

Open Call for Consulting Services

Subject:	Common Regional Market Action Plan / Business Enabling Environment and Competitiveness
Title:	Technical Assistance for Quantifying the Impact of Investment Facilitation and Supporting the Development of the WB6 Investment Facilitation Roadmap and Green Incentive Frameworks
RCC Department:	Programme Department
Eligible:	Consulting companies, bidding consortia of individual experts
Reporting to:	RCC Secretariat
Duration:	August – December 2025
Reference Number:	056-025

TERMS OF REFERENCE:

I. BACKGROUND

The Common Regional Market (CRM2) Action Plan (2025–2028), endorsed at the Berlin Process Summit, builds on the achievements of CRM1 by continuing to prioritise investment as a key policy area.

One of the workstreams under the investment agenda in CRM2 is investment facilitation, which has gained increasing global attention in recent years, particularly following the conclusion of the WTO Investment Facilitation for Development (IFD) Agreement in February 2024. Studies suggest that full implementation of the agreement could generate global welfare gains ranging from USD 295 billion to USD 1.04 trillion, with the most significant benefits accruing to low- and middle-income economies. According to the latest UNCTAD 2025 World Investment Report, investment facilitation remains central in recent investment policy measures globally.

For the Western Balkans Six (WB6), strengthening investment facilitation frameworks presents a critical opportunity to attract high-quality foreign direct investment (FDI), reduce administrative inefficiencies, and enhance overall competitiveness.

Work is currently underway on developing Joint Principles on Investment Facilitation for the WB6, setting the foundation for further action. According to the CRM2 Action Plan, a regional roadmap is expected to follow. In this context, this technical assistance (TA) aims to (i) quantify the potential impact of investment facilitation reforms under CRM2, and (ii) support the development of the WB6 Investment Facilitation Roadmap.

Additionally, investment incentives represented the most prominent policy tool in 2024, accounting for 45% of investor-friendly policy measures. CRM2 also foresees development of green incentive standards to guide economies in designing effective instruments that support the green transition and contribution to sustainability. As such, this TA also seeks to conduct a stocktaking of good practices related to green investment incentives across the EU and other relevant international contexts.

DESCRIPTION OF RESPONSIBILITIES

Objective of the assignment

The objective of this TA is to support the implementation of investment-related priorities under the CRM2 Action Plan by strengthening evidence base, guiding reforms, and promoting alignment with international standards. The assignment will focus on three areas:

1. Quantifying the potential impact of investment facilitation reforms in the WB6 through a data-driven assessment;
2. Supporting the development of a regional Investment Facilitation Roadmap based on the Joint Principles;
3. Conducting a stocktaking of best practices of green investment incentives to inform regional guidance.

Specific tasks

The contractor should focus on the following specific tasks:

Quantifying the potential impact of investment facilitation in the WB6

- Review existing data sources, analytical reports, and relevant literature on investment facilitation both within the WB6 and globally in order to identify appropriate indicators, baseline values, and international benchmarks that can inform a quantitative assessment of potential impact;
- Map ongoing and planned investment facilitation efforts across the WB6, including key regional initiatives coordinated under the CRM to form the basis for scenario development;

- Engage with relevant stakeholders - including ministries responsible for investment policy, Investment Promotion Agencies (IPAs), and other relevant institutions - to validate key assumptions, gather complementary data, and ensure alignment with national priorities and reform agendas;
- Design and apply an econometric model based on agreed variables and assumptions, and develop a set of scenarios to estimate the potential impact of investment facilitation reforms on FDI inflows across the WB6 region, including differentiated outcomes for varying levels of reform ambition;
- Prepare a final note outlining the methodology, modelling scenarios, key findings, and policy implications, and present the results to the RCC and the Joint Working Group on Investment (JWGI), supported by clear visualisations.

Support for WB6 Investment Facilitation Roadmap

- Conduct consultations with relevant ministries, IPAs, and other stakeholders to identify priority needs, implementation challenges, and expectations for the WB6 Investment Facilitation Roadmap. These consultations will build on the ongoing work on the Joint Principles and reflect regional priorities as well as input from the JWGI.
- Review international best practices from the WTO, UNCTAD and other relevant frameworks, alongside findings from previous assessments. The aim is to identify actionable elements and address gaps in the WB6 investment facilitation landscape in a way that aligns with the Joint Principles.
- Develop the draft Investment Facilitation Roadmap, translating the Joint Principles into a set of regional measures. The Roadmap will include practical steps for regulatory simplification, institutional coordination, transparency, sustainability integration, digitalisation, and enhanced IPA services, tailored to the WB6 context.
- Validate the draft roadmap through RCC-facilitated discussions with the JWGI, ensuring ownership and alignment. Feedback received will be integrated into the final version of the Roadmap, designed to serve as a coherent, actionable framework to operationalise the Joint Principles and guide coordinated reform efforts across the region.

Stocktaking of best practices of green incentives

- Conduct a comprehensive stocktaking of green investment incentives applied across the EU and other relevant international contexts, with a focus on instruments that have proven effective in promoting sustainable investment;
- Identify best practices in the design and implementation of green incentives, including fiscal, financial, regulatory, and blended finance instruments, and assess their effectiveness and relevance for potential application in the WB6;
- Analyse the institutional, legal, and policy frameworks that support the implementation of such incentives in leading jurisdictions;
- Evaluate the applicability of these models to the WB6 context, considering existing policy priorities, administrative capacities, and investment landscapes;
- Develop a set of structured options and preliminary recommendations for designing or strengthening green investment incentive schemes in the region, including draft standards to be considered as a regional benchmark.

Methodology

The contractor is expected to suggest the most suitable methodology for successful completion of the assignment. Note that a clear methodological overview should be an integral part of the concept note.

II. LOGISTICS AND TIMING

Timeline

The engagement is expected to take place from **August to December 2025**. The selected bidder should submit a Gantt chart with a clear overview of planned activities.

Lines of Communication

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

III. 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	September 2025
2.	Impact Assessment Note on Investment Facilitation in the WB6	October 2025
3.	Draft Regional Investment Facilitation Roadmap for Discussion	November 2025
4.	Stocktaking Report on Green Investment Incentives	December 2025

IV. REQUIREMENTS

The contractor should have at least three experts that fulfil the following requirements:

Expert 1

Education:	<ul style="list-style-type: none">▪ Advanced university degree (Master's Degree or equivalent) in economics, econometrics or other field of relevance for the assignment.
Experience:	<ul style="list-style-type: none">▪ Minimum of 7 years of relevant experience related to investment or other related policies;▪ Proven experience in designing and applying econometric models to assess the impact of policy reforms, preferably in investment;▪ Experience working with FDI-related data, including familiarity with indicators relevant to investment facilitation;▪ Experience in the region or beyond in the area related to the task;▪ Proven analytical skills and ability to conceptualise and write concisely and clearly, preferably evidenced by a list of published reports/papers in English;▪ Proven communication and presentation skills and ability to work in an environment requiring liaison and collaboration with multiple stakeholders including government representatives, international organisations' representatives, business community, civil society institutions, donors and other stakeholders;▪ Advanced computer skills (MS Office and internet software).
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.

Expert 2

Education:	<ul style="list-style-type: none">▪ Advanced university degree (Master's Degree or equivalent) in economics or other field of relevance for the assignment.
Experience:	<ul style="list-style-type: none">▪ Minimum of 7 years of relevant experience related to investment or other related policies;▪ Strong knowledge of investment policy and facilitation frameworks, including familiarity with international standards;▪ Experience in designing or supporting policy roadmaps, strategies, or action plans in the fields of investment, business environment, or regulatory reform, preferably in emerging or transition economies;▪ Experience in the region or beyond in the area related to the task;▪ Proven analytical skills and ability to conceptualise and write concisely and clearly, preferably evidenced by a list of published reports/papers in English;▪ Proven communication and presentation skills and ability to work in an environment requiring liaison and collaboration with multiple stakeholders including government representatives, international organisations' representatives, business community, civil society institutions, donors and other stakeholders;▪ Advanced computer skills (MS Office and internet software).
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.

Expert 3

Education:	<ul style="list-style-type: none">▪ Advanced university degree (Master's Degree or equivalent) in economics or other field of relevance for the assignment.
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Experience:	<ul style="list-style-type: none"> ▪ Minimum of 7 years of relevant experience related to investment or other related policies; ▪ Strong expertise in sustainable investment, green finance, or environmental economic policy, including knowledge of green incentive instruments; ▪ Proven experience conducting policy reviews or comparative assessments of green investment frameworks; ▪ Experience in the region or beyond in the area related to the task; ▪ Proven analytical skills and ability to conceptualise and write concisely and clearly, preferably evidenced by a list of published reports/papers in English; ▪ Proven communication and presentation skills and ability to work in an environment requiring liaison and collaboration with multiple stakeholders including government representatives, international organisations' representatives, business community, civil society institutions, donors and other stakeholders; ▪ Advanced computer skills (MS Office and internet software).
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;
- 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.

The contractor 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.

The views expressed in the report will be those of the contractor and will not necessarily reflect those of the Regional Cooperation Council. Therefore, a standard disclaimer reflecting this will be included in the reports. In this regard, the contractor may or may not accept comments and/or proposals for changes received during the above consultation process. However, when comments/proposals for changes are not agreed by the contractor, the reasons should be explained in a comments table.

V. APPLICATION RULES

The application needs to contain the following:

- Technical Offer;
- Financial Offer.

Technical Offer

For companies and consortia of individual experts:

- 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 experts 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 an 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 Statement of Availability (Annex I).

Financial Offer

The financial offer should reflect the following:

- All figures should be expressed in EUR

NOTE:

When preparing the financial offer, the applicant should take into account the following:

- Use a free format for the Budget providing the Global Price for the work to be provided
- **Maximum budget should not exceed EUR 30,000**
- The fee rates should be broadly consistent with those applicable in the region

Submission of applications:

Applications need to be submitted by 28 July 2025. The offers should be submitted through the web site link [Apply now](#).

VI. EVALUATION RULES:

- The consultancy will be awarded to the highest qualified bidder based on the relevance of skills and expertise to this assignment;
- 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 size comparable with that of the tender; experience with clients comparable to the Contracting Authority.	35

A.2. Quality and professional capacity of the consultant(s): CV(s) satisfy the criteria set forth in the Terms of Reference, education and experience demonstrate professional capacity and experience required.	35
A.3 Quality of the concept note: An outline of work programme describing the main issues, information, data sources, research and analytical tools to be employed by the author, as well as the timeline.	30
B. Financial Offer/ 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 a 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 complaint.

The appeal 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

ANNEX I: STATEMENT OF AVAILABILITY

REF: 056-025

Technical Assistance for Quantifying the Impact of Investment Facilitation and Supporting the Development of the WB6 Investment Facilitation Roadmap and Green Incentive Frameworks

By representing the Entity_____ we agree to participate in the above-mentioned tender procedure. We further declare that we are able and willing to work for the period(s) foreseen for the position for which our CVs have been included in the event that this tender is successful, namely:

[illegible]