



SOW: EU4Moldova: Startup City Cahul

Reference number: ICP#StarupCityCahul-2022-015

Scope of Work: Trackers for Digital UPGRADE Cahul Program

Background

The Government of Sweden has entered into a delegated agreement with the European Delegation in June 2020 for the implementation of *EU4Moldova: Startup City Cahul Project*. The National Association of ICT Companies has entered into an agreement with Sweden on September 15, 2020, for the implementation of the project.

The specific objectives are:

- Foster partnership for innovation and entrepreneurship between the private sector, public sector, and educational institutions in the region of Cahul
- Promote technology, problem solving and creative solutions in learning and make STEAM topics (Science, Technology, Engineering and Mathematics) more attractive for women and men, girls, and boys.
- Facilitate the emergence of startups in innovative sectors, build their capacity and investment readiness

Under the programmatic approach, the Action will contribute to the regional development of Cahul, in agreement with the Government of Moldova's strategies for regional growth and well-being.

This is why knowledge of using digital skills is crucial for a company that tends to survive on the market. Digital Upgrade Cahul is a program aimed to give the knowledge and cover the needs of digital skills for a company that will increase the digital literacy among the SMEs and conduct it to the development of the regional economy. The activity will contribute to the specific objective 3 of the project's description of actions describing implementation of training tools and deployment of entrepreneurial training for the region of Cahul

Digital Upgrade Cahul is a training programme for SMEs, with a duration of 3 days intense training to prepare the SMEs for digitalization. The program is organized in 3 batches, each batch covering one of the region sectors (Agriculture, tourism, logistics & trade).

Purpose and objective:

Within this scope of work ATIC intends to contract **10 trackers** that will provide support for the participants, identify the transformation potential, screen the progress, matching SMEs needs with opportunities. Trackers intervention complements the training effort by providing one to one support in learnings implementation.

Duties and Responsibilities

- Track companies portfolio and work progress of the companies
- Boost implementation of the learnings within the companies procedures and operations
- Provide targeted assistance (in accordance to the need and faced challenges)
- Match the identified need with additional information, training source etc.
- Maintain constant dialogue with beneficiary SMEs
- Report regularly to the Project Manager.

Requirements and qualifications

- A good understanding of the SMEs mindset
- Excellent communication skills



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- Problem-solving skills addressing multi-part problems with high levels of uncertainty
- Demonstrated experience in tracking (2 years+)
- Strong strategic, financial and commercial know-how

Deliverables:

- Evaluation tools and mechanisms
- Tracking reports (results of the evaluations, recommendations, solutions that were integrated/taking up)
- Activity reports
- Other (deliverables related and connected to the tasks)

Place of performance

The consultant will perform his/her duties in the Republic of Moldova, with minimum 1(one) visit to Cahul.

Period of performance

The assignment will begin in August 2022, for one(1) year.

Level of effort: Depending on workload connected to the number of participants and selected topics, the level of effort will be negotiated. The volume of work will be remunerated according to the agreed fee.

Reporting

The consultant will report to the assigned program manager.

Application process:

Interested candidates shall submit letter of intent, mentioning area of expertise and the topics that to be covered, CV, technical and financial offers, fee per day by August 1, 2022 to ovacarov@startupcitycahul.md and candronic@startupcitycahul.md. The subject of the email will include the following information: Name_Surname_Trakers_Digital Upgrade.