



**THIS IS NOT  
AN ORDER**

**REQUEST FOR BIDS/PROPOSALS COVERSHEET**  
**THE UNIVERSITY OF SOUTHERN MISSISSIPPI**  
**Procurement and Contract Services**  
**118 College Drive #5003, Hattiesburg, Mississippi 39406-0001**

**Date:** April 25, 2022

**RFP No. 22-43**

THE UNIVERSITY OF SOUTHERN MISSISSIPPI is considering the purchase of the following item(s). We ask that you submit your bid and retain one copy for your files. Right is reserved to accept or reject any part of your bid. Your quotation will be given consideration if received in Bond Hall, Room 214 on or before:

2:00 p.m. CT

June 16, 2022

**Buyer:** Deidre Edwards

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

TERMS - Bidder should state terms of sale. Our terms are 2% ten days, net 45 days.

These terms will apply per Mississippi law.

AWARDING CONTRACT - Cash terms will not be used as a basis for awarding contracts; however, the University will accept cash discounts when earned.

**NOTE: If you cannot quote on the exact material shown, please indicate any exception giving brand name and complete specifications of any alternate. If additional space is required, use a separate sheet or letter of transmittal.**

ITEM	QUANTITY	DESCRIPTION	UNIT PRICE	TOTAL NET PRICE
		<p><b>RFx # 3160005091</b></p> <p><b>DESCRIPTION</b></p> <p><b>RFP 22-43 Mississippi Strategic Innovation Plan</b></p> <p>PROPOSAL MUST BE RETURNED TO THE UNIVERSITY IN ACCORDANCE WITH THE SPECIFICATIONS. RFP NUMBER AND DATE OF BID OPENING MUST BE SHOWN ON THE OUTSIDE OF THE ENVELOPE IF USING THAT METHOD.</p>		

We quote you as above - F.O.B. The University of Southern Mississippi.  
Shipment can be made in \_\_\_\_\_ days from receipt of order. DATE \_\_\_\_\_  
Return quotation to Procurement Services at above address.

**Signature Required** \_\_\_\_\_



# **Mississippi Strategic Innovation Plan**

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# Purpose

The Mississippi Development Authority in conjunction with the Mississippi Research Consortium, is pleased to present this Request for Proposals (RFP) to develop a strategic innovation plan to grow the innovation economy for the state of Mississippi with an emphasis on how best to capitalize on the regional assets, human capital, and research capabilities. There are four distinct regions dispersed across the state, each with unique, innovative, emerging technology and industries that are poised to come together to create a innovation ecosystem. The strategic innovation plan will define the regional assets assess regional capabilities and define a regional road map for creating a knowledge-based economy. ([www.mississippi.org](http://www.mississippi.org)).

This plan will be funded through the EDA's multi-phase effort to respond to the coronavirus pandemic as directed by the American Rescue Plan Act of 2021. Specifically, this NOFO seeks to build regional economies for the future through two primary avenues: a) Statewide Planning and b) Research and Networks.

Through the grant provided to Mississippi, EDA will fund us to develop economic development plans that identify new or existing industry clusters that would benefit from specific infrastructure, studies, and/or workforce investments to facilitate rapid expansion of such industry clusters. This plan will facilitate the creation of new, or build upon existing, partnerships that have the potential to expand economic development assets such as Economic Development Districts (EDDs), regional workforce skills, and industry bases to create sustainable forward-looking economies designed to position regions to thrive in a prosperous future. This plan can be designed specifically to facilitate future applications to EDA's ARPA Build Back Better Regional Challenge NOFO, which EDA anticipates releasing at approximately the same time as this NOFO, by at a minimum identifying project that

could promote the establishment or expansion of an industry clusters. Mississippi is cataloging state innovation and entrepreneurship assets including mechanisms to access capital and equity financing to support business development and expansion and gaps in access to capital for underserved rural and urban communities.

Respondents to the RFP should be consulting entities with an emphasis on developing innovation strategies for regional areas and statewide initiative with a focus on knowledge-based economies. The incorporation of quality of life, promotion of equity and inclusion, and developing human capital should be of high priority. The respective entity and key personnel should have a minimum of 10 years of experience developing such plans.





# State Profile

Over the past decade tremendous advances have been made in the development and growth of Mississippi's knowledge-based economy. As a state, Mississippi has untapped potential to improve its economic base by building upon the existing science and technology related assets within both higher educational institutions and private industry.

To help position the state to be competitive in the global economy, identifying opportunities that build upon the unique assets within the state is critical. The Innovation Plan will provide a roadmap for capitalizing upon our state's knowledge-based strengths and suggests potential strategies to move the state forward. The purpose of the plan is to serve as a guide for fostering collaborative efforts between federal agencies, state agencies, higher education institutions, the business community, and private industry that will help grow and enhance the state's science and technology knowledge-based economy. Additionally, the Plan aims to create opportunities for economic development to grow high demand jobs and increase private sector investment.

The plan will build on Mississippi's competitive advantages and leverages existing resources in an effort to diversify the state's knowledge-based economy. Intended to provide a shared framework for discussions about how to move Mississippi forward, the plan will focus on three strategic priority areas for the state. The plan works from the fundamental tenet that foundational, enabling, and translational research by higher education institutions must play a critical role in moving Mississippi forward economically and socially. The plan also establishes priorities from which the state can leverage its existing resources into strategic investments that improve the quality-of-life for all Mississippians.

### 3 State Priority Areas are the following:

- Grow research and development infrastructure, capacities, and resources to promote the expansion of Mississippi's emerging technologies, establish a knowledge-based economy, and maximize the state's global competitiveness.
- Increase and diversify human capital and talent creation, retention, and repatriation.
- Foster Mississippi's knowledge-based economy through the support of innovation, entrepreneurship, and advancement of intellectual property.

-For reference to the Mississippi Science and Technology Plan:  
Mississippi\_S-and-T\_Plan\_2021[88] (2).pdf



### Emerging Technologies:

Refers to technologies that are being developed and expected to be available soon, which are creating, or are expected to create, significant social or economic effects.

The specific emerging technologies identified as part of the plan include:

- Advanced Materials
- Autonomy
- Agriculture
- Biomedical/Healthcare
- Data Science
- Logistics
- Sensors and Diagnostics

# Background on Key Strategic Partners

## Mississippi Development Authority

MDA is Mississippi's premier economic and community development agency. Companies of every size – from homegrown Mississippi start-ups to international corporations – depend on MDA's team of employees for business development assistance, support with business incentives and access to talent from workforce training programs, colleges, and universities.

MDA also helps small- to mid-sized businesses become competitive in national and global economies through a comprehensive series of international trade and investment programs.

Excerpt from: <https://mississippi.org/about>

## Mississippi Research Consortium

Formed in 1986, the Mississippi Research Consortium (MRC) includes Mississippi's four research universities: Jackson State University, Mississippi State University, the University of Mississippi, and the University of Southern Mississippi.

The Mississippi Research Consortium aims to develop and sustain nationally competitive research programs in the state of Mississippi. Alongside supporting basic and applied research, the consortium has several additional goals: first, to increase public awareness of science, engineering, and mathematics at all educational levels to develop a scientifically literate citizenry who can fuel the science and engineering industry in Mississippi with the state's own human resources; second, to establish and maintain a solid scientific infrastructure in our university system by developing equipment and facility resources, collaboration resources, private sector links, and federal laboratory partnerships; and third, to expand the state's economic opportunities through technology and knowledge transfer, including greater commercialization, increased technical assistance, and the education of a workforce that can support technology-based industries.

Excerpt from [www.msresearchconsortium.org](http://www.msresearchconsortium.org)

# General Scope Of Work/ Project Task & Deliverables

The following Scope of Work is intended to guide the development of the Mississippi Strategic Innovation Plan.

- Task: Develop a strategic innovation plan (SIP) for the state of Mississippi to align the state's leadership toward common goals, including but not limited to efforts currently underway with the Mississippi Science and Research Plan. At a minimum, the SIP will include:
- Inventory assets (to be provided by MDA) to understand where we have been, who is here, and what we are doing now.
- Analysis of opportunities and challenges facing the state within a national and global context.
- Identification of sub-markets in which MDA could attract new business opportunities.
- Analysis of how to maximize research and development derived from local industry, university, and federal agency assets.
- Recommendations of how the philanthropic community can invest in resources (financial, human capital, and others) needed to grow the innovation economy.
- Analysis of the existing regional ecosystems that supports innovation. -
- Recommendations to build a more thorough ecosystem focused on innovation, including
  - Recommended regional growth strategies taking into account quality of place and the natural environment and their contributions to growing the economy.
  - Identification of potential opportunities for clustering in business, research, and emerging technologies.
- Recommend statewide incentives or program designs to encourage businesses for the support of business creation, growth and/or relocation in the innovation economy.
- Short-term, mid-term, and long-term action steps
- Task: Unveil and discuss the strategic innovation plan at stakeholder event to discuss plan and action items. The stakeholder event will take place in January-February 2023 if not before.

# RFP Submission Instructions

The Strategic Innovation Plan development is funded by a grant from the Economic Development Administration. The final product will provide an implementation plan for developing a statewide innovation cluster, capitalizing on regional assets.

In order to expedite the evaluation process and allow the best and most fair evaluation of each proposal, all RFP responses shall follow a consistent format with the body of the proposal being a maximum of 20 pages in length, single-space, one-sided. Proposals shall include as much of the requested information as possible and be organized according to the project requirements. Bullet points, graphs, and charts will be beneficial to reviewers.

At a minimum, proposals should include, but not limited to, the following elements:

- Identification of the respondent's firm, its ownership, officers, legal counsel, directors, or partners
- Project manager for all correspondence and notifications
- At least (2) examples of past work assisting regional or state communities to develop a strategic innovation plan, preferably within the last (5) years
- Experience of the firm and team members who will work on the project, including any sub-consultants
- (3) references of past work with contact information, including phone and email address(es)
- Written approach as to how to develop the plan
- Understanding of opportunities and challenges working in a regional or statewide community
- Budget including hourly rates and cost
- Timeline for preparation and implementation of tasks/activities being proposed

Interested parties should email their intent to propose to [natalie@nataliegues.org](mailto:natalie@nataliegues.org) by May 13, 2022. Interested parties should submit (1) original, and one (1) electronic version (USB jump drive) of the proposal in a sealed envelope bearing the name and address of the proposer no later than 2:00 pm CDT on June 16, 2022.

The proposal should be addressed to:  
USM Procurement  
Attn: Deidre Edwards  
118 College Dr. # 5003  
Hattiesburg, MS 39406

The proposal should include a transmittal letter that includes the following:

- In at least one copy, an original signature of a partner, principal, or officer of the proposer with a statement that the signatory is authorized to submit the proposal.
- A statement that the proposal will remain in effect for a minimum of 180 days.
- A signed acknowledgment indicating the proposer's awareness and agreement to comply with the terms of this RFP.



# Questions & Clarifications

Care has been taken to develop this Request for Proposals accurately and present it clearly, but in the event, any specification or condition appears ambiguous or in error, proposers have a duty to seek clarification of ambiguities or corrections to error.

The RFP procedures provide a period for questions and answers. Prospective respondents should make written inquiries concerning this RFP to obtain clarification of any requirements as desired.

Written inquiries should be emailed to [natalie@natalieguess.org](mailto:natalie@natalieguess.org). The deadline for inquiries is May 20, 2022 by 5:00 PM CDT. All inquiries' subject line should read "Mississippi Strategic Innovation Plan RFP INQUIRY"



# Timeline Schedule At A Glance

Release of Request for Proposal // April 25, 2022

Deadline for submitting Intent to Propose // May 13, 2022

Deadline for Questions from Proposers // May 20, 2022

Proposal Submission Deadline // June 16, 2022

Notification of Award // July 1, 2022





# Award Procedures

A committee to evaluate all proposals will be comprised by the Mississippi Development Authority. The committee will consist of representatives from our core team which includes Mississippi Development Authority, the University of Southern Mississippi, Ole Miss, Jackson State and Mississippi State University. The committee will evaluate all proposals received in response to this RFP. The committee shall make its selection based on its evaluation of the proposers' adherence to the goals, objectives, and evaluation criteria outlined in this RFP. All RFP submissions must be received on June 20, 2022, by 5 P.M. Central Daylight Time.

## Selection Process

- Initial Evaluation-Responsiveness: Each proposal will be evaluated for responsiveness (i.e., meeting the minimum requirements as stated in this RFP).

MDA and MRC shall select a panel derived from core team members, and using the criteria established below, shall evaluate each of the proposals submitted in response to this RFP to determine the proposer's scoring per evaluation category.

- MDA and MRC will consider capabilities or advantages that are clearly described in the proposal that may be confirmed by oral presentations, site visits, demonstrations, and references.
- Targeted award to be announced 30 days after RFP submission deadline.

# Evaluation Criteria

The evaluation committee will use the following criteria to evaluate each proposal:

- (30%) Qualification of the firm to provide an innovation plan in a regional or state community with heavy regional cluster emerging technology focus, emphasis on quality of place.
- (30%) Methodology for developing an innovation plan that capitalizes on existing assets including the industrial sector, university, and federal assets, and creates a collaborative long-term approach to grow the knowledge-based economy.
- (20%) Price proposal/affordability.
- (10%) Quality of response, including clarity and completeness.
- (10%) References.

