

**REQUEST FOR EXPRESSIONS OF INTEREST
CONSULTING SERVICES SURGE TECHNICAL SERVICE
PROVIDER
(FIRMS SELECTION)**

Country: Suriname

Project name: Suriname Competitiveness and Sector Diversification Project

Loan No: 8985- SR

Assignment Title: Surge Technical Service Provider

Reference No. (as per Procurement Plan): SR-MTIT-008-CS-QCBS

The government of Suriname under the Ministry of Economic Affairs, Entrepreneurship and Technological Innovation (MEA) *has received* financing from the World Bank toward the cost of the **Suriname Competitiveness and Sector Diversification Project** and intends to apply part of the proceeds for consulting services.

The consulting services (“the Services”) include hiring a Technical Services Firm to support MEA in implementing the SURGE program. SURGE will be an MEA program managed by the MEA PIU for the SCSD project; the Technical Services Firm will support MEA with the day to day implementation to ensure a market-driven and commercially oriented approach to supporting growth enterprises. This Technical Services Provider should have the business skills and entrepreneurial structure to bring such an approach to the SURGE program, including leadership, strategic vision, entrepreneurship, innovation, and flexibility to successfully implement this ambitious new SURGE activity. The provider will also bring flexibility in staffing and skillsets to ensure SMEs receive the technical and business development support that they require. The SURGE Consultant will be reporting to the MEA PIU and will work closely with the relevant technical staff of the MEA to ensure that the skills and capacity developed and used within the SURGE Program can build broader capacity within the Ministry of EA to be able to continue to design and monitor similar programs in the future.

Furthermore, the consultancy firm will provide technical training and coaching to local firms in Suriname to improve **their managerial capabilities** and financial support to **invest in their productivity and value-chain upgrading**.

The duration of the project is two (2) years with a possible extension of 1 year.

The detailed Terms of Reference (TOR) for the assignment *are attached to this request for expressions of interest*.

The Ministry of Economic Affairs, Entrepreneurship and Technological Innovation through the Project Implementation Unit: Suriname Competitiveness and Sector Diversification 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. The shortlisting criteria are mentioned below:

General:
Core business of the firm is working with and analyzing early-stage firms, particularly in an investing capacity. More specifically the firm is providing business support to SME's and early stage companies for at least 5 years.
The firm has relevant experience with providing SME business support and capacity building training and coaching with respect to: e.g. Project management, organization and management, HRM, Marketing, organizational changes, planning tools, financial administration, innovation and export for at least 5 years.
The firm has experience with organizing and managing pitches for selecting SMEs for funding.
The firm has experience with determining selection criteria for SMEs firms to qualify for funding.
The firm has experience with understanding the challenges of SMEs in Suriname.
The firm has experience with providing business support to SMEs and value chain applicants in developing projects to propose for funding (matching grant) support.
The firm has experience with developing an operational manual to guide the institutional aspects of SME funding, e.g. to provide grants to SMEs in order to achieve the project goals efficient and effectively.
The firm has experience with Investor Relations (IR).
The firm has experience with selecting innovative and client based needs and problem solving business ideas in developing countries.
Sales and Marketing:
The firm has experience with providing business development services in Sales and Marketing to SMEs and value chains in sales and marketing aspects such as product development and branding and promotion.
The firm has experience with increasing sales in the field of food processing, consumer goods, tourism or other nontraditional areas in the private sector.
Operations:
The firm has experience with providing business development services that will support SMEs in their production operations and/or manufacturing practice, certifications and standards, procurement of inputs/ services/ goods/ works, production planning, supplier negotiations, costing, and pricing.
The firm has experience with selecting innovative and client based needs and problem solving business ideas in developing countries.
Financial :
The firm has experience with providing Financial support to entrepreneurs in understanding the key cost and profit drivers of their businesses, managing their cash flow, financially structuring their companies for growth, assessing alternative financing options, and preparing proper financial statements.
The firm has experience with overseeing the implementation of the SME grants support projects and their disbursements, including fiduciary oversight of the funds.

Key Experts will not be evaluated at the shortlisting stage.

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" July 2016 ("Procurement Regulations"), setting forth the World Bank's policy on conflict of interest. In addition, please refer to the following specific information on conflict of interest related to this assignment:

Consultants shall not be hired for any assignment that would be in conflict with their prior or current obligations to other clients, or that may place them in a position of being unable to carry out the assignment in the best interests of the Borrower. Without limitation on the generality of the foregoing, Consultants shall not be hired under the circumstances set forth below:

a. a firm that has been engaged by the Borrower to provide Goods, Works, or Non-Consulting Services for a project (or an affiliate that directly or indirectly controls, is controlled by, or is under common control with that firm), shall be disqualified from providing Consulting Services resulting from, or directly related to, those Goods, Works, or Non-Consulting Services. This provision does not apply to the various firms (Consultants, contractors, or suppliers), which together are performing the contractor's obligations under a turnkey or design and build contract;

b. a firm that has been engaged by the Borrower to provide Consulting Services for the preparation or implementation of a project (or an affiliate that directly or indirectly controls, is controlled by, or is under common control with that Consulting firm), shall be disqualified from subsequently providing Goods, Works, or Non-Consulting Services resulting from, or directly related to those Consulting Services. This provision does not apply to the various firms (Consultants, contractors, or suppliers), which together are performing the contractor's obligations under a turnkey or design and build contract;

c. neither a Consultant (including personnel and sub-consultants), nor an affiliate (that directly or indirectly controls, is controlled by, or is under common control with that Consultant), shall be hired for any assignment that, by its nature, creates a conflict of interest with another assignment of the Consultant;

d. Consultants (including their experts and other personnel, and sub-consultants), that have a close business or family relationship with a professional staff of the Borrower, or of the project implementing agency, or of a recipient of a part of the Bank's financing, or any other party representing or acting on behalf of the Borrower, that is directly or indirectly involved in any part of:

i. the preparation of the TOR for the assignment;

ii. the selection process for the contract; or

iii. the supervision of the contract, may not be awarded a contract, unless the conflict stemming from this relationship has been resolved in a manner acceptable to the Bank throughout the selection process and the execution of the contract. *conflict of interest related to the assignment as per paragraph 3.17 of 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.

A Consultant will be selected in accordance with the Quality Cost Based Section (QCBS) method set out in the Procurement Regulations.

Expressions of interest must be emailed to the address below by **May 10th, 2021 at 14.00 PM local time.**

Ministry of Economic Affairs, Entrepreneurship and Technological Innovation
Attn: Rafiq Ilahi (Permanent Secretary Technological Innovation)
Havenlaan# 1
Suriname

Please submit your interest to all e-mail addresses included below:

1. rafiq.ilahi@gov.sr
2. secmin.ez@gov.sr
3. cheryl.daal@surinamecompete.org

For questions related to the Request for Expression of Interest (REOI) please email to: cus@surinamecompete.org