



## Open Call for Consulting Services

<b>Subject:</b>	Common Regional Market Action Plan / Business Enabling Environment and Competitiveness
<b>Title:</b>	<b>Support for Developing Strategic Investment Pipeline Projects in the WB6</b>
<b>RCC Department:</b>	Programme Department
<b>Eligible:</b>	Individual expert (operating within a company or independently)
<b>Reporting to:</b>	RCC Secretariat
<b>Duration:</b>	March – July 2026
<b>Reference Number:</b>	019-026

### I. BACKGROUND

The Common Regional Market (CRM 2.0) Action Plan (2025–2028), endorsed at the 2024 Berlin Process Summit, builds on the achievements of the first CRM action plan by prioritising investment as a key policy area. This policy area aims to strengthen the investment climate of the Western Balkans Six (WB6) and enhance the region's attractiveness for foreign direct investment (FDI) through coordinated policy measures, regional promotion efforts, and improved investor targeting.

As part of this framework, the Action Plan foresees strengthened investment promotion activities with the objective of supporting FDI attraction, including a regional target of reaching approximately EUR 300 million in investment mobilised through promotion and facilitation activities by the end of the implementation period.

Several high-level regional investment promotion events are expected to take place this year, including the EU-Western Balkans Investment Conference, the 2026 Berlin Process Business Forum, and other targeted investor outreach initiatives. To maximise the effectiveness of these activities, the preparation of a structured pipeline of strategic investment project profiles across priority sectors has been identified as a key requirement.

This approach is also anchored in the Recommendation on Sustainable Foreign Direct Investment in the Western Balkans Six, endorsed by the Leaders at the 2025 Berlin Process Summit. The Recommendation calls for the creation and regular updating of a pipeline of FDI investment

projects across sectors, with clear articulation of expected investment contributions to priority sustainability goals.

Against this background, this technical assistance assignment aims to engage a consultant to support the development, structuring, and initial operationalisation of a regional pipeline of strategic sustainable FDI project profiles to be used for targeted investment promotion and investor engagement activities.

## **DESCRIPTION OF RESPONSIBILITIES**

### **Objective of the assignment**

The objective of this assignment is to support the development of a structured regional pipeline of strategic sustainable FDI project profiles in the Western Balkans Six to strengthen coordinated investment promotion, improve investor targeting, and support increased FDI mobilisation in line with the CRM 2.0 Action Plan.

### **Specific Tasks**

- Task 1: Prepare an inquiry table identifying the necessary data to be collected, focusing on information that is realistically obtainable and relevant for developing investment project profiles pipeline for the WB6.
- Task 2: Engage with Investment Promotion Agencies and other relevant stakeholders across the WB6 to collect information on priority investment projects, targeting up to 10 projects per WB6 in key sectors, and request additional supporting documentation where needed. Focus, to the extent possible, should be given to projects that could generate regional effects.
- Task 3: Process the collected information and compile it into a standardised format, developing structured project profiles suitable for investment promotion purposes.
- Task 4: Facilitate the verification and validation of the investment project profiles through consultation with representatives in the JWGI, under the coordination of Regional Cooperation Council (RCC).
- Task 5: Identify the most strategic and mature projects from each of the WB6 and develop concise investment fiches ready for design, promotion, and presentation at upcoming conferences, business forums, and related investment promotion activities.

### **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 **March 2026 to July 2026**. 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:

	<b>Deliverables</b>	<b>Due date</b>
1.	Detailed methodology and work plan submitted and agreed with the RCC	<b>March 2026</b>
2.	Prioritisation of sectors and preliminary identification of projects in each of the WB6	<b>March 2026</b>
3.	Compilation of preliminary data based on interviews and other data collection instruments	<b>May 2026</b>
4.	Finalisation of investment project profiles	<b>June 2026</b>
5	Preparation of fiches for main investment projects ready for design	<b>July 2026</b>

#### IV. REQUIREMENTS

<b>Education:</b>	<ul style="list-style-type: none"><li>▪ Advanced university degree (Master's Degree or equivalent) in economics or other field of relevance for the assignment.</li></ul>
<b>Experience:</b>	<ul style="list-style-type: none"><li>▪ Minimum of 7 years of relevant experience related to investment or other related fields;</li><li>▪ Experience in the region or beyond in the area related to the task;</li><li>▪ Proven analytical skills and ability to conceptualise and write concisely and clearly, preferably evidenced by a list of published reports/papers in English;</li><li>▪ 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;</li><li>▪ Advanced computer skills (MS Office and internet software).</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 an advantage.</li></ul>

#### 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 individual WB6 partners and stakeholders.

### **Quality Control**

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.

## **V. APPLICATION RULES**

The application needs to contain the following:

- Technical Offer;
- Financial Offer.

### **Technical Offer**

- CV of expert, outlining relevant knowledge and experience as described in the Terms of References, along with contact details of referees;
- An outline work plan of a maximum of 5 pages describing the main issues, sources of information to be used, timeline and methodology.
- List of references for relevant activities implemented over the past years demonstrating relevant experience in the subject matter;
- Company Registration Certificate Copy; if applicable
- Company balance sheet and profit-and-loss statement for the past two years (2023-2024); if applicable

### **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 13,000]**
- The fee rates should be broadly consistent with those applicable in the region.

**Submission of applications:**

**Applications need to be submitted by 10 March 2026, by 17:00 Central European Time through the website link Apply.**

**Please make sure that the application is submitted in two separate folders one containing Technical Offer and the other Financial Offer. The documents should be submitted in a form of copies of the originals. Maximum size of the email should not exceed 15MB.**

**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:

<b>EVALUATION GRID</b>	<b>Maximum score</b>
<b>A. Technical Offer (A.1+A.2+A.3)</b>	<b>100</b>
<b>A.1. Work experience, references list:</b> Relevant work experience; evidence of other contracts of the size comparable to that of the tender; experience with clients comparable to the Contracting Authority.	35
<b>A.2. Quality and professional capacity of the consultant:</b> CV satisfies the criteria set forth in the Terms of Reference, education and experience demonstrate professional capacity and experience required.	35
<b>A.3 Quality of the concept note:</b> An outline of work plan describing the main issues, information, data sources, research and analytical tools to be employed by the author, as well as the timeline.	30
<b>B. Financial Offer/ lowest price has maximum score</b>	<b>100</b>

**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 may 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](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

### **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](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