



Open Call for Consulting Services

Subject:	Common Regional Market Action Plan 2021 – 2024 / Regional Industrial Area
Title:	Impact assessment of industrial policy in the Western Balkans
RCC Department:	Programme Department
Eligible:	Consulting companies, bidding consortia
Reporting to:	RCC Secretariat / Programme Department
Duration:	May – December 2024
Reference Number:	031-024

I. BACKGROUND

In November 2020, the leaders of Western Balkans (WB) endorsed the Common Regional Market (CRM) Action Plan (AP) 2021 – 2024 at the Berlin Process Summit held in Sofia. The CRM Action Plan consists of targeted measures along the four key areas: Regional Trade Area, Regional Investment Area, Regional Digital Area, and Regional Industrial and Innovation Area. The overarching goal of the Regional Industrial Area is to transform the industrial sectors in the Western Balkans region, shape value chains they belong to and prepare them for the current realities and future challenges, in line with EU policy and standards.

II. DESCRIPTION OF RESPONSIBILITIES

Objective of the assignment

The objective is to conduct a comprehensive impact assessment of industrial policy on the overall economic development in the Western Balkans during the period 2021 – 2024 (in line with the implementation period of the Common Regional Market Action Plan 2021 – 2024). The findings will pave the way for future industrial policy and complement efforts of the Western Balkan economies in drafting new industrial policies.

Specific Tasks

This assignment should focus on the following specific tasks:

1. Provide an overview of the industrial policy framework implemented in the Western Balkans during the period 2021-2024, encompassing the sectoral perspective (*focusing but not limited to CRM Regional Industrial Area sectors*);
2. Assess the impact of industrial policies on strategic sectors of the economy in the Western Balkans (*in line but not limited to CRM Regional Industrial Area sectors*), in particular:
 - a. Measure the effectiveness of industrial policies in achieving economic growth, generating employment and other key economic indicators;
 - b. Assess the role of industrial policy vis-à-vis the green transition;
 - c. Identify strengths, gaps, opportunities and best practices/case studies associated with the implemented industrial policies;
 - d. Provide a comparative analysis by comparing the performance of different sectors in the Western Balkans in terms of policy effectiveness and industrial development;
3. Based on the results of tasks 1 and 2, propose recommendations for concrete regional actions on industrial policy (aiming to address the needs for legislative alignment with EU acquis and establish regional framework towards a Common Regional Market).

Methodology

The expert is expected to suggest the most suitable methodology for successful completion of the assignment.

III. LOGISTICS AND TIMING

Timeline

The engagement is expected to start by the **end of May 2024** and end by **mid-December 2024**.

Lines of Communication

- The task will be implemented in close consultation with the RCC Secretariat.
- The contracted bidder will report to the **Expert on Competitiveness**.
- As appropriate, (online) meetings with RCC experts will be organised to agree on expectations and deliverables.

IV. REQUIRED OUTPUTS / REPORTING

The following deliverables will be produced and transferred to the RCC Secretariat during the course of the assignment, as per the timeframe specified below:

	Deliverables	Due date
1.	Detailed methodology and work plan submitted and agreed with the RCC	End of May 2024
2.	Submission of the Interim Report (including task 1 and 2)	End of July 2024
3.	Presentation of key findings to the Working Group on Industrial Development (WGID) and consultations	To be agreed during implementation period (tentatively early October 2024)
4.	Draft Final Report (including tasks 1 – 3)	Early November 2024
5.	Submission of the final report (incorporating RCC feedback and comments)	16 December 2024

V. REQUIREMENTS

Education:	<ul style="list-style-type: none">- An advanced university degree (Master's Degree or equivalent) in economics, industrial policy, public policy or other field of relevance for the assignment.
Experience:	<ul style="list-style-type: none">- Minimum of 7 years of relevant experience in industrial and economic policy; value chains development; research and policy advice; institutional development and/or other related fields;- Proven analytical skills and experience on strategy design;- Proven professional record of working on industrial policy, research, and public policy;- Previous experience working with the Western Balkan economies in the abovementioned areas is an asset;- Proven professional record of working with international and/or

	<p>regional organisations;</p> <ul style="list-style-type: none"> - Proven analytical skills and ability to conceptualise and write concisely and clearly, preferably evidenced by a list of published reports/articles in English; - Proven communication and presentation skills and ability to work in an environment requiring liaison and collaboration with multiple actors including government representatives, international organisations' representatives, business community, civil society institutions, donors and other stakeholders, if needed;
Language requirements:	<ul style="list-style-type: none"> - Fluency in written and spoken English, as the official language of the RCC. - Knowledge of other RCC languages is an advantage.

Core Values

- Demonstrates integrity and fairness by modelling RCC values and ethical standards;
- He/she is independent and free from conflicts of interest in the responsibilities defined by the Terms of Reference;
- Displays cultural, gender, religion, race, nationality and age sensitivity and adaptability.

Core Competencies

- Demonstrates professional competence to meet responsibilities and post requirements and is conscientious and efficient in meeting commitments, observing deadlines and achieving results;
- Result-oriented; plans and produces quality results to meet the set goals, generates innovative and practical solutions to challenging situations;
- Communication: Excellent communication skills, including the ability to convey complex concepts and recommendations clearly;
- Team work: Ability to interact, establish and maintain effective working relations in a culturally diverse team;
- Ability to establish and maintain productive partnerships with regional and national partners and stakeholders.

QUALITY CONTROL

The expert should ensure an internal quality control during the implementing and reporting phase of the assignment. The quality control should ensure that the draft reports and deliverables comply with the above requirements and meet adequate quality standards before sending them to stakeholders for comments. The quality control should ensure consistency and coherence between findings, conclusions and recommendations. It should also ensure that findings reported are duly substantiated and that conclusions are supported by relevant judgment criteria.

VI. APPLICATION RULES

The application needs to contain the following:

- Technical Offer;
- Financial Offer.

Technical Offer

- Company profile including a brief description (up to 2 pages) of the company. In case of a bidding consortium, the team leader should submit the profile of the consortium;
- Copy of Company's Registration Certificate (in case of consulting companies);
- In case of bidding consortia of individual consultants participating in this Call, they must indicate the members and show how the work is divided between them. Specifically, all members must name the team leader and authorise this member to represent the consortium and receive payments on behalf of the other members. A corresponding written authorisation, power of attorney must be attached to the bid;
- Financial records - company's balance sheet and profit-and-loss statement for the past 2 years (only in case of a bidding of consulting companies);
- CV of expert(s), outlining relevant knowledge and experience as described in the Terms of References, along with contact details of referees;
- An outline work programme of a maximum of 5 pages describing the main issues, sources of information to be used, timeline and methodology. The work programme should include the initial outline of the content of the assessment;
- List of references for relevant activities implemented over the past years demonstrating relevant experience in the subject matter;
- Signed Statements of Availability (Annex II).

Financial Offer

The financial offer should reflect the following:

- All figures should be expressed in EUR;
- Maximum budget should not exceed EUR 25,000

Note: For entities from Bosnia and Herzegovina, VAT should be presented.

According to the Indirect Taxation Authority Instruction and its status of an international organisation, the Regional Cooperation Council Secretariat is entitled to VAT refund and is exempted from customs duties in Bosnia and Herzegovina.

Submission of applications:

Applications need to be submitted by 9 May 2024 by 24:00 CET (Central European Times) through the link “Apply Now” to be found below the text of the Call on the web site.

Please note that you should register if you are applying for the first time or log in if already registered.

VII. EVALUATION RULES

The assignments will be awarded to the highest qualified applicant based on the skills, expertise, and the quality of the concept note(s) and the cost-effectiveness of the financial offer.

Applications will be evaluated on the basis of the profile and competencies of the candidate and the responsiveness to the Terms of Reference for consulting services. The best value for money is established by weighing technical quality against price on an 80/20 basis.

The applications are evaluated following these criteria:

EVALUATION GRID	Maximum Score
A. Technical Offer (A.1+A.2+A.3)	100
A.1. Work experience, references list: Relevant work experience; evidence of other contracts of the nature comparable to that of the Call; experience with clients comparable to the Contracting Authority.	35
A.2. Quality and professional capacity of the consultants: CV satisfies the criteria set forth in the ToR, education and experience demonstrate professional capacity and experience required.	35
A.3 Quality of the Work Plan Work plan outlining proposed action by the consultant, sources of information to be used, timeline and tools to be employed by the consultant.	30
B. Financial Proposal/ lowest price has maximum score	100

Score for offer X =

A: [Total quality score (out of 100) of offer X / 100] * 80

B: [Lowest price / price of offer X] * 20

In addition to the results of the technical and financial evaluation, a competency-based interview will be held with the selected bidder.

Information on selection of the most favourable bidder

The RCC Secretariat shall inform candidates and bidders of decisions reached concerning the award of the contract as soon as possible, including the grounds for any decision not to award a contract for which there has been competitive tendering or to recommence the procedure.

Standard letter of thanks for participation to unsuccessful bidders shall be sent within 15 days after the contract is signed with the awarded bidder.

The candidates and bidders wishing to receive feedback may send a request within 15 days after receipt of the standard letter of thanks.

The request may be sent to the e-mail address ProcurementforRcc@rcc.int or to the address of the RCC Secretariat:

Regional Cooperation Council Secretariat
Attention to: Administration Department
Building of the Friendship between Greece and Bosnia and Herzegovina
Trg Bosne i Hercegovine 1/V
71000 Sarajevo
Bosnia and Herzegovina

Appeals procedure

Bidders believing that they have been harmed by an error or irregularity during the award process may petition the RCC Secretariat directly. The RCC Secretariat must reply within 15 days of receipt of the appeal.

The appeal request may be sent to the e-mail address ProcurementforRcc@rcc.int or to the address of the RCC Secretariat:

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