

REQUEST FOR PROPOSAL

DESAFIA NEW YORK

ICEX SPAIN TRADE AND INVESTMENT, E.P.E. (“**ICEX**”), in collaboration with the Economic and Commercial Office of the Embassy of Spain in New York (“**OFECOMES New York**”), is issuing this Request for Proposal to seek proposals from operators with proven previous track records managing landing pad programs for which experience in cybersecurity would be an asset.

DESAFIA NEW YORK

DESAFIA is a public initiative to help Spanish technology companies scale faster and globally. It is sponsored by ICEX (the Government of Spain’s agency for the internationalization of businesses); Red.es (the Government of Spain’s agency responsible for executing and deploying Spain’s Digital Agenda); and for this particular case, INCIBE (The Spanish National Cybersecurity Institute, aiming to build digital trust, enhance cybersecurity and resilience and contribute to the digital marketplace in a way that promotes the safe use of cyberspace in Spain).

This invitation to tender is published pursuant to the Agreement for the Management of DESAFIA NEW YORK Initiative, signed between ICEX, Red.es and INCIBE on July 28th 2023.

The Spanish companies participating in DESAFIA NEW YORK must have a product or service of high technological value, a sustainable business model and ideally, previous international experience; the program of immersion is aimed to Spanish cybersecurity scale-ups and SMEs with focus on the USA market. DESAFIA NEW YORK aims to introduce the participants to the USA’s tech ecosystem and/ or facilitate progress of those ones with previous contact with the ecosystem, so that they can benefit from lessons and networks that allow them to grow as successful entrepreneurs and SMEs, and to help them to make global connections.

DESAFIA NEW YORK focuses on the challenges that Spanish cybersecurity companies encounter to grow and become global. Spanish scale-ups and SMEs taking part in DESAFIA NEW YORK should have a product or service related to cybersecurity.

Twice in a period of 12 months ICEX/Red.es/INCIBE will invite a cohort of Spanish scale-ups and SMEs to participate in the immersion programs. C-Level officers and founders will participate in workshops, meetings and activities that not only inspire them but help them assess the strategic position of the company, plot improvements to ramp-up growth, define a roadmap based on strategic and tactical considerations, start working on it and having direct contact with potential clients in the USA or abroad.

OFECOMES New York, on behalf of ICEX, requests proposals for the provision of the service for the management of DESAFIA NEW YORK.

SCOPE OF WORKS

The objective of the contract is to develop and execute two immersion programs within a 12-month timeframe. Each program should have a minimum of 5 participants, with a total minimum of 10 participants across both programs.

Immersion programmes:

The participants in these programs will be founders and C-level executives of Spanish companies who exhibit significant potential to successfully penetrate the global market and drive transformative changes within their respective companies.

The selection of participants will be conducted by ICEX, Red.es, and INCIBE. The contract awardee will be expected to provide support throughout the selection process, which includes proposing evaluation criteria, analysing and prioritizing applications, conducting calls and interviews to assist candidates and lead them to complete their submissions and coordinating interviews with the shortlisted companies, among other related tasks.

Each immersion program will have a 5-week duration and will comprise a virtual part and an in-person part. The programs will commence after a kick-off meeting followed by a 3-week virtual program, that will be completed by a 2-week in-person program. Both segments of the immersion program will consist of group and individual sessions for the participating Spanish companies, as well as meetings with influential stakeholders within the New York/USA ecosystem, such as mentors, investors, entrepreneurs, advisors, potential clients, and more. At least 30% of the immersion program sessions will be 1:1 sessions dedicated to each participating company.

The program should encompass a wide range of activations, including workshops, mentoring programs, introductions to investors, corporates, and other ecosystem players, as well as the organization of demo days, among other activities.

There may be a break period between the virtual and the in-person parts of the immersion program. The possibility of having this break period is aimed at selecting the most suitable weeks to carry out the in-person part of each program. The days that this break period may last would not be counted in the total duration of the immersion program. In any case, the first immersion program may not extend beyond December 20, 2023

The virtual portion of the program will facilitate the training of both C-level officers/founders and other personnel within the participating companies, such as sales staff, R&D personnel, etc., whenever it is deemed appropriate. On the other hand, the in-person phase will provide an opportunity for the selected C-level officer and/or founder from each participating Spanish company to put into practice what has been learned during the virtual phase. Furthermore, the in-person component will include meetings with potential clients and/or investors, among other valuable aspects.

Bidders must inform in detail of the venues of reference for their proposed activities (New York and/or any other USA locations considered by the awardee).

In the event of border closures, the immersion programs will be conducted entirely online. If extended quarantines are required, ICEX will assess the situation and make a decision regarding whether to proceed with the immersion programs in person or virtually.

- **Marketing and communication plan.**

The awardee will be responsible for creating and implementing a dedicated website for DESAFIA NEW YORK, based on the technical guidelines provided by the ICEX team. The objective of this website will be to enhance the visibility of the program and foster valuable partnerships with stakeholders in the USA, showcasing the potential of the participants.

The awardee will create content for Programa Desafía's social media accounts, following technical instructions proposed by ICEX team.

Bidders are welcome to make detailed proposals on the services described above. Innovative suggestions adapted to the local environment will be very positively assessed by ICEX in the evaluation process. For more information on current DESAFIA programs in other locations visit the following websites.

- <https://www.sanfrancisco.desafia.gob.es/>
- <https://www.berlin.desafia.gob.es/>
- <https://www.telaviv.desafia.gob.es/>
- <https://www.london.desafia.gob.es/>

- **DESAFIA NEW YORK community and strategic alliances.**

In collaboration with ICEX, the awardee will build and maintain a network of strategic alliances, consisting of:

- Mentors in the USA that give support to DESAFIA participants for the duration of the program, with the possibility of extending their involvement further if they wish to.
- Alumni: we are seeking ways to strengthen the ties between alumni and expect the agency to offer proposals in this area.
- ICEX can propose and organise up to three community engagement events per year, either physical or online, that the awardee is expected to take part in.

- **Reporting.**

Preparation and delivery of, at least, the following reports (in English or Spanish):

- One technical report for each program/cohort. Each report must include feedback from participants via specific surveys.
- Final annual technical and economic report.

The immersion program reports will be delivered within a maximum of three weeks following the conclusion of each program. The final annual report will be delivered within a maximum of two (2) weeks after the delivery of the second immersion program report.

PLACE OF SUPPLY OF SERVICES

As mentioned earlier, the immersion program will consist of a 5-week acceleration program, starting with a 3-week virtual immersion and concluding with a 2-week in-person immersion.

The activities of the in-person part of the immersion programs in 2023 and 2024 will be developed in New York and/or in any other USA locations considered by the awardee, unless borders were closed for whatever reason, in which case ICEX will decide the course of action.

Each program will commence with a kick-off meeting in Spain that is expected to be presented by the Project Manager (see Team Requirements below), aimed at preparing and providing participating companies with a comprehensive overview of the activities to be undertaken both in the virtual and in-person parts of the program.

FINANCIAL PROPOSAL

The financial proposal must be in US dollars (USD) excluded taxes.

Maximum budget: 486.000 USD (243.000 USD per cohort/program). Taxes excluded.

The contract is expected to enter into force in October 2023 and will terminate in first semester 2024 (30th June 2024).

The **estimated value** (value of the main contract and its possible extension) of the contract will be 729.000 USD (seven hundred twenty-nine thousand US dollars), taxes excluded, according to the following:

- **Main contract** maximum budget: **486.000 USD** (2 programs/cohorts, to be carried out in second semester 2023 and first semester 2024).
- **Extension** maximum budget: **243.000 USD** (1 program/cohort, expected for second semester 2024. The contract will terminate in 31st December 2024).

Proposals exceeding the maximum available budget of 486.000 USD, excluding taxes, will not be considered.

ICEX is a Spanish institution based in Spain for all purposes.

The proposals should include a breakdown in which the price offered, and taxes must be clearly described and separated.

ICEX will evaluate the proposals on the basis of the offered prices, excluding taxes.

AWARD PROCEDURE

The bids will be assessed according to the following criteria:

CRITERIA	MAXIMUM POINTS
<u>Financial proposal</u>	
Bid price scoring will be assigned according to the following criteria (only for bids not considered disproportionate or anomalous):	20

<p>-The bidder with the lowest price will obtain the maximum score; the rest will be allocated points proportionally.</p>	
<p>Technical proposal</p> <p>The level of specialization of the provider in the cybersecurity sector must be clearly specified in the proposal as quantity and quality of former and current similar programs by the provider on cybersecurity will be valued. Maximum 5 points.</p> <p>The technical proposal provided will also be assessed as follows:</p> <ol style="list-style-type: none"> 1. Proposed immersion program (virtual and in-person), including, for example, workshops, demo day and/or visits. Degree of adequacy will be valued up to a maximum of 20 points. 2. Communication and marketing plan to specify those tasks of the scope of works. Degree of adequacy will be valued up to a maximum of 5 points. 3. Quantity and quality of strategic partnerships with international and USA stakeholders, particularly corporates and other counterparts increasing its investments and expenditures in cybersecurity that could commit to participate in this immersion program. Maximum 15 points. 4. The awardees will have the opportunity to present innovative solutions that are not covered in this RFP and could contribute to enhancing the success of the proposal. These added value innovative solutions should not involve any additional extra cost to ICEX and must be clearly specified in the proposal. Maximum 5 points. <p><i>(The proposals that do not receive at least 30 points in this section will be automatically excluded)</i></p>	<p>50</p>
<p>Team</p> <p>Beyond the minimum requirements (see below), the team members will be assessed as follows:</p> <p>Project manager (fully engaged with the project):</p> <ol style="list-style-type: none"> 1. Set-up of technology-based companies, either as an entrepreneur or as a member of the founder team. To be valued: number of companies established in USA. Maximum 3 points (no data will mean 0 points; 1 set up company will mean 1,5 points; 2 set up companies will mean 2,25 points, and more than 2 set up companies will mean 3 points). 	<p>30</p>

<p>2. Management of incubation and acceleration programs. To be valued: number of programs related to foreign startups entering in the US market. Maximum 13 points (no data will mean 0 points; 1 program will mean 6,5 points; 2 programs will mean 9,75 points; 3 programs or more will mean 13 points).</p> <p>4. Managing of direct or indirect investment fund operations for startups in different stages of growth: number, value, and relevance. Maximum 5 points.</p> <p>Program Manager:</p> <p>1. Coordination of innovation and incubation programs. To be valued: number of programs; focus on the USA; programs in international technology ecosystems. Maximum 4 points (no data will mean 0 points; 1 program will mean 2 points; 2 programs will mean 3 points; 3 programs or more will mean 4 points).</p> <p>2. Managing of direct or indirect investment fund operations for startups in different stages of growth: number, value and relevance. Maximum 3 points.</p> <p>Incorporating other members who specialize in administration, invoicing, and other supporting activities will enhance the value of the overall proposal. Maximum 2 points.</p>	
TOTAL	100

Responses, other than price (Technical proposal), will be scored as follows (please consider that if there is further explanation about the scoring for some of the criteria in the previous table it is totally coherent with the explanation in this table below):

0% of allocated points	Major Reservations/Constraints	<p>Technical proposal criteria: The response simply states that the bidder can meet some of the requirements set out but have not given information or detail on how they will do this.</p> <p>Team criteria: No significant improvements beyond the minimum requirements</p>
50% of allocated points	Compliant	<p>Technical proposal criteria: The bidder has provided some information about how they propose to meet most of the requirements. There is some doubt regarding their ability to consistently meet the full range of requirements.</p> <p>Team criteria: Medium level of the above indicators (number, quality, diversity, etc.).</p>

75% of allocated points	Fully Compliant	<p>Technical proposal criteria: The bidder has provided detailed information covering all elements, detailing how they propose to meet all the requirements. This gives full confidence in their ability to consistently meet the full range of our requirements.</p> <p>Team criteria: Significant level of the above indicators (number, quality, diversity, etc.).</p>
100% of allocated points	Exceeds Requirements	<p>Technical proposal criteria: The bidder meets the required standard in all respects and exceeds some or all the major requirements, which in turn leads to added value within the contract.</p> <p>Team criteria: Outstanding level of the above indicators (number, quality, diversity, etc.).</p>

Financial proposals will be evaluated to determine whether they can be considered disproportionate or anomalous.

Bids will be considered disproportionate or anomalous when:

- The financial proposal is 20% below the maximum budget; in case there are fewer than three bidders.
- The financial proposal is 20% under the arithmetic mean of the bids submitted; in case there are three or more bidders. Notwithstanding, the most expensive bid will be excluded, when calculating the arithmetic mean.

Whenever a bid is considered disproportionate or anomalous, the interested party will be requested to justify their proposal, its terms and conditions, within the 72 hours following its notification. Having received the plea or the aforesaid time limit having expired, OFECOMES NEW YORK and ICEX will decide, upon technical advice, if necessary, on considering the bid disproportionate or anomalous, excluding it accordingly.

The different bids will be compared on equal terms.

PROCUREMENT BOARD

Appointed members of the Procurement Board:

President	Elisa Carbonell	General Director of Internationalization
Substitute	Carmen García Cervigón	Deputy Director of the Infrastructure, Health and ICT Department
Member	José María Blasco	Director of Infrastructure, Health and ICT
Substitute	Diana Vázquez	Head of Infrastructure and Cities Department

Member	Javier Muñoz	Member of the Infrastructure, Health and ICT Department
Substitute	Teresa Plaza	Member of the Infrastructure, Health and ICT Department
Member	José Antonio Roselló	Head of the Investment Department. Spanish Economic & Commercial Office in New York
Substitute	Javier Alpuente	Head of Department. Spanish Economic & Commercial Office in New York
Secretary	Pedro Patiño	Deputy Director of Procurement
Substitute	Isabel Arias	Member of the Procurement Department

REQUIREMENTS

BIDDERS:

- **Bidders must have a strong and proven track record in providing similar services to foreign governments.** The technical solvency shall be demonstrated by submitting information about similar projects carried out since 2019 in the USA (or from the date of incorporation, if it is later).
- **Bidders must have some previous experience in the cybersecurity sector in the last three (3) years.**
- **Financial solvency:** All competing bidders will be required to provide a solvency report, including their financial accounts for the best of the last three accounting (3) years. The minimum annual total turnover requirement is an amount equivalent to 243.000 USD, in the best of the past three (3) accounting years (2022, 2021 and 2020).
- As the program will take place in the United States of America bidders **must be based in the USA** with the ability to execute programs.

TEAM:

- **Project Manager:** Minimum of five (5) years’ leading experience in accelerator and incubation programs, fundraising networks, and strategic partnerships in USA. Full English competence required; Spanish is desirable. He or she must be fully engaged with ICEX, with OFECOMES New York and with participant companies (the project manager must not be a mere supervisor). He/she should be able to travel to Spain to present the US cybertech ecosystem and showcase its potential. He or she will also be able to participate in up to three virtual events within the 12-month timeframe. He/she must travel to Spain for the following events: 2 times a year for the kick-off meeting of each immersion program and 1 time a year to participate in a key event in the cybersecurity sector held in Spain (e.g. Enise – held in October).
- **Program Manager:** Minimum of two (2) years’ leading experience in PR, accelerator and incubation programs and fundraising networks. Full English competence required; Spanish is desirable. Proactive and customer oriented. If, due to unforeseen circumstances, the Project Manager is unable to travel to Spain for any of the above-mentioned events, the Program Manager may substitute him/her. However, the absence of the Project Manager must be duly justified in advance.

- **Additional team members:** Additional team members will be assessed only if they meet the minimum two (2) years' proven track record in the tasks required.

Non-compliance with any of the requirements established in the present briefing will result in the disqualification of the bidder concerned.

It is expected that the key team members assigned to the project remain as part of the team for the duration of the contract.

In case of substitution of team members, fifteen (15) days in advance, the successful bidder will have to:

- Submit a change request explaining the reason for the change.
- Submit the curriculum vitae of the new team member, who should have at least the same qualifications and experience as the one to be replaced.
- Assume the costs of knowledge transfer and overlapping of both profiles.

The incorporation, substitution or dismissal of the persons designated by the contractor shall require coordination with ICEX. Any changes of key personnel could affect the potential renewal. The role of each team member assigned to the project shall be specified in the bid. In addition, their CV must be included in the proposal. The awardee must designate a primary contact person that is informed of all aspects of the program, including administrative matters, and has direct continuous communication with ICEX, represented by OFECOMES New York.

In order to ensure the bidder meets these requirements will introduce in Document 1 a declaration certifying the team has the minimum experience required.

PROPOSALS

Proposals must be detailed and must be divided into **3 separate documents** as follows:

DOCUMENT 1

- Brief introduction of the bidder's experience on previous similar projects. Special focus on cybersecurity initiatives.
- Financial accounts for the last three (3) tax years (2020-21, 2021-22, 2022-23).
- Responsible Declaration assuring the minimum team's requirements assigned to the project along with an indication of each person's role as indicated in ANNEX 3.

DOCUMENT 2

- Technical proposals including the Team CV's lead and role specifying the valuable Team requirements.

DOCUMENT 3

- Bid offer (in USD) for the main contract (two -2- immersion programs in New York and/or any other USA locations considered by the awardee).

- Financial proposal in USD. Provide a file following the template in ANNEX 4 with a detailed budget, with a breakdown of all costs.
- ICEX will evaluate tenders based on the prices quoted, excluding taxes. The tenders should include a breakdown in which the price quoted and taxes, if applicable, must be clearly separated.

The price contained in the economic offer shall not be included in Documents 1 or 2.

Proposals exceeding the maximum available budget of 486.000 USD, taxes excluded, will not be considered.

This briefing will be circulated to multiple bidders and will be published in the OFECOMES New York website. Questions can be submitted up to three (3) business days before the deadline for submitting offers.

Queries regarding this tender must only be addressed in writing, by emailing tenders@icex.es by 3rd October 2023 pm New York local time on 2023. In the interest of fairness, questions posed by participating companies, as well as the answers provided by ICEX, may be shared with all other participating companies. ICEX will not be able to answer questions formulated after the above deadline.

All documents must be submitted either in English or in Spanish. Interested companies or individuals should send their bids in electronic format to tenders@icex.es. Term for submission of offers: 21 calendar days from the day after publication. The exact date and time will be published in OFECOMES portal.

In case the bid is bigger than 4 Mb, please send it via WeTransfer or similar.

ICEX and OFECOMES New York may declare no winning bidder if the proposals do not meet the requirements.

All competing companies submitting a proposal should be aware that ICEX Legal Services will review the documentation submitted by each company in order to ensure that they comply with the requirements of this briefing. After verifying compliance with the prerequisites, the technical offer will be reviewed and evaluated. Once the scores have been assigned, the economic offer will be evaluated. The price will not be known until that moment.

Documentation evidencing beneficial ownership (projects financed by the Recovery, Transformation and Resilience Plan).

In addition to the documentation to be included in the bid, the contracting body may request documentation evidencing the beneficial ownership of the tendering companies in the event that a black flag is detected by the 'MINERVA' tool, as regulated for this purpose in ORDER HFP/55/2023, of 24 January, on systematic analysis of the risk associated with conflicts of interest in the procedures implementing the Recovery, Transformation and Resilience Plan (RTRP).

Failure on the part of the tendering companies to submit the documentation evidencing their beneficial ownership in the manner and by the deadline indicated in the request made by the

contracting body before the tenders are evaluated will be grounds for exclusion from this procedure.

AWARD NOTIFICATION DEADLINE

ICEX and OFECOMES New York will assess the proposals submitted within the deadline. Final decision about the award will be notified properly and on time to the bidder that best fits the purposes of this Request for Proposal. The awarded company, upon notification, should submit the ANNEX 1 – Multiple Declaration of the Awardee of the Contract Financed by the Recovery, Transformation and Resilience Plan – and ANNEX 2 – Request for Information on Beneficial - signed.

If the first selected bidder does not submit the corresponding documentation within the established term or resigns, the contract may be awarded to the next bidder according to the order established by the Procurement Board.

SIGNING OF THE CONTRACT

A contract between the awardee and OFECOMES New York will be signed as soon as possible after the bidding process is over and a decision is made.

The contract will expire one year after the entry into force of the signed contract.

EXTENSION OF THE CONTRACT

The parties may agree to extend the contract for one (1) additional program/cohort only. The extension of the contract will be settled in an additional agreement, signed by both parties.

The extension price will be the price of one program of the main contract.

The general terms and conditions of the contract shall apply to its extension which will be mandatory for the contractor if requested by ICEX at least two (2) months before the end of the contract.

PAYMENTS

The awardee will be entitled to payment for the services provided as set out in the contract.

Payment will be made **after each cohort/immersion program**, upon submission of invoice and the acceptance by ICEX of the services provided on that period. Invoices will be paid within thirty (30) days of being submitted.

The price for the cohort/immersion program will not change whether the number of companies is slightly greater than the established minimum number of 5 companies.

Administrative requirements for billing - Invoicing details:

All invoices must be billed to:

ICEX España Exportación e Inversiones, E.P.E. (ICEX Spain Trade and Investment)

Paseo de la Castellana, 278
E-28046 Madrid (Spain)
VAT number: ESQ - 2891001F (ICEX is VAT registered in Spain)

And dispatched to:
Trade Commission of Spain in New York (Economic and Commercial Office)
Lexington Avenue 405, 47th floor
New York 10174

No expense on behalf of ICEX can be incurred before the date of signature of the corresponding contract and prior written approval.

SUPERVISION OF THE WORKS

ICEX and OFECOMES New York will directly monitor the development of the project; for this purpose, the awardee must facilitate examination of any process or phases of the work to ICEX representatives assigned in each case.

The awardee shall also allow the presence of representatives designated by OFECOMES New York in the activities of the immersion program.

LIABILITIES OF THE AWARDEE

The awardee will be responsible for the technical quality of the work, performance and services performed under the contract, and for any consequences for ICEX and third parties derived from omissions, errors, inadequate methods, or incorrect conclusions in the execution of the contract.

The awardee will answer to ICEX and OFECOMES New York for any possible claims brought by third parties based on the awardee's activity.

SERVICE LEVEL AGREEMENTS (SLAs)

The awardee will have to achieve the following SLAs (ICEX and OFECOMES New York may apply penalties to the awardee in case they are not accomplished for reasons attributable to the awardee):

1. Minimum of 5 companies participating in each cohort. Penalty: 10% of the awardee price for each missing company.
2. Minimum of 30% of the immersion program sessions being 1:1 sessions. Penalty: 0,5% of the awardee price for each 1% missing sessions.

APPLICABLE LEGISLATION

The services shall be governed by the terms of the Agreement entered between the awardee and by this Request for proposal, which shall be incorporated to the same, and in default of the above, the Spanish legislation shall be applicable.

JURISDICTION

In order to solve any dispute, disagreement, issue or claim which may arise from the performance of the Agreement executed with the successful Awardee of this Request for proposal, the matter will be referred to the ordinary Courts. The parties, renouncing the jurisdiction that may correspond, expressly submit to the Courts of the city of Madrid.

RECOVERY AND RESILIENCE FACILITY (RRF)

This contract promoted by ICEX España Exportación e Inversiones E.P.E., responds to the priorities of Spanish and European economic policies aimed at promoting and internationalizing SMEs and strengthening the ecosystem of fast-growing companies, and contributes to the achievement of CID's objective 213, which is to reach at least 3.000 companies, 2.500 of which must be SMEs participating in internationalization support projects.

The contract is part of the investment project to strengthen the Spanish ecosystem of fast-growing companies (C13.I5). It is a support and assistance program for at least 10 fast-growing and high-potential companies, whose main challenges and objectives are the following:

-Main challenges: the Spanish entrepreneurial ecosystem is maturing, but it is still difficult to find companies that grow rapidly, and, above all, that reach a large size. Part of the problem lies in the capabilities of entrepreneurs, who must become true entrepreneurs, which requires different management skills and networks of contacts, many of which also transcend our borders (funders, clients, technology partners, etc.).

-Objectives: the objective is to build bridges globally and thus facilitate the growth of companies and entrepreneurs to contribute to the maturity of the Spanish entrepreneurial ecosystem, which is addressed through 3 lines of action:

- Specialized training and master classes to acquire the skills and contacts necessary for the growth of the company.

- Approach to world hubs of entrepreneurship and technology through the creation of a network of programs that facilitate the access of entrepreneurs to reference ecosystems in the world. Activities will be carried out in ecosystems of interest to Spanish companies through the establishment of a local service network and structure that will be made available to Spanish companies at each of the "DESAFIA" locations. "DESAFIA'S" are foreseen in San Francisco, Tel Aviv, London, The Hague, Singapore, Berlin, New York, etc. This is an estimate of possible locations and may vary as the program evolves.

- Community DESAFIA. A cornerstone of DESAFIA is to create and manage the alumni community so they benefit from business contacts and shared networks.

This contract is framed in the second of the lines of action: approach of Spanish companies to entrepreneurship hubs.

This contract is funded by the European Union Recovery and Resilience Facility, established by Council Regulation (EU) 2020/2094, of December 14, 2020, which establishes a European Union Recovery Instrument for support the recovery after the COVID-19 crisis, and regulated according to Regulation (EU) 2021/241 of the European Parliament and of the Council of February 12, 2021, which establishes the Recovery and Resilience Facility.

Its financing is foreseen entirely from the credits of the service 50 "Recovery and Resilience Facility", from the budget of the Ministry of Industry, Commerce and Tourism through the corresponding capital transfers from the Secretary of State for Commerce to ICEX during the years 2022, 2023 and 2024.

ICEX Board of Directors
By Delegation (Resolution of September, 30th 2021; BOE [Official State Gazette]
No. 243 October, 11th 2021),

Carlos Jiménez Aguirre
Sennior Trade Commissioner of the Economic and Commercial Office in New York

This service/activity can be subject to European Union's financing through the Recovery and Resilience Facility (RRF)

ANNEX 1

MULTIPLE DECLARATION OF THE AWARDEE OF THE CONTRACT FINANCED BY THE RECOVERY, TRANSFORMATION AND RESILIENCE PLAN,

Contract number X-054-25-2023, the object of which is "DESAFÍA New York"

a) Declaration Form for the transfer and processing of data in relation to the implementation of actions for the Recovery, Transformation and Resilience Plan (PRTR)

Mr/Ms, national ID no., as Managing Director/Manager/ of the entity, with tax ID no., and fiscal address a participating as a contractor in the execution of actions necessary to achieve the objectives defined in Component 13 "Impulso a la PYME" declares they are aware of the applicable regulations, in particular the following paragraphs of Article 22 of Regulation (EU) 2021/241 of the European Parliament and of the Council of 12 February 2021 establishing the Recovery and Resilience Mechanism:

1. Paragraph 2(d): "to collect, for the purpose of auditing and monitoring the use of funds in relation to measures for implementing reforms and investment projects under the Recovery and Resilience Plan, in a searchable electronic format and in a single database, the following standardized categories of data:

- i. The name of the end recipient of the funds;
- ii. the name of the contractor and of the subcontractor, where the end recipient of the funds is a contracting authority in accordance with Union or national public procurement law;
- iii. the names and dates of birth of the beneficial owners of the recipient of the funds or of the contractor, as defined in Article 3(6) of Directive (EU) 2015/849 of the European Parliament and of the Council (26);
- iv. a list of measures for implementing reforms and investment projects under the Recovery and Resilience Plan, together with the total amount of public funding for these measures and indicating the amount of funds disbursed under the Facility and other Union funds".

2. Paragraph 3: "The personal data referred to in Paragraph 2(d) of this Article shall be processed by the Member States and by the Commission only for the purposes and for the duration of the relevant discharge audit and control procedures relating to the use of funds in connection with the implementation of the agreements referred to in Articles 15(2) and 23(1). As part of the Commission's discharge procedure, in accordance with Article 319 of the TFEU, the Facility shall be subject to reporting within the framework of the integrated financial and accountability reporting referred to in Article 247 of the Financial Regulation and, in particular, separately in the annual management and performance report".

In accordance with the aforementioned legal framework, the above party agrees to the transfer and processing of the data for the purposes expressly stated in the aforementioned articles.

b) Declaration of Commitment in relation to the implementation of actions under the Recovery, Transformation and Resilience Plan (PRTR)

The undersigned, as contractor, **declares the commitment** of the person/entity it represents to the highest standards in relation to compliance with legal, ethical and moral rules, adopting the necessary measures to prevent and detect fraud, corruption and conflicts of interest, reporting any non-compliance observed to the appropriate authorities.

In addition, in accordance with the content of the PRTR, it undertakes to respect the principles of the circular economy and to avoid significant negative impacts on the environment ("do no significant harm") in executing the actions carried out within the framework of this Plan , as well as the cross-cutting principles established in the PRTR that may affect the subject matter of the contract.

c) Declaration of Commitment in relation to proof of inscription fiscal registry or similar.

The undersigned declares his commitment, when required by the contracting administration, to proof the inscription in the Registry of Companies, Professionals and Withholders of the Tax Administration Service which applies to him.

If there are subcontractors, he or she must also provide the multiple declarations of those subcontractors affected by the contract.

d) Declaration of Commitment in the obligation of the use of EU logos by contractor, according to art.9.3.b) of HFP 1030/2021

e) Declaration of acceptance of the transfer of data between the Public Administrations involved.

The undersigned undertakes to accept the transfer of data between the Public Administrations involved in order to comply with the provisions of the European regulations that apply and in accordance with the Organic Law 3/2018 of December 5, 2018, on the Protection of Personal Data and guarantee of digital rights.

(Provide name of subcontractors, if applicable)

....., XX 202X
 Signature:
 Role:

ANNEX 2

REQUEST FOR INFORMATION ON BENEFICIAL OWNERSHIP Contract number X-054-25-2023, the object of which is “DESAFÍA New York”

ANNEX. REQUEST FOR INFORMATION ON BENEFICIAL OWNERSHIP

For the attention of the manager of the entity XXX:

Within the framework of protecting the European Union's financial interests, and in particular Article 22 of Regulation (EU) 2021/241 of the European Parliament and of the Council of 12 February 2021 establishing the Recovery and Resilience Mechanism, the European Commission requires that the beneficial owners of the contracting or beneficiary companies under the Recovery, Transformation and Resilience Plan are identified, as defined in Article 3(6) of Directive (EU) 2015/849 of the European Parliament and of the Council.

As the information on beneficial ownership is not available in the databases held by the Spanish authorities that are being used for this purpose, it is necessary to request it directly from the relevant contractor or beneficiary.

As a minimum, the information to be collected on beneficial ownership shall include the following details of the natural person who is the beneficial owner of the entity awarded the contract:

- a) Identification number.
- b) Country that has issued the identification number.
- c) Forename.
- d) Surname.
- e) Date of birth.

For this reason, we kindly ask you to send the information to the following address XXXXXXXXXXXX as soon as possible. In order to ensure the reliability of the data submitted and as required by the European Commission, we would be grateful if you could provide this information in the form of a document providing proof of beneficial ownership, issued by the competent body in the relevant foreign country. The information will be stored in accordance with the regulations on the protection of personal data.

ANNEX 3

TEMPLATE TO BE FOLLOWED FOR PRESENTING THE EQUIPMENT'S MINIMUM EXPERIENCE REQUIRED

IDENTIFICATION DATA OF THE SIGNER OF THE DECLARATION AND OF THE BIDDER

Mrs., with DNI/Passport number and address at as representative of the company, with NIF (Tax number) or document to replace it (complete in case of acting on behalf of a company), and address

DECLARES:

Team assigned to the project comply with the following minimum requirements:

- **Project Manager:**
 - Has minimum of 5 years' leading experience in accelerator and incubation programs, fundraising networks, and strategic partnerships in USA.
 - Has full English competence for working environments.
 - Has full Spanish competence for working environments (only include if meet the requirement).
 - Will attend travels to Spain to present the US cybertech ecosystem 2 times a year for the kick-off meeting of each immersion program and 1 time a year to participate in a key event in the cybersecurity sector held and and participate in up to three virtual events within the 12-month contract timeframe.
- **Program Manager:**
 - Has minimum of 2 years' leading experience in PR, accelerator and incubation programs and fundraising networks.
 - Has full English competence for working environment.
 - Has full Spanish competence for working environments (only include if meet the requirement)
 - Will substitute if necessary the Project Manager in travels or virtual events.
- **Additional team members: (Complete by the bidder)**
 - Has minimum 2 years' proven track record in the tasks required.

