

REQUEST FOR QUALIFICATIONS  
UPDATED ANALYSIS of MAINE'S TECHNOLOGY INTENSIVE CLUSTERS and  
INNOVATION ECOSYSTEM  
Maine Technology Institute

The Maine Technology Institute seeks an updated analysis of Maine's technology intensive clusters and MTI's support of these clusters. A two-step procurement process will be used to select the contractor for this project. At this time MTI is requesting statements of qualifications from interested contractors and/or teams. MTI will review the qualifications statements and select two or more contractors who will be invited to submit detailed proposals for this project.

The scope of the project includes:

- An updated definition and analysis of the clusters of companies in Maine who engage technology to develop innovative products; building on and updating past analyses of Maine's technology clusters and on analyses currently taking place within individual clusters;
- An analysis of the operating results of technology intensive businesses who have been involved, either directly or as a member of a group, in any cluster initiative efforts (either MTI-funded or other) to determine the extent of increases in dynamic competition;
- Recommendations for how MTI and the State can better support the growth of these clusters, with the ultimate goal of boosting the growth and commercialization potential of Maine companies within these clusters.

More specifically, the analysis should include updated data about the following elements of these clusters, for each cluster identified:

1. Capabilities assessment: Identification of the assets in Maine that give the State any competitive advantage – natural assets, knowledge-based assets, R&D capacity, etc. In addition, an analysis of the organizations whose work is to support these clusters and these organizations' capacities for supporting sustained cluster development and support (like trade associations, industry roundtables, etc.).
2. Identification of Maine companies that are in technology intensive clusters; how they interact; and their rate of success.
3. What has been done in the State in the past or thus far to support, build and develop any clusters and the companies within those clusters? What have been the results of these efforts? (MTI's Cluster Initiative Program and other efforts.)
4. How do Maine's clusters fit within regional clusters or regional economies in terms of assets, role, etc.? What are the opportunities for working regionally?

5. How do cross-cutting issues affect these clusters (institutional capacity in the State, entrepreneurial capacity in the State, overall workforce issues, etc.)?
6. Are there undeveloped clusters or areas within existing clusters that have potential for growth and economic impact for the State?

The project team will be expected to work with other researchers to build on the general body of knowledge and on the work currently underway within individual clusters.

The team should have a demonstrated track record that includes the following:

- Carrying out cluster or similar economic analyses;
- Working collaboratively with other research organizations and contractors;
- Knowledge of technology-based economic development field and innovation ecosystem approaches;
- Benchmarking R&D resources regionally and nationally.

The project time frame will be approximately May – November 2013. Response to this RFQ is requested by April 22, 2013.

If you are interested in being considered for this project, please send a letter no longer than 5 pages that includes the following: summary of recommended project methodology and process, timeline, project cost, qualifications and track record of project team. An appendix should be attached that includes an example of similar past work in a rural state and one-page bios of each member of the proposed project team. The letter should be addressed to Robert Martin, President, and sent electronically to Martha Bentley at [mbentley@mainetechnology.org](mailto:mbentley@mainetechnology.org).