



Ard-Chonsalacht na hÉireann Consulate General of Ireland

Research paper: Mapping legal sector links between Ireland and Frankfurt

Terms of Reference

Project introduction

The Consulate General of Ireland in Frankfurt was established in 2019 and is responsible for developing and strengthening Ireland's relationships with the states of Hesse, Rhineland-Palatinate and Saarland. An important part of the Consulate's role is to support economic and trade links between Ireland and the states of our consular region, including the city of Frankfurt, across a wide range of sectors.

Since opening, it has become apparent that there are considerable links between the legal sector in Ireland (primarily Dublin) and the city of Frankfurt. The Consulate is aware that a number of Irish law firms have long-standing relationships with Frankfurt-based clients – both legal firms and corporates, active across a range of sectors, including in particular banking and financial services, real estate and construction.

The Consulate General is now commissioning a research paper to develop a better understanding of the existing links between the Irish legal sector and businesses in the city of Frankfurt, as well as the potential opportunities for their further development and an understanding of the visibility and perception of the Irish legal sector in Frankfurt.

We are seeking a part-time researcher, ideally based in either Dublin or Frankfurt, to undertake the research.

These Terms of Reference set out the scope of work of the project.

Objectives and methodology

In order to develop a comprehensive paper, the successful research would provide the following services:

- Identifying, contacting and interviewing suitable representatives of Irish legal firms, state enterprise agencies and industry associations to understand the extent of their engagement in Germany and the nature of services provided to Frankfurt-based legal firms or corporates, as well as opportunities for their future development;
- Identifying, contacting and interviewing relevant contacts in Frankfurt-based legal firms and corporates to clarify the nature of the services provided to them or their clients by Irish legal firms and gauging their views on possible future development;
- Engaging with relevant contacts in Frankfurt to gauge the perception of the Irish legal sector in Frankfurt;

- Provide a narrative report on key findings, setting out the specific nature of engagement across a range of sectors and outlining areas for future development of Ireland-Frankfurt legal links
- Liaising with a design company and printer to publish the work.

The proposal from interested researchers should include a detailed outline of the methodology they intend to use to develop a comprehensive report.

The Consulate will work with the researcher to provide a number of suggested individuals in Ireland and Frankfurt to engage with as part of the research process. However, it is also envisaged that the successful researcher would identify and engage with contacts beyond the network of the Consulate.

A temporary email address will be provided by the Consulate for use of the researcher to contact companies.

Outputs

The researcher will be required to provide a detailed report on Ireland-Frankfurt legal sector links covering each of the areas outlined above.

A supplementary presentation on the research findings with the researcher will take place during an event or meeting organised to support Ireland-Frankfurt legal sector links in 2024. It is envisaged that a printed hard-copy brochure of the report will be shared with participants at the event.

The research will also be published on the Consulate website.

Timeline

The completion of the final report is required by the end of April 2024.

Award criteria

Respondents are required to submit a proposal outlining:

- Methodology for conducting the research (40%);
- Relevant professional or academic experience (30%)
- Format of presentation of results and final report (20%);
- Delivery date of report (10%)

The budget for this work is a maximum of €5,000. It may also be possible to cover travel and subsistence costs related to a research visit to either Ireland or Frankfurt depending on the permanent location of the researcher. Respondents should submit an outline budget for the work as part of their submission. The Consulate reserves the right not to select any tender if the amounts tendered exceed the budget envisaged for this project.

Submissions are accepted in English or German and will be judged on the criteria set out above.

Deadline for submissions

Submissions must be received by close of business on **Friday 1 December 2023**. Please send applications to: frankfurt@dfa.ie