



Expression of Interest (EOI) for the Implementation of a Venture Builder Programme

Technology Innovation Agency (TIA), an entity of the Department of Science, Technology and Innovation (DSTI) was established in terms of the TIA Act, 2008 (Act No. 26 of 2008), with the objective to stimulate, intensify and exploit technological innovation to improve economic growth and the quality of life of all South Africans.

INTRODUCTION

The Technology Innovation Agency is in the process of establishing a Deep Tech Venture Builder Programme designed to address gaps in technology commercialisation, technology localisation and sustainability of tech startups and/or businesses. The programme aligns with South Africa's industrialisation and innovation agendas, leveraging partnerships to enhance startup growth and investment readiness. As part of its Business Development and industry development support, TIA seeks to strengthen the pipeline of fundable, scalable technology ventures emerging from South Africa's innovation ecosystem.

PURPOSE OF THE CALL

This call aims to identify partners who can contribute to accelerating technology and product commercialisation and global market readiness in through tailored venture-building support.

- Identify, assess and pre-qualify capable industry partners to collaborate with TIA in establishing and implementing a Deep Tech Venture Builder Programme in priority sectors/technologies. These partners must demonstrate the ability to provide complementary infrastructure, expertise and industry networks, design and roll out structured venture-building support that accelerates technology validation, product-market fit, commercial readiness, investment readiness, growth/scalability and sustainability.

OBJECTIVE

The objective of the programme is to provide structured, milestone-driven support to startups by matching them with capable venture builders who offer mentorship, technical assistance, business development and co-funding opportunities, ultimately building sustainable tech businesses and new industries.

To this end, TIA invites suitably qualified organisations and/or consortia to submit **Expressions of Interest (EOIs)** to design, host and implement a **Deep Tech Venture Builder Programme** to support the creation, validation, de-risking and growth of high-potential technology-based start-ups and spinouts.

THEMATIC AREAS

- Advanced Manufacturing, and Industrial Modernisation
- Mining & Mineral Beneficiation
- Agricultural Innovation and Food Security
- Health Innovation and Wellbeing
- Energy Sustainability and Environmental Innovation
- Digital Economy

SCOPE

Respondents are expected to propose a coherent Deep Tech Venture Builder model for one or more of the thematic areas/sectors outlined above and implementation approach thereof.

ELIGIBILITY CRITERIA

The Call is open to South African-based entities that meet the following criteria:

- Legally registered entity or consortium in good standing
- Demonstrable track record (5 to 10 years) in building sustainable deep tech businesses;
- Proven capacity to deliver multi-stakeholder programmes nationally and internationally;
- Venture building partners with proven technical and business capabilities, including co-funding potential.

SUBMISSION REQUIREMENTS

Interested parties should submit a completed EoI document addressing:

- Organisation profile and background.
- Technical and commercial capabilities linked to venture building or startup development.
- Evidence of demonstratable experience and track record
- Budget requirements
- Names and roles of all partners;
- Nature of partnership (MoUs, JV, etc.);
- Value proposition of each consortium member.

- **Proposed Venture Builder Concept and Model**
 - Strategic rationale and objectives;
 - Target sectors, regions and pipeline sources;
 - programme design (phases, activities, support offerings, delivery model);
 - Approach to transformation, inclusion and regional balance.

- **Team and Capabilities**
 - Key personnel biographies and roles;
 - Specialist mentors, advisors, and technical experts;
 - Track record of similar initiatives (case studies, success stories).

- **Indicative Budget and Co-Funding**
 - High-level budget for programme implementation (per cohort and per annum);
 - Proposed cost-sharing arrangements with TIA and/or other partners.

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Queries and Submissions To: venturebuilder@tia.org.za