

Executive Summary

CIUDAD DE LA SALUD ("CITY OF HEALTH") BIOINCUBATOR - CÁCERES

**ADVANCED TECHNOLOGY
INCUBATOR FOR
PROMOTING INNOVATIVE
AND/OR TECHNOLOGY-
BASED PROJECTS IN THE
HEALTH AND LIFE
SCIENCES SECTOR**

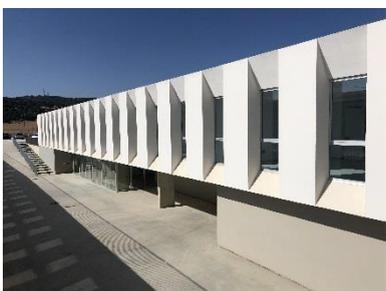
Creating Value in Extremadura

**AIMS TO CREATE VALUE FOR THE REGION BY
STIMULATING INVESTMENT AND COMMERCIAL
INITIATIVES BASED ON SCIENTIFIC AND
TECHNOLOGICAL KNOWLEDGE.**



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1. What is the Ciudad de la Salud ("City of Health") Bioincubator of Cáceres?



The Bioincubator is an initiative by the Department of Economy, Science, and Digital Agenda, which is managed through the General Secretariat of Science, Technology, Innovation, and University and through Extremadura Avante, S.L.U., to create, attract, and incubate businesses that are innovative and/or which have a technological base in the areas of biotechnology, biochemistry, molecular biology, and bioengineering related to the technology domains covered by Extremadura's Specialization Strategy (RIS3).

It is a project aimed at promoting the modernization of production through the promotion of innovative projects and the consolidation of regional companies with a technological base in the field of the life and health sciences, doing so within the strategic framework of Extremadura's specialized site, Ciudad de la Salud ("City of Health").

This project promotes the transfer of technology in the sector, likewise developing the available resources in the region in terms of infrastructure, financing, internationalization, R&D&i, networks, marketing, and promotion – all of which are tools and instruments belonging to Extremadura Avante and seeking to strengthen the specialization strategy and adapt policies to the demands of new business models and market opportunities.

The main objective of the Ciudad de la Salud ("City of Health") Bioincubator of Cáceres is to create added value for the region, stimulating investment and commercial initiatives for innovative companies based on knowledge.

The main axis is to promote innovative projects and to implement support services for the acceleration of businesses based on knowledge and/or businesses with scientific/technological needs and a spirit of entrepreneurship, the aim of which is to generate products, services, and/or value added processes in the field of health sciences.

This comprehensive cluster of resources offers businesses a service to help bring them together, the result of which aims to promote the level of competitiveness, to foster the transfer of technology, to contribute to development and business investment in R&D&i, to favor business cooperation, to promote talent recruitment, and to optimize the use of leading regional infrastructure and equipment – all in order to strengthen a sector that is strategic for Extremadura in terms of life and health sciences

by putting into place infrastructure with a high added value.

The overall surface area of the plot is 4,320.00 m², with a gross floor area of 1,200.00 m².

The Bioincubator consists of 6 fully equipped laboratory/office modules measuring 46 m² for biotechnology research companies, 6 fully equipped modules measuring 46 m² for biotechnology research companies, 3 workshops measuring 97.50 m², a multipurpose room (45.00 m²) for training and meetings, 4 offices measuring 10.00 m² for the development of biotechnological projects in a business environment, and other necessary spaces such as common areas, restrooms, break areas, stairs, general storage rooms and instrument storage rooms, installations, etc.



Illustration 3. Outside and inside of the Ciudad de la Salud y Innovación ("City of Health and Innovation") Bioincubator of Cáceres

2. Business Model

The successful bidder will be able to incubate selected projects in the field of Life and Health Sciences which require R&D&i during the validity period of the tender (4 years, able to be extended an additional 4 years).

The objective of this private/public tender is to promote the launch of innovative projects with a high added value which are in their development phases (TRL4-TRL9) in order for them to improve their products, processes, or services through specialized support services and financial support – doing so during the incubation period and until arrival to the market.

These projects will incubate their products, processes, and/or services in the facilities and will receive help through the combination of the private and public resources that the system has at the disposal of the companies. The successful bidder may establish participation agreements for the project when it reaches the final stage (market), being able to return the investment made in the incubation stage according to the agreements that both parties deem appropriate. The incubated projects may have the support of public resources in a complementary manner and may be submitted to any financing rounds deemed appropriate, with the support of the project manager or at the discretion of the project owners. Both parties may establish any agreements they deem appropriate. The successful bidder will be able to receive fees from the projects for the services offered during the projects' management. In order for this activity to be carried out, the successful bidder will assume an amount set in the tender as a fee for the use of the infrastructure, with said fee being paid to Extremadura Avante for coordinating the operation and monitoring of the tender procedure.

The return on investment is to be set in the forecast as income minus expenses, estimating an average minimum for fees and for the number of projects; however, this result may be increased by the capitalization of the incubation results upon their arrival to market (taking into account a realistic scenario with an estimate of success of around 33% for the projects - 3 out of 10 incubated projects will be successful), as it is difficult to set an estimate because everything will depend on the projects' success. The successful bidder will be the one to determine which projects they wish to incubate.

That is why we are geared towards management companies, corporations, multinationals, institutions, interest on active capital in startups, SMEs, technology-based companies, and companies whose purpose is to invest in the support and/or creation of a new product, service, and/or process in the life and health sciences sector, providing resources that are needed by the project, with a clear spirit of entrepreneurship and business structure.

The projects will have a main location, specialized services, and financial support through complementary resources that are both public and private in nature during the incubation phase and in their subsequent market launch.

Our collaboration will allow us to offer a range of public/private resources to guarantee the success rate of innovative processes and so that these projects can overcome the usual barriers more easily.

To accomplish all this, we offer:

- A specialized location in a leading environment.
- Specialized knowledge and follow-up.
- Technical and financial resources, as well as experience and contacts.
- Support from the government and complementary private agents.

3. Tender Procedure

The launch of the **Ciudad de la Salud ("City of Health) Bioincubator of Cáceres Project** will be undertaken through a tender process for the concession of public services for valuable consideration in accordance with the provisions of article 15 of Law 9/2017, dated 8 November, on Public Sector Contracts (LCSP 9/17).

The public services concession contract for the incubation of high-tech companies that promote innovative projects in the health and life sciences sector, awarded through an open tender process with several awarding criteria being of application, will be formalized between a third party –who will act as project manager and who, while meeting all the requirements set forth in the tender, will ensure: the identification of technologies with a high degree of potential, venture capital funds geared towards life and health sciences technologies, the ability to leverage the incubated projects, and practical experience in the entire spectrum of the life cycle of the incubated projects– and, as the contracting authority, Sociedad Gestora de Ciudad de la Salud y la Innovación S.A.U.

The public services concession contract will be awarded for an initial term of four years, and it may be renewed by the concessionaire and Sociedad Gestora de la Ciudad de la Salud y la Innovación, S.A.U. for a period of four more years under the conditions set forth in article 29.2 of LCSP 9/17.

The CSI 20 003 Tender Process File, *Contract for the Concession of Public Services for the Incubation of High-Tech companies that Promote Innovative Projects in the Health and Life Sciences Sector*, awarded through an open tender process with several awarding criteria being of application, will be published on the Public Sector Procurement Platform at the link: <http://contrataciondelestado.es/wps/portal/plataforma>.

The tender documents available in Spanish and English are the following:

- Report of need and contracting start authorization
- Contracting start decision
- Special administrative clauses document
- Technical requirements document
- Annex I. Summary table of contract characteristics
- Other Annexes: Annex II. Model of financial bid. Annex III. Statement of compliance with the legally established conditions for entering into contracts with governmental bodies / ESPD. Annex IV. Statement of validity of data on the official register of bidders of the Autonomous Community of Extremadura. Annex V. Form on commitment to assign sufficient means. Annex VI. Form on commitment to establish a temporary business union. Annex VII. Form on commitment to solvency through external means. Annex VIII. Sample personal data protection contract so that the successful bidder may act as data processor. Annex IX. Other criteria measurable automatically.

The time horizon for the tender process will be 60 days and the period will start from the date of publication on the Public Sector Procurement Platform. **This period will be between 30 November and 29 January 2020, (Deadline 23;59 hours).**

Link CSI 20 003 Tender Process File:

https://contrataciondelestado.es/wps/poc?uri=deeplink:detalle_licitacion&idEvl=PimTcUwns4Smq21uxhbaVQ%3D%3D

4. The Role of Extremadura Avante

La Sociedad Gestora de la Ciudad de la Salud y la Innovación, S.A.U. is a public company that is part of a group of companies with Extremadura Avante S.L.U. at the helm.

Extremadura Avante, S.L.U. guarantees, through the Ciudad de la Salud, the accompaniment of the incubated businesses, providing support in the areas of:

- Infrastructure.
- Internationalization.
- Institutional connections.
- Financial consolidation.
- Support in the recruitment of resources to boost R&D&i.
- Support in the search for trade agreements with strategic national and international partners.

Extremadura Avante, through La Sociedad Gestora de la Ciudad de la Salud y la Innovación S.A.U., will ensure compliance with the agreement reached with the company awarded the contract and may participate in a complementary manner through investment capital up to an amount no greater than 5% of the total investment of the project, or through loans that are repayable at set project stages. Therefore, the incubated companies must be established as companies of Extremadura, although their origin may be national or international.

Contact the Bioincubator Project

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