

## CALL FOR PROPOSAL FOR CONSULTANCY SERVICES Service Contract (SC)

**“Proposal for the best economic model for tech/ science parks in a Free  
Economic Zone”**

Project Unit: RisiAlbania – Partner for Growth  
Swiss Agency for Development and Cooperation SDC  
Implemented by: Helvetas Swiss Intercooperation and Partners Albania  
Partners Albania for Change and Development  
Location: Tirana  
Estimated duration: 5<sup>th</sup> of February 2024- 30<sup>th</sup> of April 2024

**Deadline to submit applications: 31<sup>st</sup> of January, 13:00**

### 1. Background

RisiAlbania is a project of the Swiss Agency for Development and Cooperation (SDC), in partnership with Ministry of Finance and Economy, and implemented by a consortium consisting of HELVETAS Swiss Intercooperation and Partners Albania. The overall goal of the project is to contribute to an increase in employment opportunities for young women and men (age 15-29) in Albania. This goal will be achieved through: (i) Enhanced growth and job creation by the private sector in three selected subsectors (agribusiness, tourism, and ICT), (ii) Improved career guidance and job intermediation services, (iii) Improved and developed skills of young women and men through market-oriented private non-formal skills training programmes.

For almost eight years, RisiAlbania supported the BPO subsector by promoting Albania as a destination to attract foreign investors to the country and offer more attractive job opportunities, to skilled young women and men. In this regard, RisiAlbania has supported in the past The Albanian Investment Corporation (AIC) to further develop the BPO sector in Albania by conducting a pre-feasibility study on tech/ science parks in Albania. AIC is established by a special Law with the purpose of monetizing under-utilized state-owned assets through the mobilization of private capital, preparing the grounds for strategic investments in Albania. AIC introduced legal bases for setting up tech/ science parks and now aims to establish the country's first Tech/ science park. By developing the Tech/ science park, AIC aims to make it a vital center where the private sector, start-ups and SMEs are provided with the necessary infrastructure and incentives to facilitate innovation and R&D.

AIC will play a key role in strategically structuring the project, attracting investors, collaborating with the relevant institutions such as public and private institutions.

### 2. Overall purpose and objectives

The objective of this consultancy is to conduct an in-depth review of leading existing free economic zones and tech/ science parks in Europe with similar contexts to Albania, examining their business models, location, infrastructure, sectoral focus, investment

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climate, innovation facilities, and regulatory frameworks. Furthermore, the experts will analyze the performance, strengths, weaknesses, and key success factors of selected free economic zones and tech/ science parks in Europe.

On the other hand, the experts will develop a doing business information package to attract foreign investors and will assist and work closely with AIC IT and Business Development departments to the redesign website, to feed it with adequate information regarding “doing business in Albania”. The consultant can be a company or a team of experts, (now and on referring as The Consultant)

### **3. Scope of work**

The Consultant will:

- 3.1. Provide an overview of the status and development of at least three Tech/ Science Parks located in the Free Economic Zones in Europe.

The consultant will conduct a detailed assessment of each tech/ Science Park, including their location, infrastructure, incentives offered (tax breaks, customs procedures, etc.), their impact on local economies, and an evaluation of the effectiveness of these zones in attracting foreign investments and promoting economic growth, including a legal analysis of the existing regulatory framework. The analysis will include their role in fostering innovation, collaborations between academia and industry, facilities provided, success stories, and challenges faced.

- 3.2. Identification of Best Economic Model.

Evaluate the business model of the identified free economic zones and tech/ science parks highlighting the most suitable model applicable to Albania, including the role of public and private actors, and job creation projection. Assess the flexibility, sustainability, innovation focus, and adaptability of the European models in relevance to the country's economic context. Compare the operational structures, incentives, regulatory frameworks, and adaptability of these European models to identify best model that may work in Albania.

- 3.3. Prepare a “doing business package” information feeding the webpage and its specifications for each sector as requested by AIC.

The consultant will conduct specialized research in the areas of fiscal, legal, financial, environmental, and sustainability aspects related to each priority sector (ICT, Real estate, Energy, Tourism). Collaborating closely with the AIC focal point, the consultant will discuss and validate the information, ultimately delivering a conclusive information package on “doing business” for integration into the main webpage.

- 3.4. Assist the AIC's IT office in enhancing and optimizing the website to enable the efficient dissemination of information to private targeted investors.

Throughout this stage, the consultants will provide their expertise in redesigning the AIC webpage and will work closely with the IT and business development department of AIC to enhance the website to integrate the information prepared by other team members.

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#### 4. Deliverables

- Conduct a thorough analysis of the selected Technology and Science Parks in Free Economic Zones in European countries focusing on legal and regulatory framework and governance model.
- Recommend study tour in tech/ science Parks in Free Economic Zones in European countries.
- Conduct a comparative analysis of the business models of the reviewed tech parks and recommend the best model applicable to the Albanian context.
- Generate a comprehensive report with doing business information focusing on the priority sectors (ICT, Real estate, Energy, Tourism) identified by AIC targeting foreign or private investors to invest in Albania, based also on best practices from other countries on similar websites.
- Redesign and modify the existing webpage to accommodate updated information in accordance with the AIC requirements.

#### 5. Qualifications:

- A company/ team of experts with a minimum of 10 years of experience with a strong background in financial, tax and advisory services, international business law, including knowledge of economic zone regulations, international trade laws, investment laws, and intellectual property regulations.
- Prior experience in public sector development or consulting projects.
- Experts in financial and business models.
- In depth knowledge of tax and regulatory frameworks of doing business in Albania.
- Fluency in Albanian and English

#### 6. Documents to be included in the offer submission:

- Technical proposal (free format): describe the methodology and work plan you will use to successfully fulfil the service or activities requested.
- Financial proposal (free format): the proposed daily fee for each expert shall include all taxes. The financial proposal must include separate budget lines for activities undertaken by each proposed expert as well as an expected level of effort for each expert.
- CV: latest CV of service provider and its experts, documentation of relevant previous experience (if possible), and contacts of the respective references.

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## 7. Submission of offers:

Proposals must be submitted in English in hard copy and soft (USB Stick) in closed and stamped envelope to the address given below, by 31 January 2024, at 13:00 o'clock. Only proposals handed in within the indicated timeline will be considered.

RisiAlbania,  
Rr. Ismail Qemali, P.18, H.3, Ap.15,  
Tirana, Albania  
Tel.:+355 4 2248527

For any questions you might have related the application, please, contact us at

[info@risialbania.al](mailto:info@risialbania.al).

## 8. Candidate/s assessment and selection

The selection of the service providers will be evaluated based on a cumulative analysis of the fulfilment of the evaluation criteria. The contract will be awarded to the service provider providing the best technical and financial offer based on the evaluation criteria below:

<b>Evaluation Criteria</b>	<b>Max. points</b>
Previous experience with investment and promotion projects in public sector	25
Previous experience in consulting ICT projects	25
Quality of methodology and of proposed experts	25
Value for money of the proposed budget	25
<b>Total</b>	<b>100</b>

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