

Request for Expressions of Interest

Firm-Level International Business Development Supports

econext is seeking expressions of interest (EOI) from qualified consultants to provide firm-level international business development supports.

This support will involve:

- Gaining an understanding of the firm's current state of international business development activities
- Assisting the firm in prioritizing its international business development opportunities as they may relate to direct export, supply chain penetration, co-innovation, or partnerships
- Outlining next steps for the firm in pursuit of its international business development priorities, including the identification of relevant programming and partners

The objective of these international business developments supports is to provide objective third-party advice to firms to help position them for success following the economic disruptions caused by the COVID-19 pandemic. Firms engaged will have international business experience and have general export/internationalization strategies in place. The support from the consultant will be tactical as to help the firm tangibly advance their interests.

It is estimated that consultants would be expected to provide 20 hours of support per firm. Business development will focus on subjects related to sustainable development concepts like net zero, energy transition, renewable energy, circular economy, ESG, environmental characterization and monitoring, etc. as they pertain to key industries in Atlantic Canada. As such, a working knowledge and understanding of these subject matters is a requirement. Existing international contacts (situated in Northern European markets) related to these subject matters would be considered an asset.

EOIs should include the consultant's methodology and costs associated with providing this level of support on an individual firm basis.

All EOIs received will be considered strictly confidential. econext reserves the right to meet with all, or any, of the parties that express interest through this process. The submission of an EOI does not create a contractual obligation between econext and the proponent. econext is not obliged to a proponent in any manner until such time that a written contract is executed between econext and the proponent.

EOIs responses should be in DOC and/or PDF format, and sent to Abbie Hodder, econext's International Business Manager, via email at abbie@econext.ca no later than **October 28, 2021**. Questions from interested applicants can be directed to the same address.

EOIs Due: October 28, 2021