



science  
& technology

Department:  
Science and Technology  
REPUBLIC OF SOUTH AFRICA



The Technology Innovation Agency (TIA) was established in terms of the TIA Act, 2008 (Act No. 26 of 2008), with the objective of stimulating and intensifying technological innovation in order to improve economic growth and the quality of life of all South Africans by developing and exploiting technological innovations. TIA's core business objective is to support the development and commercialisation of competitive technology-based services and products.

## CALL FOR EXPRESSION OF INTEREST

## TECHNOLOGY ACQUISITION AND DEPLOYMENT FUND (TADF) PILOT PROGRAMME

TIA is launching a Technology Acquisition and Deployment Fund (TADF) pilot programme. The aim of the TADF is to facilitate the commercialization of locally developed technologies, promoting their uptake by the public sector, i.e. government and its entities, to improve their operations, enhance service delivery and address pressing socio-economic challenges.

Through the Fund, South African entrepreneurs, SMMEs and/or start-ups will have the opportunity to access much-needed capital for market testing, demonstration and validation in real market and operational settings. This will enable the exploitation and market uptake of locally developed innovative products and technology solutions.

This pilot programme will run for a limited period of 12 months. The experiences and lessons from this pilot will serve as baseline information and input into the establishment of a more comprehensive, well-capitalized and permanent Fund for the future.

## CALL FOR EXPRESSION OF INTEREST

TIA invites entrepreneurs, SMMEs and/or start-ups who have developed innovative products and technology solutions that are geared towards or are relevant to addressing South Africa's service delivery challenges to submit competitive applications for funding. Such a solution must be ready for market testing, validation and demonstration and not a basic prototype or concept.



## WHO CAN APPLY

- A South African SMMEs and/or Start Up registered with the Companies and Intellectual Property Commission (CIPC);
- You have a technology solution and/or product that has been developed locally;
- You can demonstrate that your product and/or technology solution can assist to solve a social-economic challenge, and/or a service delivery challenge;
- Has potential to be sourced and deployed by government or a State-Owned Entity to enhance and/or improve operations and service delivery and to enable the entity to fulfil their mandate;

**Researchers and research institutions do not qualify to apply under this Call.**

## QUALIFYING CRITERIA

- **Local content:** The technology must be locally developed;
- **Readiness for commercialization:** The technology solution and/or product must be fully developed and ready for market testing, validation and demonstration. If not certified, the applicant must demonstrate that the technology and/or product is in the process of certification and/or an appropriate SABS standard exists for such certification;
- **Use of the technology:** To be considered, the applicant should demonstrate how the solution will solve and/or improve a service in the public sector and or operations in the delivery of services in various sectors such as water, water treatment, energy, safety, waste, ICT, health, education, sanitation etc.;
- **Target Market:** The applicant must clearly articulate who their potential customers and or potential product/technology users of the proposed product and/or technology solution. Potential customers could include, amongst others, government departments, municipalities, State Owned Enterprises or public facilities;
- **Route to market and sales plan:** The applicant must, where possible demonstrate that the technology has a clear existing route to market and sales plan including an indicative/conditional off take agreement and/or evidence of interest for use and purchase from the potential client where possible.

## SELECTION PROCESS

- **Stage 1:** Screening and Shortlisting - This stage will evaluate applications against a Utility Criteria. This will involve assessment the problem that the technology is intended to solve; the extent of the challenge (market size) and the level of readiness of the technology for deployment. From this process, a limited number of applicants will be shortlisted to proceed to the next stage.
- **Stage 2:** Pitching/Interviews - Shortlisted applicants will be given an opportunity to present or pitch the technology and/or product to a Selection Panel of experts including the potential customers. Where appropriate, this phase may include site visits for verification.
- **Stage 3:** Shortlisted applicants who do not yet have proof of interest or potential purchase will be given an opportunity to engage with potential customers, from which they will be required to secure proof of potential purchase or interest. Written evidence of interest will be required for this purpose.
- **Stage 4:** Funding - Applicants that have been finally selected will be contracted accordingly and provided with funding as per TADF Guidelines.



## FUNDING PARAMETERS

Successful applicants will be provided with a once off grant funding of up to R1 million (including VAT) to support deployment (market testing, demonstration and validation activities) of the product and/or technology for a maximum period of 6 months for the actual project execution with the identified potential customers and end-user (users, government department, municipality, SOE, etc.).

Funding will be provided on agreed milestones and any activities directly related to market testing, demonstration and validation.

## APPLICATION PROCEDURE

Applications must be completed on the application template, to access the form [click here](#)

## CLOSING DATE

The closing date for applications is **30 January 2019**

## CONTACTS US

For further information and enquiries regarding the call for Expressions of Interest, please contact the Technology Innovation Agency

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