

REQUEST FOR EXPRESSIONS OF INTEREST

CONSULTING SERVICES - SUPPORT TO MOLDOVAN INVESTMENT AGENCY TO CONDUCT B2B EXPORT MISSIONS

REPUBLIC OF MOLDOVA

MICRO, SMALL AND MEDIUM-SIZED ENTERPRISES COMPETITIVENESS PROJECT

Sector: General industry and trade sector

IDA Credit No. 71740

IBRD Loan No. 94230

Project ID No. P177895

Reference No. MD-CEP- 419462-CS-CQS

The Republic of Moldova has received financing from the World Bank toward the cost of the Micro, Small and Medium-Sized Enterprise Competitiveness Project (MSME) and intends to apply part of the proceeds for consulting services.

The consulting services (“the Services”) include providing support to Moldovan Government and its Invest Moldova Agency to organize and conduct B2B export promotion missions for Moldovan SMEs with export potential to enable more exports from the country, according to a tentative schedule presented in the table below:

	Target market	Tentative timeline for the mission	Number of beneficiaries
1	Germany	September 2024	80 (Y.2024)
2	Romania	October- November 2024	
3	Turkey / Italy / the Netherlands /Poland, Czech Republic, UK. ¹	February- April 2025	60 (Y.2025)

The assignment will be implemented in the period from July 2024 to June 2025 for core activities and January 2025 – June 2026 for the activities related to firms’ results monitoring assessment.

The Terms of Reference (TOR) for the assignment can be obtained at the address given below.

The Project Implementation Unit of the MSME Competitiveness Project now invites eligible consulting firms (“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 (required qualifications and experience of the firm, but not individual experts’ bio data).

¹ Two out of six export markets will be selected based on the results of the sectors’ assessment.

The selection criteria are:

Criteria	Points
Extensive experience in export promotion, organization of B2Bs and market research (demonstrated capabilities and specific projects undertaken) having at least eight years of experience in the field of the assignment.	35
Competence and proven experience in international trade, designing and applying modern export promotion instruments and tools, particularly in countries of the region and Western Europe.	25
Proven experience with implementation of similar or alike assignments having at least three successfully implemented projects during the last five years.	25
Knowledge of the economic sectors of Moldova, their needs, reflected by having practical experience in working on SME, export and trade facilitation issues.	15

The attention of interested Consultants is drawn to Section III, paragraphs, 3.14, 3.16, and 3.17 of the World Bank's "Procurement Regulations for IPF Borrowers" November 2020 ("Procurement Regulations"), setting forth the World Bank's policy on conflict of interest. A Consultant will be selected in accordance with the „Consultant's Qualification-based Selection" method set out in the Procurement Regulations.

Consultants may associate with other firms to enhance their qualifications; but should indicate clearly whether the association is in the form of a joint venture and/or a sub-consultancy. In the case of a joint venture, all the partners in the joint venture shall be jointly and severally liable for the entire contract, if selected.

The Expression of Interest shall clearly state the name of the Consultant (individual Firm, Joint Venture or sub-consultancy). The Consultant shall provide relevant references (assignment name, Client, time frame, the role of the firm (main Consultant/Partner in JV/sub-consultant, contract amount, tasks performed etc.) to confirm its experience and qualifications.

Further information can be obtained at the address below during office hours.

Expressions of interest must be delivered in a written form to the address below (in person, or by mail, or by e-mail) by **June 07, 2024**, COB.

Project Implementation Unit of the MSME Competitiveness Project
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