



Request for Proposals

Sponsorship Partner Opportunities for techNL

Date of Issue: September 7, 2021
Submission Deadline: September 29, 2021

Background

techNL is a not-for-profit industry association governed by a Board of Directors, whose mission is to drive the growth of the technology and innovation sector in Newfoundland and Labrador through advocacy, programs, and support activities. This Request for Proposals (RFP) is being undertaken to support techNL and the technology and innovation ecosystem by seeking sponsorship partners for both the mission of techNL (general sponsorship support for the organization) and a variety of techNL events throughout the year.

Scope

techNL is seeking proposals from members to support two areas:

- 1) techNL Mission Partners – funding will go toward supporting the mission and sustainability of operations, program delivery, member engagement activities, and communications outreach.
- 2) techNL Event Sponsors – funding will go toward sponsorship of techNL events throughout the year.

techNL Mission Partners

- Support can be in the form of both financial and in-kind. For example, a combination of funding support and services that help techNL achieve its mission of advocacy, talent development, programs to support growth and scale of tech companies, and digital transformation.
- *Mission Partners* can have several benefits, including:
 - o Name/Logo as Partner on techNL Website and in materials
 - o Recognition in social media campaigns
 - o Speaking opportunities
 - o Name/logo displayed during techNL staff presentations
 - o Opportunities to speak at techNL events
 - o Option to host a techNL event at their office (e.g. lunch-and-learn, Board Meeting, etc.)
 - o Opportunity to share a “hot desk” space in the techNL office
 - o Other benefits can be discussed and agreed upon depending on the support provided

techNL Event Sponsors

- Funding support for techNL events that occur throughout the year
- Sponsors will have several benefits, including:
 - o Name/logo on materials and in social media campaigns related to event(s)
 - o Opportunity to provide remarks at event(s)
 - o Option to host sponsored event at their office

- Other benefits can be discussed and agreed upon depending on the support provided
- Platinum Sponsor for each Event: \$7,500; Gold Sponsorship \$5,000; Silver Sponsorship \$3,000; Event Sponsor \$1,500 - \$2,500; Table Sponsor for 8 People (\$800)
- ○ Innovation Award Sponsors, \$4,000 for each award (4 remaining)
 - Tech Company of The Year Award
 - Champion of Youth Award
 - Women in Tech Advocate Award
 - Community Leadership Award
 - Startup of the Year Award (already sponsored)

Upcoming events include:

Event	Date	Detail
techNL Podcast Series and Video Launch with Social	September 29, 2021 In person and online	Series highlights the incredible work of techNL member companies Video release highlights growth, impact, and amazing work of technology and innovation sector Anticipate 150 attendees
techNL Innovation Week	October 18 – 21, 2021 In person and online	Includes several events, including techNL Summit, Women-in-Tech and Diversity Leadership Forum, Advocacy Event with Government, Youth-in-Tech Interactive Career Fair (virtual using HOPIN platform), techNL Innovation Awards, and more Anticipate 100 – 300 at each event.

<p>techNL Innovation Awards and Social</p>	<p>October 21, 2021</p> <p>In person and online</p>	<p>5 awards with 4 remaining for sponsorship in following categories:</p> <ul style="list-style-type: none"> ● Tech Company of The Year Award ● Champion of Youth Award ● Women in Tech Advocate Award ● Community Leadership Award ● Startup of the Year Award (already sponsored) <p>Also awarding the <i>techNL – ClearRisk</i> and <i>Keyin College – ClearRisk</i> scholarships to High School Student from techNL internship program</p> <p>Anticipate 200 – 250 attendees</p>
<p>techNL Member Social</p>	<p>December 9, 2021</p> <p>In person</p>	<p>Live music, food and drinks</p> <p>Giveaways welcome</p> <p>Anticipate 150 attendees</p>
<p>techNL Town Hall</p>	<p>February 2022</p> <p>In person and online</p>	<p>Member interactive engagement session; release of recent survey/data results</p> <p>Member can host and sponsor (if suitable space available)</p> <p>Anticipate 100 attendees (in person) with another 50-100 online</p>
<p>techNL AGM and Social</p>	<p>May 26, 2022</p> <p>In person and online</p>	<p>AGM session followed by social</p> <p>Sponsor(s) will be listed in Annual Report</p> <p>Anticipate 150-200 attendees</p>

techNL High School Internship Launch	June 2022	Launch of the 2 nd techNL High School Internship Program with Youth Anticipate 150-200 attendees
techNL Member Social	August 2022	Live music, food and drinks Giveaways welcome Anticipate 150 attendees

Responses

We thank you for your consideration and response, and encourage flexibility and creativity, such as the following:

- For Mission Partner Sponsors:
 - o Custom and unique sponsorship packages that have both a financial and non-financial support package are encouraged, including giveaways, support services, and other in-kind offerings
- For Event Sponsors:
 - o Sponsorship several events as a package
 - o Offering other services, giveaways, and supports as part of a package

We encourage brief, maximum 2-page responses, that include the following:

- Brief description of organization
- Brief description of why you want to support the Mission and/or selected events
- Other value-added services or creative ways to support the techNL mission as part of the response are welcomed

NOTES:

- All responses are confidential

Schedule

- RFP Issue Date: September 7, 2021
- RFP Closing Date: Wednesday, September 29, 2021 at 4:00pm NST

Evaluation Criteria

Submissions will be evaluated according to the following criteria:

- Assessment of the full package of proposed support (financial and non-financial) - sponsorship amount and flexibility in pricing strategies will be considered
- History of supporting the technology and innovation sector and the techNL mandate
- Other value-added services
- Significant operations and impact in the NL tech ecosystem - consideration given to degree of local activity (e.g. owned and operated in Newfoundland and Labrador; in-province presence, etc.)

Proposal Submissions

The contracting organization for this RFP is techNL. A single electronic document is sufficient. The proposal should be no longer than two (2) pages and be concisely worded with clearly described options. The proposal must acknowledge and fully accept the terms and conditions as laid out in this RFP.

The proposal can feature appendices, including (1) a brief description of the respondent's company; and (2) a description of the local impact on the technology and innovation ecosystem.

The electronic copy of submissions should be in DOC and/or PDF format, and sent to the attention of Marlayne Hardy, Director of Innovation Programs, techNL, via email at info@technl.ca no later than Wednesday, September 29, 2021, at 4:00 p.m. NST. Questions from interested applicants can be directed to the same address.

Terms and Conditions

- Standard contract terms of techNL are provided in Appendix A;
- All proposals received will be considered strictly confidential;
- Proposed Sponsorship must be represented in Canadian dollars;
- techNL reserves the right to meet with all, or any, of the applicants during the proposal evaluation stage to clarify information in the submissions and seek additional detail which may be used in the evaluation.

INDEPENDENT CONTRACTOR AGREEMENT

THIS AGREEMENT (the “Agreement”) is made as of {Contract Start Date}.

BETWEEN:

{CORPORATION NAME}, a body corporate, incorporated and operating under the laws of the Province of Newfoundland and Labrador, Canada (the “Corporation”)

- and -

{CONTRACTOR NAME} (the “Contractor”)

(each, a “Party” and, together, the “Parties”)

RECITALS:

- A. The Corporation wishes to engage the Contractor for the purpose of providing the services described in the attached Schedule “A” and such other services that may be reasonably incidental to them or to which the Parties may agree from time to time (collectively, the “Services”).
- B. The Contractor has agreed to provide the Services to the Corporation in accordance with, and subject to, the terms of this Agreement.

THE PARTIES AGREE AS FOLLOWS:

ARTICLE 1

ENGAGEMENT

1.1 Engagement. The Corporation engages the Contractor to provide the Services and the Contractor agrees to provide the Services on the terms and conditions of this Agreement. The Contractor agrees to complete the Services within the Term.

1.2 Performance of Duties. The Contractor agrees to provide the Services for and on behalf of the Corporation. The Contractor represents and warrants to the Corporation that the Contractor has the required skills, abilities, qualifications and experience to perform the Services. In performing the Services, the Contractor will:

- (a) act honestly, diligently, in good faith and in the Corporation’s best interests;
- (b) exercise the care, diligence and skill of a reasonably prudent person performing similar services in comparable circumstances;
- (c) act in accordance with sound industry standards and practices;
- (d) act in accordance with all applicable laws, regulations and standards;
- (e) devote sufficient time and attention to the Corporation’s business and affairs to perform the Services effectively and to the best of his or her ability; and

(f) comply with the Corporation's policies and procedures in effect from time to time.

1.3 Personal Nature. The Contractor's obligations and rights are based on the provision of the Services by the Contractor and his or her singular skills and qualifications. The Contractor will not subcontract any portion of the Services without the Corporation's prior written consent.

1.4 Other Engagements. The Corporation acknowledges and agrees that the Contractor may undertake work for other businesses provided that such work does not hinder the proper, timely and efficient performance of the Services or otherwise breach the terms and conditions of this Agreement.

1.5 Reporting. Upon the Corporation's request, the Contractor will provide reports regarding the Contractor's progress and performance of the Services.

1.6 Independent Contractor. In performing the Services under this Agreement, the Contractor will at all times be an independent contractor of the Corporation and not an employee. Nothing in this Agreement will be construed as, or have the effect of constituting, any other relationship between the Parties, including one of agency, partnership or joint venture, or of creating any employer and employee relationship.

1.7 Risk and Insurance. The Contractor will provide the Services under his or her own supervision and risk. The Contractor will provide all work space, equipment, and materials to complete the Services. The Contractor will have the sole responsibility to obtain suitable insurance coverage for the Contractor while performing the Services.

ARTICLE 2

REMUNERATION

2.1 Compensation. The Corporation will pay the Contractor the gross amounts of compensation set out in the attached Schedule "A", plus applicable taxes (the "**Contractor Fees**"). To the extent that the Corporation is required by any applicable law or order to withhold any sum from a payment, the Corporation will be entitled to do so.

2.2 Taxes and Remittances.

(a) The Corporation shall not, unless duly advised by its legal advisors, withhold any amounts for income taxes or make any deductions in respect of Canada Pension Plan, Employment Insurance, workers' compensation, health care, professional dues or levies, or other expenses whatsoever from the Contractor Fees payable to the Contractor.

(b) The Contractor will be responsible for remitting all applicable taxes, payments, deductions, remittances, and levies to government authorities and/or regulatory bodies for which the Contractor may be liable at law in respect of any payments

to it from the Corporation, including income taxation and social welfare deductions.

2.3 Expenses. Subject to the pre-approval of the Corporation, the Corporation will reimburse the Contractor for all reasonable expenses the Contractor incurs in the course of performing his or her duties and responsibilities under this Agreement that are consistent with the Corporation's policies in effect from time to time with respect to travel, entertainment and other business expenses. Reimbursement of expenses are subject to the Corporation's requirements with respect to reporting and documentation of such expenses.

2.4 Indemnity. The Contractor agrees to indemnify and hold harmless the Corporation and its directors, officers, and employees, from and against any liabilities, damages, fines, interest, penalties, claims, surcharges, or other costs on account of the Contractor's failure to make any payments, withholdings, deductions or remittances as may be required by law to be made by Contractor, including in respect of any amounts paid to the Contractor under this Agreement.

ARTICLE 3

TERM & TERMINATION

3.1 Term. This Agreement will be in effect for a fixed term of **X months** commencing on **DATE** and terminating on **DATE** (the "Term") unless otherwise terminated in accordance with the terms of this Agreement.

3.2 Early Termination. Either Party may terminate this Agreement at any time by giving at least **XX days** advance notice to the non-terminating Party. In the event the Corporation terminates this Agreement pursuant to this section, the Corporation shall only be responsible to pay the Contractor for Services rendered up to the date of termination. The Corporation shall not be responsible for any additional payments contemplated for the remainder of the Term.

3.3 Breach of Terms by the Contractor. The Corporation may immediately terminate this Agreement upon giving written notice to the Contractor if the Contractor is in breach of any of the terms or conditions of this Contract without the express written consent of the Corporation or if the Contractor has failed to meet the Contractor's professional obligations.

3.4 Breach of Terms by the Corporation. The Contractor may immediately terminate this Agreement upon giving written notice to the Company if the Company is in breach of any of the terms or conditions of this Contract without the express consent of the Contractor.

3.5 Winding-up, Bankruptcy, or Insolvency of a Party. This Agreement may be immediately terminated by either Party upon written notice in the event of the winding-up, bankruptcy, or insolvency of a Party.

3.6 Effect of Termination. In the event that this Agreement is terminated for any reason, the Contractor shall be entitled to any portion of the Contractor Fees earned but not paid and,

subject to Section 2.3, any expenses incurred by the Contractor but not reimbursed, in each case up to and including the date of termination.

ARTICLE 4

NOTICES

4.1 Delivery of Notice. Any notice relating to, or required or permitted to be given in accordance with, this Agreement will be in writing and will be personally delivered, couriered, emailed or mailed as follows: (a) if to the Corporation, at its head office addressed to the President's attention; and (b) if to the Contractor, at the address set out on the signature page of this Agreement.

4.2 Time of Delivery. Any notice will be deemed to have been received: (a) if delivered, couriered, or emailed, on the next business day following when it is delivered; and (b) if mailed, on the fifth (5th) day (excluding Saturdays, Sundays and holidays) after it is mailed.

4.3 Change of Address. Each Party may change its address for the purpose of this Article 4 by delivering written notice of such change as set out in Section 4.1.

ARTICLE 5

GENERAL

5.1 Representation. The Contractor represents and warrants to the Corporation that the Contractor's execution and delivery of, and performance of the obligations under, this Agreement does not and will not conflict with, breach, violate or cause a default under any contract, agreement, instrument, order, judgment or decree to which the Contractor is a party or by which the Contractor is bound.

5.2 Equipment. The Contractor agrees that all items the Corporation furnishes or provides to the Contractor and all of the Corporation's material and equipment used by the Contractor while engaged under this Agreement (collectively, the "**Corporation Property**") belong exclusively to the Corporation. The Contractor agrees to turn over to the Corporation all Corporation Property in his or her possession or under his or her control immediately at the Corporation's request or, in the absence of a request, upon the termination of this Agreement.

5.3 Use of Equipment. The Contractor shall not use any Corporation Property to access or store illegal material of any kind, including but not limited to material that might be considered pornographic or offensive to others working for the Corporation. All information stored on the Corporation Property is subject to review by any individual the Board designates and, except where such information is unrelated to the Corporation's business, is the Corporation's property. The Corporation is not responsible for the control of any personal information the Contractor places on the Corporation Property.

5.4 Email. If the Corporation provides the Contractor with an internet email address then the Contractor expressly acknowledges that such email address is not a personal or confidential address. None of the Contractor's email is confidential to him or her and the Corporation's management or any person the Board designates may review it at any time.

5.5 Severability. Each provision of this Agreement shall be legal, valid and enforceable to the fullest extent permitted by law. If a court of competent jurisdiction finds any provision of this Agreement or portion thereof to be void, invalid, illegal or unenforceable, the remainder of this Agreement or the application of such provision or portion thereof shall not be affected thereby.

5.6 Amendments and Waiver. This Agreement or any provisions may only be amended with both Parties' written consent. Any waiver must be in writing and any waiver of breach is not a waiver of any subsequent breach.

5.7 Entire Agreement. This Agreement supersedes all prior agreements, negotiations and discussions, whether oral, written or otherwise, between the Parties with respect to its subject-matter. This Agreement, together with the PIIA, contains the final and entire understanding and agreement between the Parties with respect to its subject-matter. The Parties will not be bound by any terms, conditions, statements, covenants, representations, or warranties, whether oral, written or otherwise, not contained in this Agreement or the PIIA with respect to its subject-matter.

5.8 Governing Law. This Agreement is governed and construed by the laws of the Province of Newfoundland and Labrador and the applicable federal laws of Canada, and the Parties will submit to the jurisdiction of the courts of the Province of Newfoundland and Labrador.

5.9 Assignment. The Contractor may only assign this Agreement with the Corporation's express prior written consent. The Corporation may assign to another person or entity any of its rights under this Agreement, including, without limitation, any successor in interest to the Corporation or its business operations.

5.10 Independent Legal Advice. The Contractor acknowledges that the Contractor has obtained competent independent legal advice prior to executing this Agreement, or does not wish to seek or obtain such advice. The Contractor further agrees that the terms of this Agreement are reasonable and that the Contractor is signing this Agreement freely, voluntarily and without duress.

5.11 Counterparts and Electronic Execution. The Parties may execute this Agreement in counterparts and may execute and deliver this Agreement in electronic form that can create a printed copy. When signed, each counterpart will be deemed an original and together will constitute the same agreement.

[SIGNING PAGE FOLLOWS]

SIGNED as of the day and year first above written.

{CORPORATION NAME},

Per:
Name:
Title:

{CONTRACTOR NAME}

**CONTRACTOR ADDRESS FOR
NOTICES:**

{contractor address}

E-mail: **{contractor email}**

SCHEDULE "A"

Description of Services and Compensation

Description of Services:

The Services consist of:

{description of services}

Compensation:

The Corporation shall pay the Contractor a total gross sum of \$XXXX for the Services. This sum shall be paid in weekly installments of \$XXX per week. The first weekly installment shall be paid on DATE and every [X]day thereafter.