Enterprises (SMMEs) in the bio-manufacturing sector, with the aim of creating or expanding bio-manufacturing activity and associated job creation. CSIR and BioPark will partner to deliver a full package to SMMEs, as part of the mentorship programme, i.e. product development, product packaging, branding, business skills transfer, business mentorship and access to markets.

The current EoI call is targeted at entrepreneurs and SMMEs interested in developing products in the agro-processing sector, with a specific focus on value addition to the following four plants: Devil’s claw (*Harpgophytum procumbens)*; Wild/African ginger (*Siphonochilus aethiopicus*); Black pelargonium (*Pelargonium sidoides)* and Sutherlandia/Cancer bush (*Lessertia frutescens)\**. This will include the formulation of ingredients from these plants and formulation of food products, nutraceuticals, cosmetics, plant material testing etc.

*\*As per the South African National Biodiversity Institute (SANBI)*

**Requirements:**

* Company must be registered with the CIPC.
* Black-owned SMME’s: The profile of SMME must be defined, i.e. race, gender, geography, skills levels, existing capabilities, etc. Preference will be given to youth and women.

**The following will not be covered under this call for funding:**

* Requests for infrastructure or land purchases, equipment
* Requests for start-up costs
* Request for operational costs (salaries, rent, telephony etc.)
* Requests to establish farming of the plants (primary agriculture)
* Business plan writing, sales and distribution of products, marketing activities
* Efficacy trials, pre-clinical or clinical animal/human trials
* Contract manufacturing at commercial scale
* Certification of products/ accreditation of facilities

**Disqualification criteria:**

* EoI’s received from the CSIR or related CSIR entities or any CSIR staff will **NOT** be considered.
* Applications by individuals without registered companies
* Applications filled in by hand

1. **The CSIR Biomanufacturing Industry Development Centre (BIDC) and the BioPark@ Gauteng will provide the following offerings:**

**BIDC**: The facility on the CSIR campus offers agro processing development infrastructure from laboratory to pilot scale as well as the necessary downstream processing, formulation and analytical support for process development. Below are some of the key offerings of the CSIR BIDC:

* Biomanufacturing infrastructure and skilled human resource support (scientists, technologists, process engineers)
* Technical incubation support
* Bio-based product development, formulation, and labelling/ packaging
* Mentoring and training in manufacturing skills.

**BioPark @Gauteng:**

* Business skills transfer
* Business mentorship
* Access to markets

1. **Submission requirements**

To apply, please complete the attached EoI form and e-mail the PDF versions of completed forms to: [bidc@csir.co.za](mailto:bidc@csir.co.za)

Required documents to be attached to the EoI for inclusion in the application process (**if not included the applications will not be considered):**

* CIPC registration;
* BBEEE certificate or affidavit;
* Valid Tax clearance certificate;
* CV of applicant and short resumé of team members

**Closing date for applications: 31st of March 2020, no late submissions will be considered.**

For more information please contact the BIDC:

E-mail: [bidc@csir.co.za](mailto:bidc@csir.co.za); Tel: +27 12 841 4634 **Terms and conditions apply.**

***Successful applicants may be invited for a more detailed pitching interview***

**Closing date for applications: 31st March 2020**

**Please e-mail *PDF versions* of completed submission forms to:** [**bidc@csir.co.za**](mailto:bidc@csir.co.za)

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Enterprise name** |  | | | | | | | | | | | | | |
| **CIPC registration number** |  | | | | | | | | | | | | | |
| **Contact person(s):** |  | | | | | | | | | | | | | |
| **Contact details** | **E-mail:**  **Tel:**  **Cell:**  **Physical Address:**  **Postal Address:** | | | | | | | | | | | | | |
| **Directors/members** |  | | | | | | | | | | | | | |
| **Ownership Demographics** |  | **Demographic** | | | | | | | **Gender** | | | | | |
|  | **Black** | | | **White** | | | | **Male** | | | | **Female** | |
| **Years in business** |  | | | | | | | | | | | | | |
| **Annual Revenue (if any)** |  | | | | | | | | | | | | | |
| **Number of current employees** | **Permanent:** | | |  | | | | | | **Temporary:** | |  | | |
| **Applicable agromanufacturing sector:**  e.g. food, beverages etc., industrial (e.g. chemicals), cosmetic, animal feed etc. |  | | | | | | | | | | | | | |
| **BBEEE status level** |  | | | | | | | | | | | | | |
| 1. **Support requirement:**   *Specify what type of support is required* | | | | | | | | | | | | | | |
|  | | | | | | | | | | | | | | |
| 1. **Specify which plant there is interest in and describe the product and its requirements (indicate with an X)** | | | | | | | | | | | | | | |
| ***Harpgophytum procumbens***  **(Devil’s claw)** | | | ***Siphonochilus aethiopicus***  **(Wild/African ginger)** | | | | ***Pelargonium***  ***sidoides***  **(Black pelargonium)** | | | | ***Lessertia***  ***frutescens***  **(Sutherlandia/ Cancer bush)** | | |
|  | | |  | | | |  | | | |  | | |
| **Product description:**  **Product requirements in the market:**  **Description of what makes this product different to other products on the market?** | | | | | | | | | | | | | | |
| 1. **Description of your core business and whether you are currently manufacturing and/or selling products as well as your current turnover** | | | | | | | | | | | | | | |
| **Core Business:**  **Current status of manufacture and scale at which manufacturing:**  **Current turnover:** | | | | | | | | | | | | | | |
| 1. **Description of the market need addressed by your product/processes and the potential market size (try and be as specific as possible)** | | | | | | | | | | | | | | |
| **Market Need:**  **Who is your target market?**  **Market Size:**  **Access to market:**  *How do you plan to access the market (online sales, agent based sales, retail)?*  *Are routes to market in place?* | | | | | | | | | | | | | | |
| 1. **Description of the product(s) you wish to manufacture and what differentiates them from competitor products** | | | | | | | | | | | | | | |
| **Product description:**  **Description of what makes this product different to other products on the market?** | | | | | | | | | | | | | | |
| 1. **Description of the technology and scale at which you plan to manufacture the product** | | | | | | | | | | | | | | |
|  | | | | | | | | | | | | | | |
| 1. **What is the expected time to market?** | | | | | | | | | | | | | | |
| **Expected time to develop prototype?**  **Expected time to have products on the shelf?** | | | | | | | | | | | | | | |
| 1. **Please indicate the potential social and economic impact of the proposed business, specify planned revenue over 5 years.** | | | | | | | | | | | | | | |
|  | | | | | | | | | | | | | | |
| 1. **Please indicate how the selected plant species will be sustainably sourced?** | | | | | | | | | | | | | | |
|  | | | | | | | | | | | | | | |
| 1. **Please indicate job creation potential of your business:** | | | | | | | | | | | | | | |
| **Type of job** | | | | | | **Number** | | **By when** | | | | | | |
| ***Existing permanent jobs*** (permanent jobs currently in the enterprise. | | | | | |  | | Currently employed | | | | | | |
| ***Direct permanent jobs*** (permanent jobs to be created in the enterprise) | | | | | |  | |  | | | | | | |
| ***Direct temporary jobs*** (temporary jobs to be created in the enterprise) | | | | | |  | |  | | | | | | |
| ***Indirect permanent jobs*** (permanent jobs to be created in the value chain, i.e. supply distribution, maintenance, packaging etc.) | | | | | |  | |  | | | | | | |
| ***Indirect temporary jobs*** (temporary jobs to be created in the value chain, i.e. supply distribution, maintenance, packaging etc.) | | | | | |  | |  | | | | | | |
| ***Other jobs to be created*** (specify) | | | | | |  | |  | | | | | | |
| 1. **Please list all sources of funding received to date.** (E.g. TIA, IDC, Government, venture capital) | | | | | | | | | | | | | | |
| **Are you currently incubated/supported by any other incubator, enterprise supply chain development programme etc.?**  **Please describe the support received from the above programmes and outputs generated as a result of the support:** | | | | | | | | | | | | | | |

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| 1. **Team composition (both business/technical management, if not identified, proposed):**   *List your team: What is the team’s background, expertise & experience (business & technical)* | | | | |
| **Name** | **Highest academic qualification** | **Position in proposed entity** | **Previous business management/technical positions/experience** | **Previous experience in proposed business area** |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |

**Please attach short resumes (1/2 a page each) of key personnel in your enterprise**