

REPUBLIC OF SERBIA
COMPETITIVENESS AND JOBS PROJECT
Loan No. 8528 YF

REQUEST FOR EXPRESSIONS OF INTEREST FOR
INDIVIDUAL CONSULTANCY SERVICES

ENTERPRISE ACCELERATION ADVISOR (REF. NO. 3A.3.32.)

Serbia has received a loan from the International Bank for Reconstruction and Development (Bank) to improve the competitiveness and employment toward the cost of the Competitiveness and Jobs Project (Project) and intends to apply part of the proceeds to payments for individual consultancy services under this Project.

Public Policy Secretariat of the Republic of Serbia (PPS) needs to engage **ONE Enterprise Acceleration Advisor.**

Background

The main goal of the Project is to improve the efficiency and coordination of select public programs to mitigate the constraints for competitiveness and job creation, including investment and export promotion, innovation, active labour market programs, and employment mediation. The Project involves three ministries— the Ministry of Economy (MoE) (plus its development agencies), Ministry of Education, Science and Technological Development (MoESTD), and Ministry of Labor, Employment, Veteran and Social Affairs (MoLEVSA) and the Public Policy Secretariat (PPS) in the implementation and coordination role. Under Project framework, the three Ministries and participating agencies, with leadership and support from the PPS, are responsible to set performance targets on competitiveness and jobs, monitor and evaluate progress, conduct analysis, and contribute to policy development in the Republic of Serbia. The Project is expected to lead to better designed and coordinated policies, since it is anticipated that, through the Project implementation, they will become part of a clear, strategic framework with a robust monitoring and evaluation (M&E) system. The Public Policy Secretariat is responsible, in close cooperation with the institutions participating in the Project, for coordinating the Project implementation including gathering and processing of results of the monitoring, reporting, fiduciary functions and safeguard procedures. The Project Implementation Unit (PIU) is established in the Public Policy Secretariat as a technical coordination unit of the Project.

The Competitiveness and Jobs Project is structured in two interconnected parts:

- 1) Part A - includes a results-based financing modality for the results achieved in three thematic components:
 - A.1. Investment and Export Promotion
 - A.2. Innovation
 - A.3. Labor
- 2) Part B - includes technical support in project management and implementation, including the procurement of goods, consulting/non-consultant services, training and operating costs.

The MoESTD is responsible for achieving results for **Component A.2. Innovation**. This component supports programs for innovation through:

- a) Supporting operations of the Innovation Fund and its Grants Programs;
- b) Supporting Technology Transfer Facility service lines at the Innovation Fund; and
- c) Strategic planning and institutional reform of the public research and development sector.

Objective of the Assignment

The Government of the Republic of Serbia, supported by the World Bank and the European Union Delegation to the Republic of Serbia (EUD), has committed and initiated significant reforms of the country's research and innovation system. The reforms aim to reduce challenges recognized in the Research for Innovation Strategy, 2016-2020. The Strategy also envisions a series of measures to boost innovative entrepreneurship in the

country, including through improved access to financing and knowledge necessary for enterprise founding and growth. This work builds on the decade-long cooperation between the Government, the World Bank and the EU on improving the Innovation sector in Serbia and its outcomes. The Competitiveness and Jobs Project has provided continuity in financial support for enterprise innovation and facilitates technology transfer and commercialization piloted by the Innovation Fund (IF), and has supported design of public research sector reforms including the above-mentioned Strategy.

To continue the mission and the work that is currently supported by the Project and to build on the momentum of reforms, the Government has requested from the World Bank an additional loan which is now in preparation, "Serbia Accelerating Innovation and Growth Entrepreneurship" (SAIGE project). The SAIGE project will include support to the Serbian Science Fund, reform of R&D Institutes (RDIs), a Diaspora Facility, and establishment of an Enterprise Acceleration Facility (at the Innovation Fund).

In support of that mission, the Innovation Fund is launching an Enterprise Acceleration Facility pilot to support growth-oriented entrepreneurs in Serbia, and help them build links to wider value chains, enter new markets, secure finance and build teams to reach scale. By showcasing the best high-growth, globally competitive Serbian startups to active investors, the accelerator seeks to validate the assumption that Serbian technology startups are profitable, scalable, and investable.

The MoESTD/Innovation Fund now need the services of an International consultant (Enterprise Acceleration Advisor, hereinafter: The Advisor).The objective of this assignment is to assist and advise the Innovation Fund in defining the operational details of the Enterprise Acceleration Facility at the Innovation Fund, including, but not limited to the design of the Enterprise Acceleration Program, mentoring of companies and coordination of other mentors, monitoring, etc.

Scope of work

- Capacity building of the IF for establishing the Enterprise Acceleration Facility
- Defining the operational details including selection criteria and drafting the Terms of Reference for Enterprise Acceleration Program mentors
- Attracting the potential mentors
- Support with the design and strategy for further development of the Enterprise Acceleration Facility
- Technical and strategic advice to the IF and other stakeholders

The Advisor will offer 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 informal conversations at intervals determined by the IF team and the Advisor.

The Advisor will be expected to share expertise, as described above, throughout the Enterprise Acceleration Program development process and during the operations of the Enterprise Acceleration Facility in a mentorship capacity:

- Technical and strategic advice to IF and World Bank project team for planning and implementation of the Enterprise Acceleration Facility Program;
- Participation in the evaluation of applications for the Enterprise Acceleration Program;
- Expert advice on identification of startups, mentorship to selected startups during the operations of the Enterprise Acceleration Program;
- Mentorship to selected startups following the Enterprise Acceleration Program;
- Physical presence on site in Belgrade during the Enterprise Acceleration Program and assistance with various components related to the running of the Enterprise Accelerator Facility, as required.

Experience and Qualifications

The Candidates will be evaluated with following criteria:

criteria	points
General Qualifications <ul style="list-style-type: none"> • Relevant Master's Degree (e.g. Science, Technology, Engineering, Finance or 	10

Economics) or equivalent;	
Adequacy for the Project <ul style="list-style-type: none"> • Experience with establishing and/or running an Enterprise Accelerator (experience in transition economies is a bonus); • Experience in fundraising, sales and strategy in technology companies; • Understanding of early and growth stage financing; • Strong international network of potential mentors and investors; • Knowledge of the Serbian entrepreneurial ecosystem from the startup, investor, and/or intermediary perspective; • Ability to think strategically and creatively about program design, partnership engagement, desired outcomes, and risk management; • Experience with mentoring early-stage startups (experience as a founder a strong plus). 	70
Language and Communication <ul style="list-style-type: none"> • Highly effective writing and oral communication skills for varied audiences, including policy makers; • Excellent spoken and written English language skills. 	20

Timing and Duration

The expected time effort is approximately 50 working days in the period of one year with a possibility of extension, through this Project or other projects. The Advisor will be required to travel to Serbia/Belgrade as needed. The assignment is expected to start in September 2019.

The Project Implementation Unit (PIU) within the Public Policy Secretariat of the Republic of Serbia will administer the Contract with the selected Consultant. The Public Policy Secretariat now invites eligible individual consultants to indicate their interest in providing the services.

The individual consultants 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 individual consultants for this position should send Expression of Interest, together with information on relevant experience and CV in English, by e-mail (with the exact title of the position in the "Subject" of the e-mail) to the contact information listed below.

Expressions of interest must be delivered by **August 28, 2019, 15:00h local time**.

Contact:

Milena Kostadinovic
Procurement Specialist
Project Implementation Unit
Public Policy Secretariat
10 Vojkovicева St
11000 Belgrade
Republic of Serbia
Tel: +381 11 333 41 19
E-mail: milena.kostadinovic@rsjp.gov.rs (cc: snezana.djordjevic@piu.rsjp.gov.rs)