

Call for Tender

Tenders are invited for exclusive worldwide commercialization rights, for the years 2019-2029, for **yellow bean** market class varieties developed by the Crop Development Centre, University of Saskatchewan in Saskatoon, Saskatchewan prior to September 30th, 2020.

- **Yellow bean:** Market class consists of dry bean varieties having a yellow seed coat, released from the CDC program from 2007 to the end to the term. Data on the market class and varieties is attached. Seed samples to be provided upon request.

If the decision to tender is made, all tender submissions **must** include the following information:

- Business history
- A Canada-based production, marketing and exporting plan including specifications on: inventory control, quality and identity preservation management, and price management
- An export marketing plan including specifications on: link with the marketplace, communication with the users, and monitoring of customer acceptance
- Proposed value chain and indication of how the added value potential will be shared with the members of the chain
- Proposed monetary compensation for the cost of development of existing and future varieties
- Proposed royalty structure: Preference will be given to proposals which apply royalties on commercial sales as opposed to seed sales
- Business references

Tender submissions may include any or all of the following:

- A satisfactory history of arranging for seed and/or commercial production
- Plan to process the production in Canada
- Plan to arrange a suitable export marketing system
- Plan to collect royalties on behalf of the Saskatchewan Pulse Growers
- Plan to link with the end user

Commercialization rights will be awarded on the basis of: demonstrated expertise, realistic business plan for increasing, promoting and marketing pulse products, benefit to the Saskatchewan pulse industry and returns to the Saskatchewan Pulse Growers for future investment in genetic improvement research and marketing.

Saskatchewan Pulse Growers reserves the right to reject any or all tenders and to negotiate the terms of an agreement with any proponent.

For more information on the above market class, please contact Dr. Kirstin Bett, Plant Breeder with the Crop Development Centre at the University of Saskatchewan, at 306-966-4947 or k.bett@usask.ca.

If tendered, proposals for tender will be accepted until **1:00 p.m., Thursday January 3rd, 2019** with expected signing of a commercialization contract by Friday, February 15th, 2019.

Please forward tender submissions to Attention: Laurie Friesen, Seed Program Manager
lfriesen@saskpulse.com.