

BIOINNOVATE AFRICA PROGRAMME PHASE III

Terms of Reference (ToR)

for

An individual consultant to support BioInnovate Africa project teams to value and license their intellectual property products and services

1. Background

BioInnovate Africa is a regional science and innovation-driven bioeconomy initiative implemented by icipe with support from the Swedish International Development Cooperation Agency (Sida). BioInnovate Africa assists scientists to translate biobased research ideas and inventions into commercially viable products and services that address pressing socio-economic and environmental challenges in Eastern Africa. It operates in eight countries namely, Burundi, Democratic Republic of the Congo (DRC), Ethiopia, Kenya, Rwanda, South Sudan, Tanzania and Uganda. In BioInnovate Africa, scientists work collaboratively in a regional context, and involve multidisciplinary teams from academia, industry and government to co-create innovative biobased solutions that address the region's development priorities focusing on three thematic areas namely.

- i. Value addition to agroproduce
- ii. Agro/biowaste conversion
- iii. Biobased health products

BioInnovate Africa also facilitates development of policies and strategies that foster a sustainable bioeconomy in Africa. For more information, please visit the website at: www.bioinnovate-africa.org

Through BioInnovate Africa support, a range of innovative proprietary biobased products and services have been developed by partner institutions. The technologies are at varying stages of development and commercialisation with preliminary field trials, market assessments, business model validation and market testing with initial revenue generation already undertaken by the partners.

icipe/BioInnovate Africa seeks to recruit the services of an individual consultant to commercially assess, carry out a valuation of proprietary products and services and assist the BioInnovate Africa project teams to initiate licensing of the products and services, while safeguarding the interests of the innovators and their institutions.

2. Objective of the assignment

The main objective of the assignment is to:

- i. Conduct valuation of selected intellectual property/proprietary innovative biobased products and services ready to be licensed by BioInnovate Africa project implementing partners.

- ii. Develop tailored models for commercial licensing (also considering options such as contract manufacturing, among others) and negotiation strategies for their transfer or sale to private companies and investors.
- iii. Support the BioInnovate Africa project implementing partners to initiate licensing of the products and services.

3. Scope of the assignment

The assignment will be limited to:

- a. Four (4) innovation collaboration projects supported through BioInnovate Africa in Phase II and III with market-tested biobased products or services and having some form of registered intellectual property namely a patent, trademark, utility model, among others. Brief profiles of the projects are included in annex 1.
- b. Interactions with staff of the Programme Management Office (Secretariat) of *icipe*/BioInnovate Africa.

4. Deliverables

The consultant will be expected to deliver the following:

- i. **A consolidated inception report:** A report with a detailed methodology, workplan and approach to valuation and licensing strategy development. In addition, the report will give an overview of each selected proprietary technology, including legal status, ownership and stage/readiness for commercialisation.
- ii. **a. Individual valuation reports:** A report with detailed valuation for each selected proprietary technology, including methodologies, assumptions and sensitivity analysis. This will include among others, a way to incorporate the inventors' time for product development as part of the valuation.

b. A consolidated licensing and negotiation strategy report: A report with recommended licensing models and deal structures, customised negotiation strategies and any risks that may be associated with each licensure.
- iii. **Initiation of licensing report:** A report on the initiation of licensing of the products and services by the BioInnovate Africa implementing partners.
- iv. **A Final Report:** Integrating the discussions and recommendations of the PMO and Partner Institutions.

5. Timeline of assignment

The assignment will have a timeline of 3 months as follows:

	Deliverable	Timeline
1.	Inception report	2 weeks after contract signing
2.	Individual valuation reports & Licensing draft report	6 weeks after inception
3	Report of licensing support to the project implementing partners	12 weeks after inception
4.	A hybrid presentation of findings	14 weeks after inception
5.	A Final consolidated report	1 week post hybrid presentation

6. Required qualifications and experience

The consultant should:

- a. Have at least 5 years of proven experience in valuation of technologies and intellectual property assets.
- b. Have 5 years of demonstrable experience in establishing partnerships between technology-based startups, SMEs and knowledge-based environments (research institutions, public universities, innovation programs or technology transfer offices) to drive innovation in Africa.
- c. Have practical experience in licensing intellectual property, developing negotiation strategies and deal structuring.
- d. Have experience working with research institutions, public universities, innovation programs or technology transfer offices.
- e. Have demonstrated ability to advise on commercialisation frameworks especially for biobased or similar startups in Africa.
- f. Preferably be a registered patent agent and/or have familiarity with African innovation ecosystems as both added advantages.

Annex 1: List of projects with licensable products and services

	Project	Product or Service	Stage of commercialisation
1	Novel enzymes for processing hides and skins	Bacterial Enzyme (for leather)	Minimum Viable Product (MVP) & Market-tested

2	Nano encapsulated bromelain	Bromecure™	Minimum Viable Product (MVP) & Market-tested
3	Push-pull tsetse fly control	Tsetse repellent	Minimum Viable Product (MVP) & Market-tested
4	Tungiasis control	Jigger gel©	Minimum Viable Product