



## Open Call for Consulting Services

<b>Title:</b>	Mapping Deep-Tech and Green-Tech Manufacturing Potential in the Western Balkans
<b>RCC Department:</b>	Programme Department
<b>Duration:</b>	September – December 2025
<b>Application Deadline:</b>	8 September 2025 by 12:00CET
<b>Reference Number</b>	062-025
<b>Eligible:</b>	Consulting companies or consortia of individual experts

### TERMS OF REFERENCE:

#### I. BACKGROUND

The Common Regional Market Action Plan 2025-2028 (CRM 2.0) is a regionally-owned framework based on the EU rules and standards to consolidate and enhance competitiveness and dismantle barriers. It is a catalyst for deeper regional economic integration and a stepping stone towards the EU Single Market of the Western Balkans (WB). CRM 2.0 seeks to further boost the socio-economic convergence between the WB and the EU and paves the way for closer integration with the EU Single Market.

One of the core pillars of the CRM 2.0 agenda is *Human Capital Development*, a strategic priority aimed at, among other things, enhancing the innovation potential and competitiveness of the WB. In line with broader EU objectives for building inclusive and future-proof innovation ecosystems, this pillar has played a critical role in advancing the region's research and innovation infrastructures, supporting access to finance and promoting innovation culture.

The European Commission (EC) prioritises deep-tech innovation and green-tech adoption as pillars of strategic autonomy and climate neutrality, aligning closely with the WB's transition goals. Through instruments like Horizon Europe and Digital Europe, and strategic documents such as the [Green Agenda for the Western Balkans \(GAWB\)](#), the EC supports regional integration into EU value chains and sustainable industrial ecosystems. This synergy offers the Western Balkans a pathway to modernise manufacturing, attract investment, and contribute to Europe's technological and environmental resilience.

With these insights in mind, the RCC aims to map deep-tech and green-tech manufacturing potential in the WB to identify strategic opportunities for innovation-driven growth, sustainable industrial transformation and broader regional collaboration. By aligning local capabilities with

global trends, it seeks to position the WB as a competitive hub for future-ready technologies and climate-resilient production.

Deep-tech encompasses advanced, science-driven innovations integrated into processes and products. This sector is emerging in the WB, driven by a growing number of startups and increased investment from the EU and other sources. Although the region faces challenges such as limited access to risk capital and brain drain, some hotspots are positioning themselves as regional leaders in deep-tech, leveraging strong academic institutions coupled with engineering traditions and collaborations with large technology firms. The ongoing digital transformation and incentives for innovation are gradually enhancing the competitiveness and export potential of the WB in high-value, high-tech niches. Green-tech manufacturing focuses on the development and production of environmentally sustainable technologies. Similar to deep-tech, this sector is gaining momentum as governments align policies with EU targets and the GAWB. Investment is being channelled into solar panel and wind turbine component manufacturing, waste-to-energy plants, and sustainable agriculture technologies. Although infrastructure and regulatory frameworks require further development, the region benefits from abundant renewable resources and a strong drive to reduce reliance on coal burning and imported fossil fuels. Cross-regional projects, EU funding, and public-private partnerships are catalysing growth, positioning the region as a promising hub for green-tech innovation and sustainable manufacturing practices.

With strong academic institutions, a growing startup culture, and increasing EU integration, the WB has the potential to become a deep-tech and green-tech powerhouse. However, this will be possible only if it continues to invest in infrastructure, talent, and cross-regional collaboration.

## **II. DESCRIPTION OF RESPONSIBILITIES**

### **Objectives of the assignment**

This assignment aims to

- (1) Identify and analyse the ecosystem of deep-tech and green-tech manufacturing in the WB, enabling policymakers, investors, and entrepreneurs to make data-driven decisions,
- (2) Map and assess the existing and emerging potential within both sectors and offer an overview (as granular as possible) of organisations (startups, firms, universities, and associations) working across key sub-industries,
- (3) Highlight innovation intensity and scale in the WB, and inform on future growth prospects.

## **III. SCOPE OF WORK**

### **Specific Tasks**

The assignment will focus on the following specific tasks:

- Identify and categorise key players in deep-tech (advanced materials, advanced AI/ML platforms, quantum computing, next-gen robotics, blockchain, biotechnology, IoT-enabled manufacturing, microelectronics & semiconductors, and biotechnology) and green-tech manufacturing (renewable energy generation & storage systems, sustainable transport tech, circular economy, sustainable/energy-efficient building materials & construction systems, recycling solutions, and eco-friendly packaging),
- Analyse regional innovation ecosystems and technological capabilities (research centres & universities, startups & scale-ups, established firms, industry associations & innovation hubs, and government and development agencies),
- Highlight overlaps and cross-sectoral opportunities for complementary growth,
- Provide actionable insights for policy-makers, investors, and development institutions,
- Recommend strategic directions for boosting competitiveness and sustainable impact.

The final output will be a comprehensive document with infographics and insights, complemented by a stakeholder directory (Excel), a summary deck for policy presentation, and visual assets such as charts, graphs, heatmaps, etc., to help stakeholders quickly grasp opportunities, gaps, and synergies.

An orientational chapter structure may include:

- Overview of deep-tech in the WB (e.g. industry dynamics, key players with profiles, sub-sector growth potential and market size),
- Overview of green-tech manufacturing in the WB (e.g. environmental innovation landscape, circular economy integration, key players with profiles),
- Intersections and synergies (emerging hybrid technologies such as AI in renewables, collaborative ecosystems and joint ventures),
- Strategic recommendations (policy suggestions for enabling growth, priorities by sub-sector, incentives for academic-industry linkages).

## **Methodology**

The experts are expected to suggest a work plan that should include, at a minimum, a clear methodological overview covering all specific tasks mentioned above and a clear timeline. Note that data collection should rely on surveys and interviews, consulting available market and academic databases, and regional policy documents.

## **IV. LOGISTICS AND TIMING**

### **Timeline**

The engagement is expected to start in September 2025 and end in December 2025.

### **Lines of Communication**

- The task will be implemented in close consultation with the RCC Secretariat.
- The contracted bidder will report to and closely liaise with the RCC's Senior Expert on Human Capital Development.

## **V. REQUIRED OUTPUTS/REPORTING**

	<b>Deliverables</b>	<b>Due date</b>
1.	Work Plan agreed with the RCC	1 <sup>st</sup> half of September 2025
2.	Key players in deep-tech and green-tech manufacturing identified and categorised	End of October 2025
3.	Regional innovation ecosystems and technological capabilities including overlaps and cross-sectoral opportunities for growth analysed	Mid-November 2025
4.	Final document including actionable insights and recommendations for policy-makers, investors, and development institutions delivered	Mid-December 2025

## VI. REQUIREMENTS

### Expert Qualifications:

<b>Education:</b>	<p>Degree in sciences, engineering, economics, business, or other fields directly related to the assignment.</p> <p>A master's or PhD degree is an advantage.</p>
<b>Experience:</b>	<ul style="list-style-type: none"> <li>▪ Minimum of seven and five years of proven experience in consultancies dealing with similar assignments for a team leader and team members, respectively;</li> <li>▪ Experience in working with WB stakeholders and/or EU institutions in the field of innovation and research, digital transformation, industrial development and similar fields;</li> <li>▪ At least three similar (in scope and complexity) consultancies completed in the last five years, preferably at least one of which in the WB;</li> <li>▪ Proven analytical skills and ability to conceptualise and write concisely and clearly;</li> <li>▪ Demonstrated experience in writing and reporting on similar assignments (Note: samples of work must be provided);</li> <li>▪ Proven communication and presentation skills and ability to work in an environment requiring liaison and collaboration with multiple actors including government representatives, businesses, civil society institutions, donors and other stakeholders.</li> </ul>
<b>Language requirements:</b>	<ul style="list-style-type: none"> <li>▪ Fluency in written and spoken English, as the official language of the RCC;</li> <li>▪ Knowledge of other RCC languages is desirable.</li> </ul>

<b>Other:</b>	<ul style="list-style-type: none"> <li>▪ N.A.</li> </ul>
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### **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.

### **Quality Control:**

The experts should ensure 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 the 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 expert 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 upon by the expert, they should clearly explain the reasons for their final decision in a comments table.

RCC employees and partners participating in any programme or activity conducted or funded by RCC are prohibited from discriminating based on race, religion, political beliefs, gender, sexual orientation, gender identity or expression, age, disability, marital status or national origin.

## **VII. APPLICATION RULES**

### **Technical Offer:**

#### **The technical offer needs to contain the following:**

*For the 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 bidding consortia of individual experts or individual professionals 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 authorised power of attorney must be attached to the bid;
- CVs of key members of the project team (maximum 2 pages per expert), outlining the most relevant knowledge and experience as described in the Terms of Reference;
- Financial records - company's balance sheet and profit-and-loss statement for the past 2 years (only in case of bidding of consulting companies);
- An outline work plan of a maximum of 5 pages;
- List of references 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;

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

- Maximum budget should not exceed EUR 10,000. The offers above the threshold will not be considered.
- Use a free format for the budget offering the global price for the work to be provided.
- Fee rates should be broadly consistent with the regional framework rates for these types of professional services.

**Note:**

**Applications need to be submitted by 8 September 2026 by 12:00CET. The offers should be submitted through the web site link [Apply now](#).**

## **VIII. EVALUATION AND SELECTION**

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:

<b>EVALUATION GRID</b>	<b>Maximum Score</b>	<b>Actual scoring</b>
<b>A. Technical Offer (A.1+A.2+A.3)</b>	<b>100</b>	
<b>A.1. Competencies: Work experience, references list:</b> <ul style="list-style-type: none"><li>• At least three similar (in scope and complexity) consultancies completed in the last five years, preferably at least one of which in the WB;</li><li>• Experience in working with WB stakeholders and/or EU institutions in the field of innovation and research, digital transformation, industrial development and similar fields;</li><li>• Proven communication and presentation skills and ability to work in an environment requiring liaison and collaboration with multiple actors including government representatives, businesses, civil society institutions, donors and other stakeholders.</li><li>•</li></ul>	<b>15</b> <b>10</b> <b>5</b> <b>5</b>	





## **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](mailto: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 II: STATEMENT OF AVAILABILITY

REF: 062-025

Mapping Deep-Tech and Green-Tech Manufacturing Potential in the Western Balkans

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]