



Dubai Office

## **INVITATION TO BID (ITB) FOR A SELECTION OF A COMPANY TO PROMOTE FOREIGN DIRECT INVESTMENTS FROM THE U.AE. TO ITALY**

ITA Dubai Office is currently looking for a company / service provider for the promotion of UAE investments to Italy, acting as FDI Desk (AIE Desk) of ITA - Italian Trade Agency – Dubai Office.

The Italian Trade Agency (ITA) is the Government entity in charge of promoting the international business development of the Italian Companies, intends to initiate a competitive tender procedure according to art. 7, lett. b) of DM 192/2017 (Italian Ministerial Decree) to award a contract for a period of 18 months to a specialized company to provide the service of attracting investments from U.AE. to Italy, in accordance with the requirements of the FDI Desk of the ITA Office in Dubai.

During the 18-months contractual period, the activities that the FDI Desk in Dubai is required to carry out are as follows:

- Take care of the follow-up phase with potential investors contacted by the FDI Desk Dubai in the previous 4 years of activity and continue aftercare on services already taken.
- Research and collect market information with reference to industry sectors and Investors targeted by the “Italian FDI steering committee (Cabina di Regia per l’Italia Internazionale).
- Promote the offer portfolio made available by ITA Investment Coordination Office in Rome and its partners, according to the needs of potential investors who have expressed interest.
- Organize preliminary briefing meetings and networking events with target investors, to introduce the institutional and regulatory framework put in place by the Italian government to support the attraction of foreign direct investments to Italy, with specific reference to the new governance regarding foreign direct investments, the concrete proposals in each sector of interest, and more.
- Provide first-level assistance to investors in collaboration with the ITA Dubai office and ITA Headquarters in order to support the investors in each phase of the investment lifecycle.
- Provide weekly reports and quarterly reports on the ongoing and completed activities and a final report at the end of the contract.
- Promptly share with ITA Dubai and ITA headquarters in Rome all information related to any significant opportunities and/or events of particular relevance for foreign investors from the Emirates market.
- Act in synergy with the network of ITA FDI Desks and the Diplomatic Representations abroad.

In the scope of its activities, the FDI Desk is required to utilize the ITA CRM system and/or other information management tools and adhere to the quality procedures adopted by the relevant offices of ITA office in Rome.

To this end, ICE Dubai intends to acquire applications from companies based and registered in the U.A.E. and specialized in on-the-ground promotion of investment attractions.

The available maximum amount is EUR 165.000,00 (one hundred sixty -five thousand euros) + 5% VAT. In Addition to the Price, there is a potential maximum total bonus of EUR 37.950,00 (Thirtyseven thousand nine hundred and fifty), + 5% VAT, subject to meeting performance indicators.

According to the Ministerial Decree 192/2017 art. 11 and D. Lgs. 36/2023 (Italian Public Contract Code), the selection Committee will select the offer according to “the most economically advantageous offer”.

The Participation in the selection is limited to companies meeting the following criteria:

- Be based and registered in the U.A.E.
- Hold extensive and consolidated experience in the financial sector and/or investment banking.
- Have an in-depth understanding of the industrial environment in Italy.
- Complying with the requirements outlined in D. Lgs. 36/2023, which will be specified in the Single Document of Requirements during the tender phase. Following the declaration of requirements, ICE Dubai before proceeding with the contract, will request the submission of documentation verifying compliance with social security obligations.
- The interested company must appoint, for the role of the FDI Desk Manager at ITA Dubai, a professional specialized in the field of territorial attractiveness and competitiveness. The Candidate appointed to the FDI Desk will undertake actions to attract investments, including intelligence and research, identification and direct search for investment projects.

The Candidate shall possess the following qualifications:

- A relevant degree or equivalent professional experience.
- An extensive career background in investment banking, management consultancy, in an investment promotion agency or similar roles (in the private or public sector) related to the strategic and operational support activities for attracting foreign investors -with a strong network in different relevant industries.
- Experience in lead generation.
- In-depth knowledge of global Foreign Direct Investments (FDIs), as well as the local economic and financial frameworks.
- Deep Knowledge of the industrial environmental in Italy.
- Outstanding communication Skills and work Ethic, with attention to detail.
- Proficiency in English.
- Proficiency in Italian will be considered a plus
- Good working knowledhe of the most relevant databases for professionals in the field (i.e Pitchbook, Capital; IQ, FDI Markets, etc..)



ITALIAN TRADE AGENCY

**Companies interested and meeting all the requirements as for the Invitation to BID must express their interest sending an e-mail by March 8<sup>th</sup> 2024 to the following address: [dubai@ice.it](mailto:dubai@ice.it).**

The expression of interest must be signed by the legal representative of the company or by an authorized delegate and must include the following information:

- Company name and legal form
- Registered office address (complete address)
- Contact phone number, email address
- Name of the legal representative or delegate, if applicable
- Mailing address for official communications
- Company profile, highlighting experience in the field

ITA Dubai will publish its official webpage containing the present document, the Invitation letter with the complete Technical description of the tender, specifying the deadline for submitting the documentation.

The tender procedure may be interrupted or canceled at any time and for any reason by ITA DUBAI at its complete discretion, without generating any moral or legal commitment towards the candidates, including those who fully meet the requirements.

This notice has been published on the website: <https://www.ice.it/it/mercati/emirati-arabi-uniti/lavora-con-noi>

Requests for further information should be addressed to: [dubai@ice.it](mailto:dubai@ice.it).

**Valerio Soldani**

**Director  
ITA Dubai  
Trade Commissioner to the UAE and Oman**

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