ScanBalt Match Making Tool "Match Now"!

Date: 5 March 2019

Intro:
Match Now! is intended to be the online match making assistant for ScanBalt BioRegion meaning health and life sciences/business in the Nordic and Baltic countries, Netherlands, Poland, Northern Germany and Northwestern Russia.

Match Now! shall:

- Promote B2B and public-private collaboration in ScanBalt BioRegion
- Promote project specific contacts
- Serve as a marketing tool/create visibility
- Facilitate and automatize parts of the secretariat work.
- Ensure a smooth process flow of the above
- Provide statistics on the process flow

1. Desired key features

1.1 Taking contact

If you would like to get into contact with businesses, R & D partners and others in the Baltic Sea Region please:

- Indicate if you are a company, investor, hospital, tech transfer office, living lab, researcher/research institution, public authority, cluster organization, other (TICK a box)
- Indicate the country you are located in (drop down box – all countries globally)
- Choose the country and (optional) the region or city where you would like to match make (only regions and cities where there are own "handling agents" should appear) (TICK a box, multiple choices possible)
- Optional: Choose a project with which you would like to match make (600 characters description of each ongoing project will appear)
- Choose the target group with whom you would like to make contact: Company, investor, hospital, living lab, tech transfer office, research institution, public authority, cluster organization, other (text box, max 600 characters) (TICK a box, multiple choice possible)
- Choose the topic within which you would like to match make (TICK a box, multiple choices possible)

    Blue Biotech
    CleanTech
    Clinical or pre-clinical research
    Diagnostics & Bio analytics
    Drug development & delivery
    EU project partnering
    FoodTech
    GMP manufacturing

Green biotech
Health care logistics
Health IT
Human resources
Lab equipment's and agents
Legal services
MedTech
Patent & IP services
Patient care
WelfareTech
Other (text box, please describe, max 600 characters)

A short message should then automatically be forwarded to the national or regional (where available) "handling agents".

1.2 Handling and process control

- Members of ScanBalt act as national and regional handling agents upon expression of interest
- More than one handling agent shall be possible for each country/region with assigned topics they cover – so they only receives mails when these topics are ticked by sender (e.g. if they have indicated they covers medtech & welfaretech they only receive messages where these are ticked as topics by the sender)
- ScanBalt approve and install handling agents in the system
- The national and regional "handling agent" automatically receives the message from the potential client with contact info
- Automatic feed back to ScanBalt indicates open messages which are not answered – e.g. once per week (so first reply needs to be "inside" the system in order to check on the process flow)
- Automatic feed back to ScanBalt indicates when a message has been answered
- Automatic monthly statistics to account holder (ScanBalt) on:

  Number of contact messages per month divided into:

  o Chosen regions
  o Chosen target groups
  o Chosen topics

2. Technical demands and design

2.1 Platforms and integration with www.scanbalt.org

The tool shall function on all platforms PC, laptop, tablet, mobile etc.

The web of ScanBalt www.scanbalt.org runs on a word press platform.

The match making tool shall appear as integrated with the platform but if no tools are available in word press to handle the tool there can be a landing page on www.scanbalt.org which links back to the tool.

2.2 Match Now! maintenance

The tool shall be run in a system where update and maintenance easily can be handled by the staff in ScanBalt fmba without need for specific training.

Therefore the system has to be intuitively easy to use.

2.3 Design and language

The design should be in line with the overall design for www.scanbalt.org.

The tool shall be possible to use for people with visual impairment.

The design shall give an overall impression of "high tech", "business", "research", "efficiency".

The language is English.

3. Selections criteria

The contract to develop Match Now! will be given to a provider which can:

- Fulfill all above described features
- Demonstrate solid references from previous projects
- Include an endorsement letter from a member of ScanBalt
- Have a functioning web address
- Demonstrate the most competitive price

The provider can be located anywhere globally.

4. Deadlines and contact

Offers should be received at pf@scanbalt.org latest 30. April 2019, max 3 pages.

Decision will be made latest 30. May 2019.

The tool shall be delivered in its final version latest 30. September 2019.

5. Payments

Up to 1/3 of the contracted sum will be paid upon signing of the contract

Up to 1/3 of the contracted sum will be paid upon delivery of a functional beta-version

Final payment will be effected upon final delivery.