



NEXTGEN CUP

Business Accelerator

REQUEST FOR PROPOSALS
OCTOBER 2018

NextGenConsortium.com



C L O S E D
L O O P *partners*

NextGen Consortium is a multi-year partnership of food-service industry leaders
Our mission: Address single-use food packaging waste globally

Founding partners



Supporting partners



Managing partner



Advisory partner





The first NextGen Consortium initiative, NextGen Cup, tackles 250 billion fiber cups used annually*

Goal

Identify and commercialize existing and future solutions for the single-use, hot and cold fiber cup system that are recoverable across global infrastructures

Opportunity

Solving for the cup drives fiber and plastic material innovations that apply to other packaging

Reason to believe

We're engaging and partnering with up- and downstream stakeholders, NGOs, academia, and trade groups to ensure solutions integrate into supply chains and get through recovery infrastructures with value



How we'll achieve the NextGen Cup goal

NextGen Cup Challenge

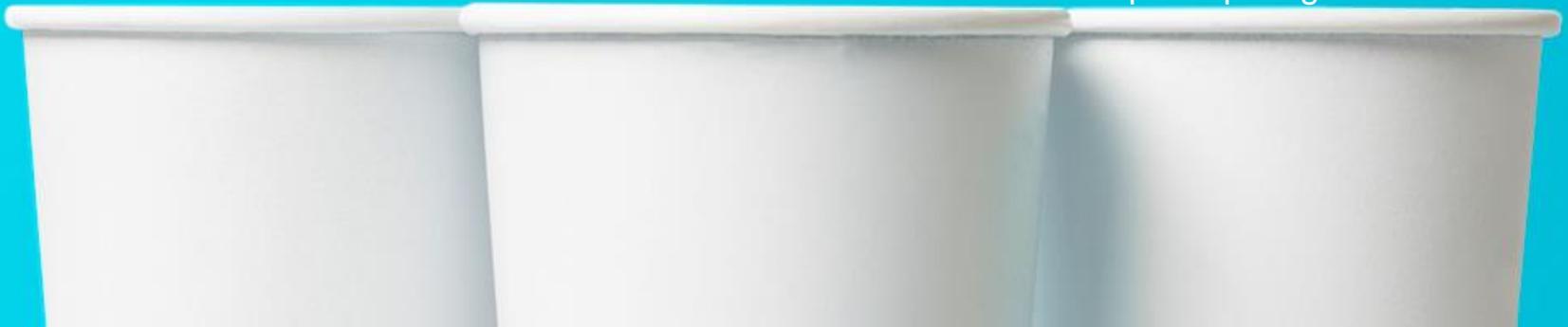


Value chain engagement



Virtual Business Accelerator

- Global innovation challenge open to entrepreneurs, students, suppliers, companies, engineers, research groups, and more
- Fiber cup is focus but solutions can include the entire cup system of lid, straw and sleeve, as well as reuse systems
- Winners can receive portion of \$1M in funding
- Cup Challenge is managed by OpenIDEO
- Engage all stakeholders from pulpers and manufacturers to recyclers, composters, NGOs, and trade groups
- Ensure a successful Challenge and Accelerator outcome through judging, mentoring, and advising
- Solve infrastructure gaps and bottlenecks to address and invest in supply chain integration and cup recovery
- Optional track for up to six early- and growth-stage Challenge winners to receive multi-industry business, subject matter expertise, and technology support
- Solutions will be tested and piloted with Consortium partners and value chain stakeholders to solidify performance and recoverability
- Closed Loop Fund will have an [option to invest](#) in companies participating in the accelerator



NextGen Cup timeline

Challenge finishes February 2019, the Business Accelerator begins shortly after

Sept. – Oct.	Nov. – Dec.	Jan. – Feb.	March and beyond
<ul style="list-style-type: none"> • Launch NextGen Cup Challenge, details here • Engage and prioritize key value chain stakeholders 	<ul style="list-style-type: none"> • Challenge submission period closes • Refinement phase involving Challenge mentors • Identify value chain and Consortium partner contributions to Challenge winners and Accelerator participants 	<ul style="list-style-type: none"> • Final Challenge review phase • Announce Challenge top ideas • Map value chain stakeholders to potential Accelerator participants 	<ul style="list-style-type: none"> • Launch Business Accelerator for early- and growth-stage Challenge winners • Pilot and test solutions with value chain and Consortium partners and in select markets

Business Accelerator

Goal: Advance viable market solutions through business and solution support

Phase 0: Plan	Phase 1: Launch	Phase 2: Accelerate	Phase 3: Impact
<ul style="list-style-type: none"> • Create detailed project calendar • Establish success metrics and milestones • Coordinate with the OpenIdeo Cup Challenge to identify key priorities and knowledge transfer • Identify mentors and other partners • Create Communications Plan • Prepare logistics of travel, meetings and events 	<ul style="list-style-type: none"> • Diagnose participant needs and goals to create custom support plans • Match value chain and Consortium partners to participants • Distribute funds per milestones or in advance (TBD by Consortium) • Plan to partner with relevant accelerators for events and cross-pollination 	<ul style="list-style-type: none"> • Foster sound business practices • Implement relationships with value chain and Consortium mentors and experts • Conduct site visits to Consortium partner labs, material recovery facilities, composting facilities, etc. • Provide technical help to navigate supply chains • Develop cross-channel communications • Activate networks 	<ul style="list-style-type: none"> • Coordinate testing opportunities with Consortium Supporting Partners and other value chain stakeholders • Facilitate demonstration day(s) and pitch event(s) • Coordinate piloting opportunities with Consortium partners and others • Provide impact analysis and technical reporting

Request for Proposal details

NextGen Cup Business Accelerator

Closed Loop Partners' [Center for the Circular Economy](#) seeks proposals for a partner to provide white-label management of the NextGen Cup virtual Circular Business Accelerator for a six-month period, with a planning period beginning January 2019 and an accelerator launch in March 2019. We do not have a preferred format for submissions. The budget total is not to exceed \$750,000.

Advance reading before submitting a proposal:

Please review the [Terms & Conditions](#) within the [NextGen Cup Challenge](#) web page as this information will inform some aspects of your proposal.

Proposals should:

- Communicate what success looks like for Accelerator participants and outline how to achieve success
- Provide at least three case studies of other accelerators managed and note the metrics used to define success
- Discuss prior work where accelerator participants did not achieve success metrics and how you adapted your model or approach to the lessons learned
- Provide a detailed budget breakdown, scope of work, and timeline that addresses the four phases of the accelerator
- Include three references
- Share insights into how and why your organization is uniquely suited to advance the goals of the circular economy within an innovation ecosystem

Request for Proposal timeline

NextGen Cup Circular Business Accelerator

RFP timeline	
Friday, October 5	Vendor receives RFP via email
Friday, October 12, 5pm EST	Vendor confirms participation and submits one email containing all RFP questions via email to kate@closedlooppartners.com . Due to volume please do not send individual queries outside this format.
Tuesday, October 23, 5pm EST	Center provides all vendors with unified written feedback on collective RFP questions
Friday, November 2, 5pm EST	RFP due via email to kate@closedlooppartners.com
November 12-16	In-person or video-conference meeting with finalists
November 19-21	Award Business Accelerator contract
March 2019	Accelerator launch

About the Center for the Circular Economy: a New York City-based collaboration hub

The Center for the Circular Economy was launched in 2018 and builds on Closed Loop Partners' (CLP) successful investment track record as well as its network of brands, academia, municipalities and investors.

The Center links entrepreneurs to academia, industry, and government and is a hub for circular business acceleration, investment, research and policy across four verticals:

