

REQUEST FOR EXPRESSIONS OF INTEREST (CONSULTING SERVICES- FIRMS SELECTION)

REPUBLIC OF SERBIA

SERBIA RESEARCH, INNOVATION AND TECHNOLOGY TRANSFER PROJECT

Grant No. EC TF 019226

Assignment Title: Technology Commercialization Firm

The Republic of Serbia has received financing for a Grant from European Union Instrument for Pre-Accession (IPA), administered by the World Bank (WB) toward the cost of the Serbia Research, Innovation and Technology Transfer Project (Project) and intends to apply part of the proceeds for consulting services.

In order to stimulate commercialization of public research, this project works with the existing institutional infrastructure to enhance the technology transfer capacity and effectiveness of local institutions. A centralized Technology Transfer Facility (TTF) has been established at the Innovation Funds (IF) to support the four existing Technology Transfer Offices (TTOs) at the Universities of Belgrade, Novi Sad, Nis and Kragujevac and other stakeholders in identifying research with commercial potential.

Objective of the Assignment

Following a preliminary analysis by the TTF team, Consultant will be invited to provide an expert evaluation of a project proposal in accordance with the evaluation criteria defined in the TTF Guidelines for Applicants, and if requested, comment on the appropriateness of the requested Commercialization Funding. The breadth of expertise needed for this process will likely cover all fields in the Sciences and Engineering, but not the pure Social Sciences and Humanities. It is expected that Consultant should have more than one commercialization expert (CE) selected and qualified in any given science and technology area, thus a pool of around 15 CEs total is envisaged. While the commercialization strategy is focused on licensing, it is expected that research collaborations and contract research for may also be part of the strategy for particular R&D projects.

Experience and Qualifications

Technology Commercialization Firm

The Consultant must possess following qualifications:

- The Consultant shall be (1) an entity providing evaluation and commercialization services (2) with at least two contracts of a similar assignments for commercialization of innovations in the last three years, and (3) an entity with specific experience in business formation, managing innovations and technology commercialization in relevant area of expertise, preferably in North America, Western Europe and Western Balkan region.

Technology Commercialization Firm's staff

The Consultant shall be capable to provide 3 to 5 CEs that will be leading personnel for this assignment; one of them shall be key/main person, and additional personnel of CEs who shall have same or better qualifications and experience as leading personnel in relevant areas. Relevant areas are (1) life sciences, (2) mechanical/electrical, (3) IT, (4) material science and (5) chemical engineering. In total around 15 CEs suitable for this assignment that should have the following qualifications and experience:

- Advanced university degree in science or engineering;
- Excellent spoken and written English language skills;
- Hands-on experience with IP, business, sales, project evaluation, budgeting and strategic planning;
- Experience in initiating programs in business development through market execution (i.e. like entrepreneurial, mentoring, industry-academic research collaborations);
- Technical or scientific expertise in any of the relevant areas, from technology proof-of concept, through sales to customers;

Timing and Duration

The assignment is envisaged to start in March 2016, subject to publishing the Project Call for Proposals by the IF, and last until the expected Project closing date, January 31, 2018. The need for CEs will be continuous, and the proposal inflow is expected to be uniform during the course of the Project.

The IF now invites eligible Technology Commercialization Firms to indicate their interest in providing the services.

The Technology Commercialization Firm will be selected in accordance with the procedures set out in the World Bank's [Guidelines: Selection and Employment of Consultants under IBRD Loans and IDA Credits & Grants by World Bank Borrowers January 2011 Revised July 2014.](#)

Interested and eligible Technology Commercialization Firm for this position should send Expression of Interest in English by e-mail to the contact information listed below.

Expressions of interest from eligible firms/ joint ventures (consortia) should specify the following relevant information:

- (i) Short introduction of the firm/joint venture (consortium);
- (ii) Core business and years in business;
- (iii) Qualifications in the field of the assignment (in case of a "joint venture (consortia)", such evidence is required for all members of the "joint venture (consortia)", while in case of a sub-consultancy, it is required only for the leading firm);
- (iv) Technical and managerial organization of the firm;
- (v) General qualifications and number of relevant key staff.

The attention of interested Consultants is drawn to paragraph 1.9 of the World Bank's Guidelines: Selection and Employment of Consultants under IBRD Loans and IDA Credits & Grants by World Bank Borrowers January 2011 Revised July 2014., setting forth the World Bank's policy on conflict of interest.

Expressions of interest must be delivered by February 29, 2016, 12:00 Noon, local time in electronic format to the following e-mail: ljljana.krejovic@inovacionifond.rs; Cc: office@inovacionifond.rs

Contact:

Ljiljana Krejovic
Innovation Fund of the Republic of Serbia
Science and Technology Park Zvezdara
54/B4/1 Veljka Dugosevica St, 11000 Belgrade, Republic of Serbia
Tel: +381 11 6555696
E-mail: ljljana.krejovic@inovacionifond.rs
office@inovacionifond.rs