

CALL FOR INTERNATIONAL POOL OF EXPERTS' DOCUMENTATION

PART A: INFORMATION FOR APPLICANT

This document contains the following parts:

- I. Instructions to the applicant
- II. Technical specifications / required services

I. INSTRUCTIONS TO APPLICANTS

1. INFORMATION ON SUBMISSION OF THE OFFER

Subject of the Call:

The subject of this Call is:

- Provision of services as indicated in the technical information in the part “services required / technical specifications” of this document.

Deadline for submission of the Offer:

The deadline for submission of offers is **November 8th, 2024**. Any offer received after this deadline will be automatically rejected.

Address and meanings for submission of the offers:

The applicants will submit their offers using the:

- **standard submission form available in Part B of this Call documentation AND**
- **financial offer available in Part C of this Call documentation.**

The offers will be submitted via email to partners@partnersalbania.org, containing the following information:

- Subject of email: Name of the Call.

The applicant should provide a scan of the signed original of the offer. Any offers not using the prescribed form might be rejected.

In addition to the offer, the applicant is required to provide the following supporting documentation (in copies or scanned versions in case of e-mail submission):

- An expression of interest to provide the required service.
- Expert's CV highlighting the expertise related to this ToR.
- Certificates of training or completed courses related to the field(s) of the expert's expertise.
- Any supporting documents verifying experience in the relevant field(s) of the expert's expertise.
- At least three references to prove the relevant experience of the expert.
- Expert's copy of ID or Certificate of Fiscal Residency, whichever is applicable.

The applicants are reminded that in order to be eligible the offers need to be received by the deadline indicated above.

2. TECHNICAL INFORMATION

The applicants are required to provide services as indicated in the part “Required services/Technical specifications” of this document.

3. ADDITIONAL INFORMATION

The selection criteria are:

- Best value for money, weighting 80% experience and qualification of the Experts, 20% price.

The unsuccessful/successful applicants will be informed of the results of the evaluation procedure in writing.

The estimated period of response to the applicants is November - December 2024.

II. SERVICES REQUIRED / TECHNICAL SPECIFICATIONS	
1. Item Number	2. Specifications Required
1	<p>International Pool of Experts under Challenge Fund, EU4Innovation 2023-2026 Project</p> <p>Partners Albania for Change and Development (PA) is an Albanian NGO, established in 2001. PA's mission consists in the support of civil society and the facilitation of inter-sector cooperation to strengthen democratic institutions and advance economic development in Albania. PA is a member of Partners Global, a network of 20 independent organizations in Europe, the Americas, Africa, and the Middle East, working for peaceful and democratic change.</p> <p>PA has vast experience in designing and managing EU-funded projects and sub-granting schemes in the frame of EU projects. Since 2012, PA has implemented more than 20 projects funded by the EU. The organization also works for the development of Social Enterprises (SEs) and start-ups, generating social impact through a) research; b) advocacy; c) education and public awareness; d) financial support to 3-rd parties.</p> <p>Since June 2023, Partners Albania is the Cooperation Partner of SIDA for the implementation of the Challenge Fund, under the framework of the EU4Innovation Phase II, 2023-2026.</p> <p>The Multi Donor Action EU4Innovation Phase II, 2023-2026 is jointly co-financed by the EU, the German Federal Ministry of Economic Cooperation and Development (BMZ), and Sida and implemented by GIZ and Embassy of Sweden in Tirana.</p> <p>The aim of the Challenge Fund is to improve and diversify finance opportunities for Albanian start-ups and MSMEs, with innovative solutions (e.g., products, services, business models, processes) and (ii) start-ups with prominent tech content with the potential for global expansion and rapid growth.</p> <p>Within this framework, Challenge Fund will launch three different calls for proposals during the project implementation period 2023-2026, for funding of a minimum of 50 (fifty) start-ups and innovative micro, small and medium-sized enterprises with the potential to expand locally or internationally, around 16-17 successful applicants under each call.</p> <p>In conjunction with the grant, Challenge Fund will offer comprehensive technical assistance to grantees throughout the entire grant period. To facilitate this, PA is creating an International Pool of Experts to support the diverse needs that both the project and the grantees may encounter during the implementation of the project. The experts will be available to offer guidance, answer questions, and deliver tailored solutions, ensuring the successful implementation and progress of the project.</p> <p>Partners Albania for Change and Development through this call aims to identify experienced experts at the international level, to extend the network of collaborators in various fields of services, and offer support to the project and start-ups awarded from the Challenge Fund.</p>

1. Item Number	2. Specifications Required
	<p>The purpose of the Call is to identify qualified and experienced experts to join the International Pool of Experts for providing services for the startups in 3 categories (Idea and Validation stage, Growth stage, and Scale-up stage¹) in the following areas:</p> <ul style="list-style-type: none"> a) Go to market strategy b) Network and Partnership Building c) Market Expansion Strategies d) Investments and Funding Strategies e) HR Management f) Supply Chain Management g) B2B Sales Strategies h) Sustainability Practices i) AR and AI development for applications <p>Interested applicants can apply to one or more fields of expertise from the above-mentioned areas.</p> <p>The experts will be contracted to deliver their services based on the need and according to the project plan. The services will be delivered online in Tirana and other cities of Albania.</p> <p>The expertise will be provided in the <u>English language</u>.</p>
	<p>The deadline for submitting the proposal is November 8th, 2024.</p> <p>For more information on the scope of work, duties and responsibilities, experience and expertise required, etc. please refer to the Terms of Reference.</p>

¹ <https://challengefund.euforinnovation.al/>