

REQUEST FOR EXPRESSIONS OF INTEREST **CONSULTING SERVICES**

Selection # as assigned by e-Tool: TT-T1119-P001

Selection Method: Simple Competitive

Country: Trinidad and Tobago

Sector: Competitiveness, Technology, and Innovation

Funding – TC #: ATN/OC-19769-TT

Project #: TT-T1119

TC name: Promoting Business Productivity and Economic Diversification for Recovery

Description of Services: The objective of this consultancy is to design and support the implementation of the Developer's Hub Challenge.

Link to TC document: <https://www.iadb.org/en/project/TT-T1119>

The Inter-American Development Bank (IDB) is executing the above-mentioned operation. For this operation, the IDB intends to contract consulting services described in this Request for Expressions of Interest. Expressions of interest must be delivered using the IDB Portal for Bank Executed Operations (<http://beo-procurement.iadb.org/home>) by: January 6th , 2023, 5:00 P.M. (Washington D.C. Time).

To access the IDB Portal, the firm must generate a registration account, including **all** the data requested by the Portal. In the event that any of the information requested is not included, the firm will not be able to participate in this or any other Bank-executed selection process for operational work. If the firm has been previously registered, please validate that you have **all** the firm's information updated and complete before submitting an expression of interest.

The consulting services ("the Services") include handholding and building capacity within the Ministry of Digital Transformation to implement the Developer's Hub Challenge.

Eligible consulting firms will be selected in accordance with the procedures set out in the Inter-American Development Bank: [Policy for the Selection and Contracting of Consulting firms for Bank-executed Operational Work](#) - GN-2765-4. All eligible consulting firms, as defined in the Policy may express an interest. If the Consulting Firm is presented in a Consortium, it will designate one of them as a representative, and the latter will be responsible for the communications, the registration in the portal and for submitting the corresponding documents.

The IDB now invites eligible consulting firms to indicate their interest in providing the services described above in the draft summary of the intended Terms of Reference for the assignment. Interested consulting firms must provide information establishing that they are qualified to perform the Services (brochures, description of similar assignments, experience in similar conditions, availability of appropriate skills among staff, etc.). Eligible consulting firms may associate in a form of a Joint Venture or a sub-consultancy agreement to enhance their qualifications. Such association or Joint Venture shall appoint one of the firms as the representative.

Interested eligible consulting firms may obtain further information during office hours, 09:00 AM to 05:00

PM, (Washington D.C. Time) by sending an email to: kaylag@iadb.org

Inter-American Development Bank

Division: *Competitiveness, Technology, and Innovation*

Attn: *Kayla Grant, Project Team Leader*

1300 New York Ave, NW, Washington DC 20577, USA

Web site: www.iadb.org

Draft Summary of Terms of Reference*

*TOR is subject to change.

1. Background

- 1.1. Established in 1959, the Inter-American Development Bank (“IDB” or “Bank”) is the main source of financing for economic, social, and institutional development in Latin America and the Caribbean. It provides loans, grants, guarantees, policy advice, and technical assistance to the public and private sectors of its borrowing countries.
- 1.2. The 2020 Innovation, Firm Productivity, and Gender survey (IFPG) reveals a large productivity gap between small and medium sized firms compared to large firms in Trinidad and Tobago (approximately 133% and 149% respectively). The productivity gap is the second largest in the Caribbean region after The Bahamas, pointing to the need for supporting MSMEs to increase their productivity. The survey also found that only 23% of firms in Trinidad and Tobago report undertaking innovation activities, a key variable for productivity. The prior is compared to 44% in Antigua and Barbuda and 42% in Suriname. Furthermore, Trinidad and Tobago and St. Vincent and the Grenadines are the only two countries surveyed that did not report an increase in innovation between 2014 and 2020. By comparison, in 2020, Jamaica reported a 12% increase in innovation, while Antigua and Barbuda reported a 27% increase. This stagnation speaks to the need for creating a more enabling innovation ecosystem for driving productivity growth.
- 1.3. To achieve new growth potentials, economic diversification through innovation is required, and central to this is the need for Trinidad and Tobago to update its industrial strategy and to pursue policy reforms that remove obstacles to doing business, incentivize innovation and productivity, stimulate entrepreneurship, and improve education and vocational training to help address skills mismatches. In 2015, the IDB commissioned a technological foresight study and implementation roadmap for T&T which focused on the following key areas: ICT, high value agriculture, energy engineering services, maritime, and aviation. The study remains relevant today and offers a roadmap for conducting a deeper analysis of the value chains associated with these key sectors in order to identify strategies for promoting innovation and productivity through digital adoption.
- 1.4. An IDB Invest study found that prior to the COVID-19 pandemic, Caribbean firms described the three greatest obstacles to conducting business as: (i) an inadequately educated workforce (22% of firms); (ii) access to finance (10%); and (iii) electricity (10%). Since the pandemic, access to digital payments has risen to the second highest ranking obstacle facing firms (a shift from 1% to 14% in 2020). There is a documented pattern of positive relationships between ICT adoption and productivity in academic literature (Goldfarb and Tucker, 2019). The Digital Adoption Index score for businesses in Trinidad and Tobago was 64% in 2016, compared to Barbados’ score of 83% in the same year. 52% of firms in Trinidad and Tobago report having heard of digital tools but do not use them. 46% of firms in Trinidad and Tobago report not using digital tools for knowledge reasons (i.e., they do not know how to use them). It will also draw on the study on mission-oriented innovation policies conducted under TT-T1112 and the experiences of digital innovation hubs to support the GORTT’s Developer’s Hub.
- 1.5. The Developer’s Hub Challenge is a digital innovation challenge seeking innovative digital/software solutions that contribute to Trinidad and Tobago’s Vision 2030. The contest is promoted by the Government of the Republic of Trinidad and Tobago. The Challenge consist of two parts: (i) The Concept Challenge which invites Developers and Developers’ Teams to outline their digital solution to identified needs or to propose other self-

identified needs and solutions that address challenges within government and society. (ii) The Implementation Challenge which will support the development and implementation of the digital/software solution.

- 1.6. The objective of this project is to support an increase in private sector innovation that focuses on digital technologies and advanced digital skills to improve business productivity and economic diversification.

2. Objectives

- 2.1. The objective of this consultancy is to design and implement the Developer's Hub Challenge.

3. Scope of the Work

- 3.1. The consultancy must handhold and build capacity within the Ministry of Digital Transformation to implement an award scheme for solution providers to deploy innovative digital solutions to Government prioritized challenges.

4. Activities

- 4.1. Develop a work plan including methodology, timeline, assessment framework, capacity building program, capacity building, workshops curriculum that describe all the activities including tentative dates of intended achievement
- 4.2. Conduct an assessment of the gaps in the regulatory framework, government procurement processes, and the overall ecosystem for implementing the Developer's Hub Challenge. Identify and coordinate key stakeholders to support the program.
- 4.3. Based on the previously identified opportunities, design and implement the award scheme program to at least 10 shortlisted digital solutions.
- The design should include a portal to host the online application form; the development of eligibility and evaluation criteria; and an evaluation guidelines for judges/panelists.
 - The consulting firm must develop a marketing and outreach strategy to onboard developers. This should include managing the call for applications.
 - The program itself should include workshops and 1-on-1 mentoring sessions for business modeling, customer discovery, product development and market fit, marketing and growth, pitch and presentation skills.
 - The program must develop a mechanism for providing guidance in the Government's procurement of selected business solutions developed by the Developer's Hub. The prior should include the provision of draft contracts that are consistent with Commonwealth law.
- 4.4. Report on project implementation progress including sample draft contracts and recommendations for expanding and sustaining the effort.
- 4.5. Raise awareness of potential collaborations, including donors.
- 4.6. Provide training/capacity building to the Ministry of Digital Transformation and other key public sector staff and agencies to implement the awards scheme. Support knowledge transfer opportunities where possible.
- 4.7. Develop an Operations Manual/Handbook to provide guidance to the Ministry of Digital Transformation on how to implement future challenges/award schemes, including templates, evaluation criteria, and other processes and/or recommendations for successful implementation.

5. Expected Outcome and Deliverables

- 5.1. **Deliverable 1 – Work Plan**
- 5.2. **Deliverable 2 – Design Report and Draft Operations manual**
- 5.3. **Deliverable 3 – Progress Report (see section 4.4)**
- 5.4. **Deliverable 4 – Final Report and Final Operations manual**

6. Project Schedule and Milestones

- 6.1. The schedule will be defined by the firm in agreement with the IDB project team.