

**Industry Research Measure
Shipping & Maritime Transport Research Programme**

**Invitation to Tender:
*An Assessment of Research Capabilities and Development
of a National Research Agenda in the Area of Maritime
Economics and Transport***

(Tender Ref: MI07/SC/NDP/001)

August 2007

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1 Introduction

The Marine Institute, a semi-State body, wishes to invite tenders for the provision of professional services for the development of a research agenda in the area of maritime economics and transport

The **Marine Institute**¹ is the lead implementing agency for *Sea Change – A Marine Knowledge, Research and Innovation Strategy for Ireland 2007- 2013*², which presents a national agenda, comprising science, research, innovation and management, aimed at developing and transforming the Irish maritime economy. The Strategy is being implemented via three Research Measures (Industry, Discovery and Policy Support) and two Supporting Programmes (Innovation and Infrastructure).

The **Irish Maritime Development Office** (IMDO) of the Marine Institute is Ireland's first dedicated development, promotional and marketing agency for the shipping services sector. It promotes and develops growth in the Irish Shipping industry, and promotes inward investment in marine related service sector operations attracting key players in International Shipping and ancillary services to Ireland.

1.1 NDP Marine Sub-Programme 2007-2013

The Marine Research Sub-Programme is one of eight sub-programmes within the Science, Technology and Innovation (STI) Programme of the National Development Plan 2007–2013³. Under this Sub-Programme, some €141 million has been targeted towards meeting the objectives of *Sea Change: A Marine Knowledge, Research and Innovation Strategy for Ireland (2007-2013)*⁴, namely to:

1. Assist the existing, and largely indigenous, marine sub-sectors to improve their overall competitiveness and engage in activity that adds value to their outputs by utilising knowledge and technology arising from research in the natural sciences, engineering and commerce.
2. Build new research capacity and capability and utilise fundamental knowledge and technology to create new marine-related commercial opportunities and companies.
3. Contribute to the achievement of key national objectives in transport, energy, environment and health.
4. Inform public policy, governance and regulation of the sector and support the delivery of more innovative, customer-driven public services by applying the knowledge derived from marine research and monitoring.
5. Increase the marine sector's competitiveness and stimulate the commercialization of the marine resource in a manner that ensures its sustainability and protects marine biodiversity and ecosystems.
6. Strengthen the economic, social and cultural base of regional communities that depend on the marine resource.

As the lead implementing agency for *Sea Change*, the Marine Institute (led by Strategic Planning & Development Services - SPDS) is charged with managing the NDP Marine Research Sub-Programme. From time to time, the Marine Institute may partner with other agencies to co-fund research. The Marine Research Sub-Programme will be implemented via three Research Measures and two Supporting Programmes:

Industry Research Measure—designed to address issues or opportunities faced by industry, to integrate the existing research base with market and commercial opportunities and to focus on research that will deliver sustainable growth and environmental benefits to industry.

¹ www.marine.ie

² www.marine.ie/seachange

³ <http://www.ndp.ie>

⁴ <http://www.marine.ie/SeaChange>

Discovery Research Measure—aimed at pursuing long-term development of new research and economic opportunities associated with bio-pharmaceuticals, industrial chemicals, diagnostics and environmental technologies, marine functional foods, renewable ocean energy and rapid climate change.

Policy Support Research Measure—seeks to provide guidance and support for the determination of public policy relating to the marine sector.

Infrastructure Supporting Programme—an investment programme to deliver essential infrastructure that will enable marine related research and innovation.

Innovation Supporting Programme—targeted specifically at improving R&D management, commercialisation and research dissemination activities.

This tender is part of the Industry Research Measure – Shipping and Maritime Transport Research Programme.

2 Scope of Tender

This is an Open Invitation to Tender with any suitably qualified and experienced expert or, team of experts invited to respond. The following sets out the scope of work and key tasks to be undertaken during this study.

Scope of Work / Key Tasks

The successful candidate(s) will be expected to undertake the following key tasks:

Identify Research Opportunities

- Undertake a detailed assessment of the research capabilities and priorities with all the transport and transport economics focused third-level institutions in Ireland;
- Develop national research priorities through the identification of research topics for the maritime sector; and
- Analyse current and previous research in the transport or logistic fields that could be expanded or used as a basis for maritime transport-logistics research programme.

Co-ordinating the development of a National Research Agenda

- Build a third-level collaborative maritime transport research network group during the initial research developmental phase;
- Co-ordinate output from research network group to develop a national research agenda and priorities for third-level research;
- Identify current research priorities such as those set out by the Waterborne Technology Platform, and apply them to an Irish maritime research agenda;
- Organise a series of roundtables and at least one workshop incorporating overseas institutions by project end; and
- Where necessary identify and liaise with private sector interests that could provide useful synergies for third-level programmes.

Identify synergies and opportunities with overseas partners

- Identify possible expansion of the national research projects to incorporate a European Dimension in order to identify FP7 projects/partnerships;
- Identify FP7 project research areas that Irish third-level institutions could apply for joint or co-funding for Sea Change projects; and
- Identify overseas institutions that could partner Irish projects.

Deliverables

The main deliverable for this contract will involve the submission of a final report to the Marine Institute. The report should include:

1. A clear description of the relevant research capacity and expertise that exists in the Irish third-level sector in the area transport;
2. Evaluation of the research priorities and innovation in light of industry requirements;
3. An analysis of the key gaps that arise with respect to the ability of the research community to address the priorities identified; and
4. The identification of key stakeholders in the area of maritime research and key partnerships with overseas institutions for expansion of maritime research projects.

Specific requirements/timeframe:

- The successful tenderer will be required to work 3 days per week, commencing no later than 1st October 2007, over a 3 month period.
- The successful tenderer will be required to be based in the IMDO's Office in Harcourt Street, Dublin and will report to both the IMDO and SPDS team.

3 Submission of Tenders

Tenders are required to submit written tenders for the provision of consultancy services. Tender documentation (exclusive of CV's) should not exceed 20 pages and should include all of the following:

- Tendering Expert / Company Details.
- Summary of the tenderer's understanding of the scope of the assignment and relevant issues.
- Details of the background and expertise of the proposed expert(s) including the track record of the expert(s) in carrying out work of a similar nature (details of similar assignments including references).
- Experience and familiarity with the third-level sector / research community⁵ in Ireland.
- CV of the relevant expert(s).
- A clear indication of availability during the timeframe for the provision of this service, including availability to commence the contract.
- Total contract price inclusive of any T&S expenses incurred. VAT and any other costs, taxes, duties should be shown separately.

Tenderers should supply three hard copies (one unbound) and one electronic copy provided on CD / disk of their tender documentation

Further details are provided in Section 9: Closing date for Tender Responses.

4 Evaluation of Tenders

Tenders will be evaluated on the basis of the proven competency of the expert, and value for money. Proposals should therefore include sufficient information to permit the Marine Institute to evaluate the competency of the expert(s) that the tendering body is putting forward for the assignment.

The contract will be awarded on the basis of the most economically advantageous tender applying the following criteria:

1. Price (20 points)
2. Understanding of scope of the assignment and relevant issues (25 points)
3. Track Record of the expert in carrying out work of a similar nature (30).
4. Experience and familiarity with the third-level sector / research community in Ireland (25).

Respondents may be requested to attend an interview.

5 Tender Terms

- The Marine Institute reserves the right not to award the contract to any tendering organisation or individual
- Applicants must obtain for themselves, at their own expense, all information necessary for the preparation and completion of the tender.
- The Marine Institute reserves the right to tender again or to terminate the contract at any stage on payment of reasonable and agreed costs accrued to the date of termination. The Marine Institute will not be liable for the full cost.
- It will be a condition for the award with this tender that the successful candidates be able to produce promptly a tax clearance certificate and proof of insurance. Payment of fees will be subject to withholding tax as laid down by the Revenue Commissioners.

6 Requests for additional information

Requests for additional information or clarification of items within this document must be made in writing to the following email address tenders@marine.ie or alternatively by registering your interest on the www.etenders.gov.ie website.

Within 48 hours of a request for clarification or additional information being received, a confirmation of receipt of the query shall be sent. If clarification is not received within this time, the sender should assume that the Marine Institute has not received it.

Queries relating to emails which have not been received, should be made via Laura Sexton on 091 387200.

A document containing the replies to any requests for clarification or additional information (including all previous requests) shall be circulated to all parties that have expressed an interest in the tender.

Requests for information made by telephone or to any other email address shall not be responded to.

7 Expressions of Interest

All parties that wish to be kept informed of any clarifications and/or additional information regarding the tender should register their interest by sending an email to tenders@marine.ie or alternatively via the www.etenders.gov.ie website.

Confirmation of the addition of your email address to this distribution list shall be sent within 2 working days. If this is not received, the sender should assume that the Marine Institute has not received the expression of interest.

8 Freedom of Information

Please note that any information submitted as part of a tender may be subject to the Freedom of Information Act, 1997. Information supplied to the Marine Institute may be disclosed in response to a request under the Freedom of Information Act, 1997 and Freedom of Information (Amendment) Act, 2003. It is the responsibility of the applicant to indicate at the time of making an application which information should not be disclosed and the reasons for non-disclosure. The Marine Institute will consult with applicants about this information before making a decision on any Freedom of Information.

9 Closing Date for Tender Responses

All tenders **must:**

- be received prior to **12pm on Friday 14th September 2007**
- be sent via registered post or courier, to the address below
- include three hard copies (one unbound) and one electronic copy provided on CD / disk

**Non conformance with these requirements will result in disqualification.
Late, faxed or emailed tenders will not be accepted.**

All tenders should be addressed to:

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(Tender Ref: MI07/SC/NDP/001)
Sea Change Management Unit
Marine Institute
Rinville
Oranmore
Co. Galway**



Marine Institute
Foras na Mara