

Request for Quotation

Provision of Market Readiness Programme 1.0

Reference:	AITI/8/2/MarketReadinessTestbedInitiative2026
Opening Date:	Monday, 07 September 2026
Closing Date:	Monday, 05 October 2026 no later than 3:00 p.m. ¹
Email:	procurement@aiti.gov.bn
Information Day:	TBC
Document Fee (non-refundable):	BND 5.00

¹ Please adhere strictly to the Closing Date and Time and ensure that both Technical and Commercial Proposals are submitted before 3:00 p.m.

EXECUTIVE SUMMARY

This executive summary contains the high-level scope of work involved in the project.

1. AITI is seeking a Vendor to develop, organise and manage an end-to-end programme (“The Market Readiness Programme 1.0”) which coaches start-ups in developing their product from Minimum Viable Product (MVP) to a Minimum Marketable Product (MMP) utilising data analytic and Artificial Intelligence (AI) technology. This is to provide essential knowledge, skills, insights and exposure to commercialisation.
2. The programme will be conducted in two (2) phases – Phase 1 includes eight (8) weeks mentorship programme in Brunei Darussalam, followed by Phase 2 consisting of up to four (4) weeks either local or regional market validation.
3. The objective is to enable start-ups to successfully transition their digital solutions from Minimum Viable Products (MVPs) into Minimum Marketable Products (MMPs) that are commercially viable, scalable, and investment-ready.
4. The high-level scope of work involves:
 - 4.1. Development of the Programme;
 - 4.2. Selection and Enrolment of Start-ups;
 - 4.3. Provision of Facilitator; and
 - 4.4. Conducting the Programme.
5. Eligibility
 - 5.1. Businesses and companies legally established in Brunei Darussalam or abroad who have registered with the relevant Approving Authority and past experience in the Contract Work are eligible to participate in this RFQ.
 - 5.2. Companies registered as public and private limited companies under the Companies Act are required to obtain a Certificate of Tax Compliance from the Revenue Division, Ministry of Finance and Economy to confirm their filing for their Income Tax Returns for three (3) consecutive Years of Assessment.
 - 5.3. The Vendor must not be barred from participating in any project tenders or quotations issued by the government or any relevant parties in Brunei Darussalam.

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