THE MALTA CHAMBER

Expression of Interest (EOI) Technology & Innovation Experts

Issued by

The Malta Chamber of Commerce, Enterprise and Industry

64, Exchange Buildings, Republic Street
Valletta, VLT 1117

1. Introduction

The Malta Chamber of Commerce, Enterprise and Industry is inviting **Expressions of Interest (EOI)** from local companies, firms, and professionals with proven expertise in **technology and innovation**.

The objective is to establish a **trusted network of experts** who can support Maltese businesses in carrying out the digitalisation transformation that they might require. The aim is to connect these businesses with **reliable technology partners and strategic advisors**. This initiative forms part of The Malta Chamber's ongoing efforts to drive digitalisation, foster innovation, and strengthen Malta's competitiveness in line with **Vision 2050**.

2. Benefits of Participation

Selected participants will have the opportunity to:

- Collaborate with leading organisations within Malta's business ecosystem.
- Showcase their specialist expertise to a wide network of companies.
- Contribute directly to the growth, competitiveness, and transformation of the local digitalisation and innovation landscape.

3. Areas of Expertise

This section outlines the areas of expertise that The Malta Chamber is after.

1. AI & Machine Learning
2. Digital Transformation and Strategy
3. Design and Development
4. Data and Analytics
5. Cloud and Infrastructure
6. Business Systems and Integration
7. Automation and IOT
8. Cybersecurity

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4. Submission Requirements

1. Submit Annex A duly filled in.

2. Submit Annex B duly filled in. For each selected box in Annex B, applicants are also being requested to provide the following information for **every** field selected:

   a. A brief description of completed project(s).

   b. Number of companies serviced.

   c. Name(s) of client company(ies) (*unless bound by confidentiality*).

   d. Sector(s) in which the client company(ies) operate.

   e. Size of the client company (e.g., SME, Large Enterprise, Government Entity).

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5. Evaluation Criteria & Scoring Framework

All EOIs will be assessed in line with The Malta Chamber's principles of **transparency, fairness, and competitiveness**.

Criteria	Weighting	Description
Relevant Experience & Track Record	30%	Proven track record in delivering technology/innovation solutions.
Quality & Innovation of Proposed Expertise	25%	Level of innovation, scalability, and potential business impact.
Governance & Compliance	15%	Ethical standards, data protection, and regulatory adherence.
Client Portfolio & References	15%	Breadth and quality of past clients across different sectors.
Capacity & Resources	10%	Human, financial, and technical capacity to deliver services.
Support towards The Malta Chamber	5%	Past and current support to The Malta Chamber

Applicants who are scoring above 70% will be considered for inclusion in The Malta Chamber's trusted expert network. In order to be eligible, applicants are required to be members of The Malta Chamber. Non-members may submit their application, but will only be eligible once they become members of The Malta Chamber and are above the 70% scoring.

6. How to Apply

- **Format:** Submit your EOI in **PDF format**.

- **Include:**

  - Annex A

  - Annex B – Completed checklist of selected areas of expertise.

  - The information outlined in clause 4 (2) of this EOI.

- **Deadline:** 31st October, 2025

- **Submission Email:** Submit your EOI response at eoi@maltachamber.org.mt

- **Subject line for EOI submission:** *EOI – Technology & Innovation Experts*

- **Clarifications:** Questions or clarifications are to be sent to eoi@maltachamber.org.mt clearly stating "Clarifications" in the subject line.

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7. Closing Note

The Malta Chamber looks forward to collaborating with **top-tier technology and innovation experts**. Together, we can **strengthen Malta's innovation ecosystem**, empower businesses to embrace transformation, and ensure our economy remains future-ready.

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ANNEX A

Details of the Company submitting this EOI	
Name	
Address	

Contact Person

Name	
Telephone	
Mobile	
E-mail	

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ANNEX B

Applicants may indicate expertise in one or more of the following domains:

AI & Machine Learning
☐ AI Discovery | ☐ Machine Learning | ☐ Conversational AI | ☐ Predictive AI Models |
☐ Enterprise-grade AI Agents | ☐ Ethical AI | ☐ Generative AI | ☐ NLP & Chatbots |
☐ Predictive Analytics | ☐ Pattern Recognition

Digital Transformation & Strategy
☐ Digital Transformation Services | ☐ Strategy Consulting | ☐ Technology-enabled
Business Optimisation | ☐ Emerging Technologies | ☐ Data-driven Business Solutions |
☐ Customer-led Initiatives

Design & Development
☐ UX/UI | ☐ Branding | ☐ Web & Mobile Development | ☐ Custom Software |
☐ Architecture

Data & Analytics
☐ Data Extraction | ☐ Analytics | ☐ Data-driven Marketing

Cloud & Infrastructure
☐ Cloud Migration | ☐ Cloud Infrastructure Support

Business Systems & Integration
☐ CRM | ☐ ERP | ☐ DevOps | ☐ Agile | ☐ Staff Augmentation

Automation & IoT
☐ Robotic Process Automation | ☐ Internet of Things (IoT)

Cybersecurity
☐ Cybersecurity Solutions