

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 Expert (part time), Reference No. SER-SAIGE-IC-CS-20-11**

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 Expert (part-time consultant).

Objective of the assignment

Specific objective of this assignment is to assist and advise the IF in Enterprise Acceleration Program (EAP) design and implementation, including defining the operational details of the EAP, mentoring of selected start-ups, development of investors community, support the IF in coordination of mentors, selecting start-ups for EAP and other activities necessary for successful implementation of EAP.

Scope of Work

The Expert will provide feedback on key design and strategy decisions to the IF team as the accelerator is developed. These interactions will occur on an as-needed basis through conversations at intervals determined by the IF team and the Expert.

The Expert will be expected to share expertise, as described above, throughout the EAP development process and during the EAP implementation. During the course of its engagement, the Expert is expected to provide the following service:

1. Design phase activities
 - a. Actively providing support to the IF in defining detailed design parameters and EAP documentation
 - b. Defining the design and operational details of the EAP
 - c. Preparing terms of references for participating mentors
 - d. Development of a local investors’ community
 - e. Advising the IF on periodical changes of the EAP details
 - f. Technical and strategic advice to the IF
 - g. Other activities relevant to functioning of the EAP

2. Implementation phase activities
 - a. Participation in the evaluation of applications for the EAP as Selection Committee member
 - b. Expert advice on identification of startups, mentoring selected startups during the operations of the EAP
 - c. Physical presence on site in Belgrade (when possible) during the EAP implementation and assistance, as required.

Timing and Duration

The expected time effort is approximately 240 working days in the period of around 3.5 years i.e. by September 30, 2024. (closing date of the Project). The Expert will be required to travel to Serbia/Belgrade as needed – approximately 10 times for the period of the assignment. The estimated duration of stay in Serbia is around 5 days per visit. In light of the recent crisis related to the coronavirus pandemic, the requirement for travel to Serbia will be re-assessed during the course of the assignment. If needed, alternative arrangements will be discussed and mutually agreed upon between the Expert and the IF.

The assignment is envisaged to start in February 2021.

Required experience and qualifications

- Relevant Master's Degree (e.g. Science, Technology, Engineering, or Business) or equivalent;
- Understanding of early and growth stage financing;
- Strong international network of potential mentors and investors;
- At least 7 years of experience in similar assignments;
- Direct experience with entrepreneurial ecosystems in early stage of development;
- Experience with mentoring start-ups (experience as an early stage investor is a strong plus);
- Highly effective writing and oral communication skills for varied audiences, including policy makers;
- 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/2021_1_12_%20TOR_SAIGE_Enterprse_Accelration_Expert.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:

- Specific Experience relevant to the Assignment (40 Points)
- Qualifications and Competence 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 email below, by **January 29, 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**).

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