

– Call for tender –

## Requirements specification for “Consulting for Investment Services”

Call for tender reference: 21-ADMIN-CS-371

### 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) Who is UWINLOC?

UWINLOC is a start-up founded in 2015 and located in Toulouse (France) which offers battery-less solutions to reliably track millions of assets in industrial environments.

UWINLOC offers the first global indoor location solution that sets itself apart from existing technologies, that is deployable at scale, offering identification & location at a cost comparable to RFID. The UWINLOC innovation connects tags, beacons, a server and visualisation softwares. With its simple installation and ability to track large volumes of all types of assets, the system provides a key solution to creating added value across all industries.

UWINLOC’s innovation is delivered by a multicultural team of 18 persons gathering 15 nationalities with expertise in engineering, business development, legal and intellectual property. They are professionals, tech enthusiasts, and go-getters who believe in excellence, fun, and human values. They bring together their passion and talent to achieve a single goal: **integrated IoT technology for smart and efficient asset management.**

**Pitch:** [3rd Gazelle Accelerator Programme Event on Vimeo](#) at 1:22:40

**Website:** [UWINLOC | New Indoor Location System for assets tracking](#)

**LinkedIn:** [UWINLOC : Présentation | LinkedIn](#)

**Twitter:** @Uwinloc



### **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, 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 the UK**. The aim is to find investors in the UK for UWINLOC 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 UWINLOC to understand their needs,
- Select at least 10 investors aligned with UWINLOC's needs:
  - Located or affiliated in United Kingdom,
  - Specialized in the Hard Tech,
  - Able to invest in start-ups with a TRL6,
  - For 6 to 10 million £ of fundraising (Serie A prime),
- **Organize meetings to put in relation the selected investors with UWINLOC,**
- Organize debriefing sessions with the investors to gather their feedback on UWINLOC,
- Deliver feedback to UWINLOC 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 for start-ups in the UK,
- Quotation for the execution of the missions described above.



**gazelle  
accelerator**

**UWINLOC** 



### **c) Planning**

The call for tender is opened from Tuesday 10/08/2021 to Tuesday 24/08/2021 at 6pm (CET).

The selection will be done on Wednesday and Thursday the 25 and 26/08/2021.

The work of the company will start on Monday 30/08/2021 and will run until Friday the 29/10/2021.

**The deadline for the proposal submission is the 24th of August 2021 at 6pm (CET).**

The selection of the consultant will be completed on the 27<sup>th</sup> of August 2021.

The proposition and price quotation will have to be sent per e-mail at the following e-mail address: [contact@aerospace-valley.com](mailto: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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