

Specialized Øresund FDI tools and databases

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This document specifies the services we need to acquire in relation to the Interreg project ESS & MAX IV: "Cross Border Science and Society". The aim of our part of the project is "international attraction". We investigate how to use the ESS/MAX IV research facilities as a means to attract foreign direct investments (FDI). The focus is on Greenfield investments and expansion of existing investments. An entirely new perspective for Copenhagen Capacity and Invest in Skåne, is a need to be able to work with the Øresund Region (Greater Copenhagen and Skåne – The Capital Region of Denmark and Region Zealand and Region Skåne (Skåne Län)) as one entity, one region.

We need to acquire the following:

- 1) An FDI benchmark tool
- 2) An FDI database
- 3) Surveillance of news

In more details:

1) An FDI benchmark tool

We need a benchmark tool that can handle the Øresund Region as one. It must:

- a. Cover a wide field of Countries/regions/cities globally (+500 locations).
- b. Be able to choose between different branches and functions.
- c. Be able to sum up the results in simple diagrams – for instance covering quality on one axis and costs on another axis.

Because the Øresund Region is part of two different countries we will need two profiles: Øresund – Denmark and Øresund – Sweden. All data concerning size (no. of researchers, universities etc.) should cover the entire region. All data linked to the national (or regional) regulation should be linked to one of the two versions of the Øresund profile. In other words there will be one profile covering the general framework conditions in Denmark coupled to the size of different measures in the entire region. And one profile covering the general framework conditions in Sweden coupled with the size looking at the entire region.

The benchmark tool must be so user-friendly that non-experts can use it (for instance consultants in Copenhagen Capacity).

We need 8 users – 7 in Copenhagen Capacity and 1 in Invest in Skåne.



2) An FDI database

We need access to a database of the FDI projects made for at least the last 10 years. We should be able to access the database ourselves in order to make very targeted and tailored search and analysis.

The database should cover:

- a. Investments to and from all parts of the world. It is crucial that data can be sorted by region, not only country.
- b. All sectors and preferably also functions (fx R&D, manufacturing, sales office etc.).
- c. The database should cover Greenfield investments as well as expansion investments complementing established foreign affiliate investments.
- d. Geographically it should be able to focus on the different parts constituting The Øresund Region.

We need 4 users – 3 in Copenhagen Capacity and 1 in Invest in Skåne.

3) Surveillance of news

Surveillance of news for the internet finding leads and news on possible upcoming foreign direct investments.

We need 2 users – 1 in Copenhagen Capacity and 1 in Invest in Skåne.

Timeframe

We need an offer for two years. The service should start as soon as possible.

Deadline

We need the offer at the latest of 27th January 2016.

The proposal

The proposal should consist a description of the services delivered as well as price.

Budget

The maximum budget is 80,000 euro excl. VAT.

Evaluation of proposal

Financially most advantageous offer (best value for money).

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