PUBLIC CALL FOR IMPLEMENTING PARTNER: OSCE SCHOLARSHIP PROGRAMME ON YOUTH INNOVATIVE ENTREPRENEURSHIP AND START-UPS' INCUBATION

Date of issuing: 17 February 2023
Date of closure: 10 March 2023 – (17:00 CET)

Period of engagement: 15 March 2023 – 31 October 2023
Ref#: IP-SEC/02/2023 – ExB (1102230) YDEAS - Implementation of an activity: OSCE Expanding upskilling opportunities for youth aged 18-25

1. SUMMARY

With the objective to improve employability of young people in the Western Balkans through upskilling of their skills as digital and social entrepreneurs, the YDEAS project wishes to offer, inter alia, 30 scholarships to youth aged 18-25 originating from the Western Balkans' region to attend a Summer Course on Innovative entrepreneurship and start-ups incubation. To this end the OSCE seeks to hire as an implementing partner a non-profit educational entity whose main mission is to educate future entrepreneurs and accelerate companies to pursue digital growth, with the established expertise in the area of digital innovation, entrepreneurship, start-ups' incubation and acceleration, youth education and mentoring, as well as extensive experience in designing and delivering short summer courses in English, with a hands-on, student-centred educational approach, involving leading business leaders. The costs of the Summer Course, including fee and accommodation for its duration, will be covered from the budget of the XB project "YDEAS: Young Developers and Entrepreneurs to Advance Start-ups in the Western Balkans" and will be transferred to the selected implementing partner under conditions stipulated in the implementing partner agreement. As a result, 30 awardees will be equipped with the expanded skills and networking opportunities to turn their business ideas into start-ups. The IP will be requested to monitor the full attendance of the course by the selected awardees and provide follow-up mentoring upon request of awardees, while the OSCE will assess the impact of the course regarding increased understanding and capacities to establish start-ups as a result of the attendance of the course, through an impact assessment survey.

The OSCE reserves the right to reject any or all applications received in response to this Public Call and to negotiate with any of the applicants in any manner deemed to be in the best interest of the OSCE.

2. BACKGROUND INFORMATION

Policy recommendations from socio-economic research analysing the level of competitiveness of South-Eastern Europe suggest that in order to support robust economic growth, Governments in the region should – among other measures - increase the effective use of scholarships to steer students towards priority subjects such as STEM (Science, Technology, Engineering & Mathematics) and other innovative-intense areas of education, in view of bridging the persistent mismatch between the skills requested in the labour market and the education offered to youth. The OSCE commitments call for increased engagement in providing quality education and skills' development opportunities particularly to young people in order to limit the potentially disruptive impact of digitalization and innovation on

the labour market. By granting thirty scholarships in a recognized experienced tech entrepreneurship education provider, the YDEAS project aims at improving the employability of young people in the Western Balkans, providing the innovation-intense and entrepreneurial skills as well as networking and follow-up mentoring that are required in an increasingly digitalized economy, paving the way to the establishment of a network of digital innovators in the Western Balkans' region. The OSCE Scholarship Programme is a key component of the YDEAS project that will offer a forum of discussion on skills' development, innovation, digitalization, start-ups' incubation, social enterprise and social innovation.

Target audience

The target group for the Summer Course will be 30 young men and women aged 18-25 originating from the Western Balkans keeping a gender ratio balance, while granting preference to candidates coming from working-class families and under-served communities

3. Tasks and deliverables of the Implementing Partner

Specific tasks of the Implementing Partner shall include the following:

1) Select the 30 awardees for the Scholarship Programme completed **no later than 18 April 2023**

   After the OSCE publicizes the Call for Candidacies for the OSCE Scholarship Programme, the selected implementing partner will be responsible for the pre-selection of the long list of awardees (180) on the basis of quality criteria of start-up ideas provided by applicants via motivational pitches lasting no more than 3 minutes. The final selection of the 30 awardees will be based on additional criteria related to gender and geographical balance, rural and urban representation, income level (20% for under-served groups). The implementing partner will administer the selection process and maintain adequate documentation on the selection results.

2) Provide an accelerating programme for 30 awardees no shorter than 21 days **no later than 16 July 2023**

   The selected implementing partner will develop and administer an Acceleration Summer Course for 30 awardees aged 18-25 coming from the Western Balkans keeping a gender ratio balance. The programme will be held in English and will take no less than 21 days. The acceleration programme should be ideally placed outside of the Western Balkans – to ensure the establishment of networks outside of the region of origin - and should involve world's top Universities and the private sector, including other start-uppers, business leaders and top managers from a wide variety of national and professional contexts.

   The content of the Acceleration Summer Course shall include the following, among other thematic areas:

- Digital innovation;
- Market analysis;
- Identifying niche area/product;
- Risk analysis;
- Funding;
- Marketing;
- Product/company launch;
- Special attention on social economy will be considered an asset.

3) <u>Organize and provide accommodation for 30 selected awardees</u>

The selected implementing partner will provide accommodation to the 30 awardees for no less than 23 days, to allow participants to join the course from the Western Balkans.

IPs may not sub-delegate or otherwise sub-contract the day-to-day project management to other IPs or any other entities. Any deviations from this principle must be justified, documented in the project proposal and approved by the OSCE in advance.

4) <u>Participate to the project's events</u>

The selected implementing partner will also participate to the project's events and activities – in particular the final Connectivity Meeting and other events – and will provide technical support and advice for the implementation of other activities, such as the organization of Innovation Week-ends and Ideathons in the framework of the YDEAS project.

i) Reporting

The selected IP will provide the OSCE with:

i.   Interim narrative and interim financial report not later than three (3) weeks after the completion of the participants selection and the disbursement of the first allotment of funds;

ii.   Final narrative and final financial reports related to the implementation of the abovementioned tasks (electronically in English) **no later than 31 October 2023**.

The IP reports shall provide monitoring data including data on the results and activities as listed in the section above, while specific targets and deliverable dates will be reflected in the Implementing Partner Agreement and its Annexes, as appropriate, to be signed with the applicant selected according to the technical and financial proposals submitted in reply to the present Call.

ii) Qualifications of the Implementing Partner (mandatory requirements):

Each applicant:

1. Shall be a non-profit organization with the main mission to educate future entrepreneurs and accelerate companies to pursue digital growth
2. Shall be registered preferably in one of the OSCE participating States (pS)
3. Submit records of short courses provided – possibly not exceeding three weeks - preferably during summer months (July and August) related to digital innovation, entrepreneurship, start-ups' incubation and acceleration, preferably including mentoring
4. Shall offer education programmes inspired by a hands-on, learning-by-doing, student-centred, interactive approach, preferably in partnerships with professionals from the world's top Universities and the private sector, including other start-uppers, business leaders and top managers from a wide variety of national and professional contexts
5. Shall offer its courses in English, preferably outside of the Western Balkans region. Geographical proximity to the Western Balkans will be an asset;
6. Shall demonstrate a multicultural ecosystem where diversity, mutual respect, peer support, gender-sensitivity, appreciation for venturing out of the comfort zone are appreciated and encouraged
7. Shall offer the summer course within budget limits – not exceeding EUR 3,000 per person including accommodation for the full duration of the course

8. Shall have experienced experts assigned for this project, with experience in designing and providing education courses as described in the previous points. List of key management personnel with CVs must be attached to the proposal
9. Shall possess minimum 3 years of experience in providing summer course on innovative entrepreneurship targeting youth (aged 18-25)

iii) Evaluation of Applicants

Applicants will be evaluated based on the following criteria:

1. Number of short courses provided on innovative entrepreneurship, start-up incubation and acceleration;
   – 20 out of 100 points
2. Number of students involved in the courses
   - 10 out of 100 points
3. Number of different nationalities of students involved in the courses
   - 10 out of 100 points
4. Level of experience of partners and professionals involved in offering the course contents
   - 30 out of 100 points
5. Methodology of the courses provided, with particular emphasis on student-centred, hands-on approach and interaction in a multicultural/multinational environment under the leadership of leading high-tech mentors and trainers
   - 30 out to 100 points

iv) Proposal

The project proposal should provide:

Technical Proposal (no prices should be included in the Technical Proposal):
a) A brief description on the approach to the delivery of the above-mentioned tasks, including the proposed implementation and the respective timeframe.
b) Supporting documentation, as requested below.

Financial Proposal not exceeding EUR 80,000:
a) The Financial Proposal shall cover all direct expenses to be incurred for performing the services as specified above, and in particular: cost of the acceleration programme; costs for accommodation services showing a detailed cost breakdown per price categories. Please note that overhead expenses (such as day-to-day operational expenses, including rent, utilities, insurance, interest payments, non-cash items, fines, penalties, etc.) **will not be covered by the OSCE**.

b) payment(s) based on the following: first instalment upon signature of the IP agreement, equivalent to 60% (sixty percent) of the budget of the Project; second instalment equivalent to 40% (forty percent) of the budget of the Project upon the delivery of the interim narrative and financial report and upon its approval.

As the OSCE is always interested in delivering products of the highest quality, the applicants are welcome to present any suggestions or comments on how to improve the delivery of the mentioned tasks.

v) Entities eligible to apply:

- Non-profit organizations working on addressing youth-related issues, including the area of building innovative entrepreneurial skills and mentoring, who:
  - Have a minimum of three years of work in developing and delivering acceleration programmes, preferably in partnerships with professionals from the world's top Universities and the private sector, including other start-uppers, business leaders and top managers from a wide variety of national and professional contexts;
  - Have a minimum of three years of experience in working with various stakeholders, namely youth, civil society, institutional actors, private sector and academia in the area of tech entrepreneurship education;
  - Have experience in delivering educational programmes inspired by a hands-on, learning-by-doing, student-centred, interactive approach
  - Are able to operate and produce documents in English;
  - Have experience in managing externally funded activities
  - Previous experience with the OSCE is an asset

vi) Supporting documentation:

Applicants shall provide information on their operational capacities as follows:
- Registration certificate (accreditation)
- Statute (in English) demonstrating the non-profit nature of the entity
- Documentation proving experience in addressing tech entrepreneurship education, particularly for young people, preferably in partnerships with professionals from the world's top Universities and the private sector, including other start-uppers, business leaders and top managers from a wide variety of national and professional;
- Documentation proving experience in implementing projects/events with in the area of building innovative entrepreneurial skills and mentoring. Previous experience with the OSCE will be an asset and should be mentioned in the documentation;
- A list of key personnel who will be involved in the project with CVs;
- CV of the administrator of funds;
- Short description of projects/products at national and transnational level carried out in collaboration with external entities in the field of expertise, including the information on the financial resources received and managed;
- Short description of the course offered, duration, location and overall cost per person, including accommodation (Technical and financial proposals);
- Short description of the methodological approach applied in the courses provided
- Evidence of a legally registered bank account.

vii) How to apply and the procedures to follow:

The Public Call documents are available on request by e-mail to: ipcalls-at@osce.org.

The Public Call documents include this document (ToR).

Applicants must apply in English. Hand-written applications will not be accepted.

Applications (Technical Proposal and Financial Proposal) must be delivered in *separate, password protected PDF files* to ipcalls-at@osce.org **on or before 10 March 2023 – (17:00 CET),**

Any application submitted after the deadline at 17:00 CET on 10 March 2023 will be automatically rejected.

Please address all your queries or questions in writing to ipcalls-at@osce.org up to five days before the submission deadline and kindly refrain from any telephone calls or personal visits.