

– Call for tender –

Requirements specification for “Consulting for Investment Services”

Call for tender reference: 21-ADMIN-CS-372

I. Introduction

a) What is Gazelle Accelerator?

Gazelle Accelerator is a project co-funded by the EIT Manufacturing which aims to support existing technology-based companies, SMEs, start-ups and scale-ups, by accelerating their international business and innovation capacities. Gazelle Accelerator accelerates existing SMEs and start-ups focusing on specific industry challenges by refining their pitches and business plans, to succeed in front of potential clients and investors to create collaborations and business opportunities.

b) What is OROK?

Orok is a start-up founded in 2018, already employing 99 persons and located in Bourguin-Jallieu (France). Orok has the vision that airports will be fully automatized in upcoming years, so that planes can land and takeoff with no human on ground. Orok is developing a complete solution for baggage/cargo handling automation airside (from the building to the aircraft) including an artificial intelligence on a server to drive a fleet of autonomous vehicles. Their solution is between AGVs who exist in warehouses for decades and autonomous vehicles and allows better working conditions, reduces accidents and improves reliability, along with reducing carbon footprint.

Pitch: [3rd Gazelle Accelerator Programme Event on Vimeo](#) at 1:51:00

Website: [OROK - Airport Robotics](#)

LinkedIn: [OROK - Airport Robotics : Présentation | LinkedIn](#)

c) About Aerospace Valley

Aerospace Valley is the first world competitiveness cluster for the aerospace sector, serving three strategic industries - Aeronautics, Space and Drones – and covering the Occitanie and Nouvelle-Aquitaine regions.

With its Ecosystems of Excellence – Embedded and Communicating Systems; Structures, Materials and Processes; Propulsion and Embedded Energy; Economy of Data and Artificial Intelligence; Solutions for the Industry of the future – Aerospace Valley drives a supportive, competitive and attractive community aimed at fostering innovation in order to serve growth.

Ranking in the top 3 world competitiveness clusters for the performance of its cooperative R&T projects (among which 619 have already been funded), Aerospace Valley is in charge of animating a dynamic network of international reputation, composed of 825 members (industries, research labs, training centers, universities and high schools, local authorities, structures for economic development) including 562 SMEs.

II. Context of the call

This document represents the specification requirements for a consultation to select a potential company or consultant expert in **finding Investors in Hard Tech / Hardware start-ups mainly in the EU (except France) or possibility also in the US**. The aim is to find investors in the EU or US for Orok specialized in investing in **Hard Tech start-ups**.

III. Description of the expected services

a) Methodology

In collaboration with Aerospace Valley the company will have the following missions:

- Meet Orok to understand their needs,
- Select at least 5 investors:
 - Located in the EU (not France) or US,
 - Specialized in the Hard Tech/Hardware,
 - Able to invest in start-ups with a TRL 6,
 - Able to invest at least 1 000 000€,
- Organize meetings to put in relation the selected investors and Orok,
- Organize debriefing sessions with the investors to gather their feedbacks on Orok,
- Deliver feedbacks to Orok about their meetings with investors.

b) The application

The application must at least contain:

- The resume of the consultant or presentation of the company,
- Examples of successful investments sourcing or fundraising for start-ups,
- Quotation for the execution of the missions described above.

c) Planning

The call for tender is opened from Tuesday 10/08/2021 to Monday 30/08/2021 at 6pm (CET).

The selection will be done from Tuesday 31/08/2021 to Friday 03/09/2021.

The work of the company will start on Monday 06/09/2021 and will run until Friday 29/10/2021.

The deadline for the proposal submission is the 30th of August 2021 at 6pm CET.

The selection of the consultant will be completed on the 3rd of September 2021.

The proposition and price quotation will have to be sent per e-mail at the following e-mail address: contact@aerospace-valley.com. A receipt confirmation will be sent to you to confirm the reception of your proposal.

By no means Aerospace Valley has the obligation to hire a company after this consultation.

Contact Aerospace Valley for this call of tender

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