



LAUNCH OF THE OPEN TENDER!

We're looking for consultancies to deliver technical analysis and training on these 3 countries: USA, Canada and Norway in the frame of the European project "S-ACCESS".

The S-ACCESS project is promoted by 7 Cluster organisations operating in the field of railway technologies, also extended to multi-modal technologies related to freight and logistics.

In this context, we launch an open tender!

The objective of this open tender is, for each country, to purchase from professional consultancies:

- A very specific country analysis concerning easily understandable information on legal, regulatory (general and with reference to railway supplies, ICT, electronics, railway construction and maintenance...), taxation, labour law and other aspects that need to be known to prepare with full awareness offers for public procurements
- An extract from the overall country analysis in form of "Handbook for first-line consultancies"
- A set of training sessions for the Partners in order for them to better understand the contents of the analysis and be better prepared to deliver first-line consultancies to their SMEs
- Training materials explaining – under an intercultural point of view – the work culture in the target countries and how to get prepared to communicate in long-term business relationships.

These outputs will enable the Partners to draft their own Internationalisation Strategy and Implementation Roadmap and actively support their SMEs to participate to public procurements in the target countries.

Complete information [here](#)

Request for Quotation(s)

Object:	Service providers for best and most applicable market driven business cases
RFQ Deadline:	18/02/2022
Deliverables:	Country Analysis – March 31 st 2022 Handbook – April 30 th 2022 Training (sessions and material) – 1 st – 30 th April 2022
Countries:	USA, Canada, Norway as three separate Lots. Offers can include one, two or three Lots.

About S-ACCESS project:

The S-ACCESS project is promoted by 7 Cluster organisations operating in the field of railway technologies, also extended to multi-modal technologies related to freight and logistics.

These clusters are DITECFER (from Italy), Rail.S (from Germany), i-Trans (from France), Mafex (from Spain), Järnvägsklustret (from Sweden), RCSEE (from South-East Europe) and Rail Alliance (from United-Kingdom).

The clusters are very experienced in internationalisation activities for SMEs and strongly believe that the sectors where they operate are perfect for the development of new strategic approaches well re-applicable to other industrial sectors in Europe in order to support and increase SME's participation in international public procurements.

The project covers 1,000 SMEs members of the 7 partners and addresses as target USA, Canada and Norway.

For more information:

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- **Canada market:** Amélie ESPEROU, i-Trans – amelie.esperou@i-trans.org
- **Norway market:** Garazi CARRANZA – garazi@mafex.es

S-ACCESS website : <https://s-accessproject.eu/>

Follow the project on Twitter : https://twitter.com/SACCESS_EU



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