

REQUEST FOR EXPRESSIONS OF INTEREST (CONSULTING SERVICES –INDIVIDUAL CONSULTANT)

Republic of Serbia

Serbia Accelerating Innovation and Growth Entrepreneurship (SAIGE)

Project ID No. P170185

Assignment Title: Enterprise Acceleration Start-up Scout (part time), Reference No. SER-SAIGE-IC-CS-21-16

Serbia has received a loan from the World Bank (Bank), through the “Serbia Accelerating Innovation and Growth Entrepreneurship Project” (Project), to contribute to the country’s growth and competitiveness by improving (i) relevance and excellence of scientific research and (ii) innovative entrepreneurship and access to finance for enterprise growth.

The Innovation Fund (IF) needs to engage one individual Enterprise Acceleration Start-up Scout (part time consultant).

Objective of the assignment

The specific objectives of this assignment are to promote the Enterprise Acceleration Program (EAP) to startups and the entrepreneurial community and to identify and build a pipeline of potential candidates of “Ideation” and “Scale-up” stage startups. The role also includes broader networking within the entrepreneurial community, such as with investors, as appropriate.

Scope of Work

The Startup Scout will closely work with the IF coordination team on activities related to rolling out the EAP and provide support to the Project Implementation Unit (PIU) Project Officer in-charge of enterprise acceleration component of the SAIGE.

During the course of its engagement, the Startup Scout is expected to provide the following services:

- Collaborating with the EAP team on outreach and building relationships within the entrepreneurial and innovation community, with startup intermediaries, in particular (science technology parks, hubs, startup incubators, etc.);
- Identifying and building a pipeline of potential startups to participate in the Enterprise Accelerations Program;
- Setting up a contacts database and system/tool for managing and communicating with the pipeline of potential startup companies suitable to apply for the EAP;
- Conducting screenings of the most promising startup companies in order to assess their compliance with the EAP framework and target goals;
- Preparing short screening reports to update the IF about the startups contacted;

- Supporting the IF team in defining and implementing a strategy for the outreach to the potential EAP startups and broader stakeholders such as investors, including marketing, networking and other promotional activities of the EAP;
- Assisting the Enterprise Acceleration Expert, PIU and the IF in establishing strategic plans and operational processes related to this specific assignment; and
- When necessary, assist IF in conducting analysis of the regulatory and legal framework related to the development of innovative early and growth stage enterprises in Serbia.

Timing and Duration

The Company Scout will be accountable and report to the IF Operations Manager under this assignment and will work closely with the IF Enterprise Acceleration Officer and other IF staff and the PIU. The Start-up Scout is expected to be engaged on the part-time basis, with expected workload of approximately 80 work-days a year, for the period of one year. The contract can be extended, subject to satisfactory performance and specific Project needs.

The assignment is envisaged to start in June 2021.

Required experience and qualifications

- Relevant Master's Degree;
- Excellent understanding of the Serbian innovation ecosystem and local start-up scene, relationships within entrepreneurial and investor communities is a plus;
- At least 5 years of relevant work experience;
- Experience in startup screening/assessment in previous 3 years;
- Familiarity with startup company development stages and associated challenges related to financing and capital raising;
- Good understanding of the functioning of start-up support schemes, including acceleration;
- Solid understanding of early-stage, angel and venture capital investing and the early-stage investment processes;
- Previous experience in working with international financial organizations (desirable);
- Demonstrated ability to take initiative and work independently to produce results;
- Highly effective writing and oral communication skills; and
- Excellent spoken and written English language skills.

The detailed Terms of Reference for the above referenced consulting services is posted on the website of the Innovation Fund http://www.inovacionifond.rs/cms/files/ostale-nabavke/TOR_SAIGE_Enterprse_Accelration_startup_scout.pdf

The Central Fiduciary Unit (CFU) of the Ministry of Finance now invites eligible Consultants to indicate their interest in providing the Services. Interested Consultants should provide information demonstrating that they have the required qualifications and relevant experience to perform the Services.

The evaluation criteria for the assignment:

- General Qualifications and Experience (40 Points)
- Specific Experience relevant to the Assignment (60 Points)

The attention of interested Consultants is drawn to paragraph 3.14, 3.16 and 3.17 of the *World Bank's Procurement Regulations for IPF Borrowers – Procurement in Investment Project Financing Goods, Works, Non-Consulting and Consulting Services (July 2016, revised November 2017 and August 2018)* (“the Regulations”) setting forth the World Bank's policy on conflict of interest.

A Consultant will be selected in accordance with the *Open Competitive Selection of Individual Consultants* as set out in the Regulations.

Further information can be obtained at the address below during office hours 09:00 to 15:00 hours.

Expressions of interest in English language must be delivered in a written form to the e-mail below, by **June 14, 2021, 12:00 hours, noon**, local time. Interested consultants must provide **Cover Letter** and **CV** representing description of similar assignments, experience in similar conditions and availability of appropriate skills (**scanned diplomas to be sent with CV**).

When submitting Expressions of interest please indicate assignment and reference number for which you are applying.

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