

**TERMINOS DE REFERENCIA****1.1 SECTOR ANALYSIS-INFRASTRUCTURE SUSTAINABILITY TRADE GCVS-2023****1.1. ANÁLISE SETORIAL EM INFRASTRUTURA, SUSTENTABILIDADE, COMÉRCIO, CGV 2023****OPORTUNIDADES PARA BRASIL EN EL NUEVO CONTEXTO COMERCIAL GLOBAL: INFORMES FINALES DE IDENTIFICACIÓN DE NICHOS EN LAS CADENAS GLOBALES DE VALOR****Contexto de la búsqueda:**

La integración comercial ha sido muy beneficiosa para América Latina y el Caribe (ALC) en los últimos 30 años. La región se embarcó en un profundo (aunque heterogéneo) programa de liberalización económica en los 90s, dentro del cual la liberalización comercial era un capítulo central. Esta liberalización comercial, inspirada en la teoría económica y en el reciente éxito de los tigres asiáticos, prometía mejorar la competitividad de la región y contribuir a su desarrollo. En un reciente trabajo del BID<sup>1</sup>, se estima que la apertura comercial agregó entre 0,6 y 0,7 puntos porcentuales al crecimiento anual de la región. Este impacto es muy significativo: implica que en las últimas dos décadas, la región es un 16% más rica en términos per cápita gracias al proceso de apertura comercial.

Desde la crisis financiera de 2008, el comercio global se recuperó, pero con tasas de crecimiento sensiblemente menores a las que mostraba pre-crisis, y en el 2020, la pandemia del coronavirus ha llevado a un colapso del intercambio comercial. A este complejo contexto se suman las crecientes disputas comerciales entre China y EE. UU. y el deterioro de la Organización Mundial del Comercio, lo cual ha generado mucha incertidumbre respecto del futuro del sistema multilateral de comercio. Sin embargo, este nuevo contexto genera una potencial oportunidad para los países de ALC.

Una vez superada la crisis sanitaria seguramente enfrentaremos un escenario donde los países, en especial los desarrollados, mirarán más hacia adentro, descansando en la autosuficiencia, posiblemente con una dosis mayor de proteccionismo, aunque ello conlleve una pérdida en términos de eficiencia busquen ganar en seguridad de abastecimiento. Algunos países buscarán también diversificar los orígenes de los insumos estratégicos que importan, buscando reducir el riesgo de sufrir interrupciones inesperadas.

Durante esta pandemia han quedado en evidencia, sobre todo en los países centrales, los problemas que pueden llegar a generarse ante sistemas de producción sumamente interconectados y altamente dependientes de proveedores asiáticos. Se ha puesto en evidencia la fragilidad de ciertas cadenas de valor por la vulnerabilidad de un sistema en que las fábricas se ubican en el extremo opuesto del lugar donde se consumen estos bienes, ya sean intermedios o finales. Todo esto llevará a una profundización del proceso de reconfiguración de las cadenas globales de valor, que tenderán a acortarse, volviéndose menos globales y más regionales.

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<sup>1</sup> Mesquita Moreira, Mauricio and Ernesto Stein (Eds.) (2019), *Trading Promises for Results: What Global Integration can do for Latin America and the Caribbean*, IDB Flagship Report

## HRD Términos de Referencia

Esta coyuntura es una oportunidad para ALC, pues en este proceso de reajuste de las cadenas globales de valor, la región puede ocupar nichos que EE. UU. y otros países centrales busquen diversificar. Resulta fundamental para evaluar esta oportunidad estudiar en profundidad en qué sectores y cadenas de valor existe una mayor posibilidad de insertarse para cada país de la región. Este análisis permite también priorizar las medidas que deberían tomar los países para aprovechar las oportunidades que están surgiendo, en términos de reformas a las estrategias nacionales y políticas públicas con impacto directo sobre la inserción internacional de los países de la región.

### **La misión del equipo:**

Esta consultoría tiene como objetivo la actualización de contenidos al 2022 del informe *“Fortalecimiento de cadenas regionales de valor en América Latina y el Caribe – el caso de Brasil”* de fecha 12 de marzo de 2021 (en adelante, el “Informe Mirow”), y la formulación de una versión final autocontenida del mismo tanto en formato Word como en Power Point editables, que describan la estrategia de relocalización para Brasil, con base en las conclusiones del trabajo realizado en consultorías anteriores, la actualización de datos públicos y la realización de nuevas entrevistas que permitan validar los sectores.

### **Lo que harás:**

El consultor/a actualizará y redactará el informe final antes descrito que:

#### 1. Informe Word:

- 1.1. Tomando como referencia la estructura de otros estudios de país realizados por el BID, trasladar el contenido del Informe Mirow a un documento escrito y editable que contenga los principales elementos (secciones) de los estudios referencia.
- 1.2. Validar los principales elementos del Informe Mirow con el objetivo de determinar si son relevantes en el contexto actual de Brasil. Se debe buscar enfocar el estudio en un número menor de sectores en donde se determine que el potencial de fortalecimiento de cadenas de valor sigue vigente y/o es prioritario bajo la realidad local actual.
- 1.3. Actualización de datos y/o secciones relevantes críticas para mantener el estudio vigente bajo el nuevo enfoque sectorial.
- 1.4. Realización de entrevistas para validación y revisión de los sectores priorizados (en caso de ser necesario) y de otros elementos del estudio que se consideren importantes. Nota: el equipo del BID podrá apoyar en conseguir las entrevistas puntuales necesarias.
- 1.5. Actualización/validación de productos *quick wins*, mediano y largo plazo bajo el enfoque reducido de sectores.

#### 2. Presentación Power Point:

- 2.1 Actualización de la presentación para que refleje el nuevo enfoque del documento escrito.

## HRD Términos de Referencia

### **Entregables:**

**Entregable 1:** informe intermedio escrito en formato Word editable en Portugués, que describa los principales hallazgos de la actualización– cuatro semanas luego del inicio de la consultoría (Fecha XX).

**Entregable 2:** informe final en formato Power Point y Word editables en Portugués, que describan la estrategia final actualizada para Brasil – catorce semanas luego del inicio de la consultoría, con la inclusión de todos los puntos de la metodología provista por el BID (Fecha XX). Se espera también que el consultor participe de reuniones/presentaciones internas y externas para discutir los resultados finales del estudio.

### **Cronograma de pagos:**

Los pagos se realizarán contra entrega y aprobación por parte del BID de los entregables con el cronograma de pagos que se detalla a continuación:

- 10% contra la firma del contrato.
- 30% contra la entrega y aprobación por parte del BID del Entregable 1.
- 60% contra la entrega y aprobación por parte del BID del Entregable 2.

### **Lo que necesitarás:**

- **Ciudadanía:** Eres ciudadano/a de uno de nuestros 48 países miembros. Podemos ofrecer asistencia con el traslado y las solicitudes de visa para ti y tus dependientes elegibles.
- **Consanguinidad:** No tienes familiares (hasta el cuarto grado de consanguinidad y segundo grado de afinidad, incluido el cónyuge) que trabajan en el Grupo del BID.
- **Educación:** Máster o equivalente en economía o afines.
- **Experiencia:** 10 (diez) años de experiencia profesional relevante o la combinación de equivalente de educación y experiencia.
- **Idiomas:** portugués e inglés

### **Competencias generales y técnicas:**

- Área de Especialización: economía, relaciones internacionales, derecho o disciplinas relacionadas.
- Aptitudes: el consultor debe tener conocimientos en temas de comercio internacional y acuerdos comerciales regionales.

### **Resumen de la oportunidad:**

- **Tipo de contrato y modalidad:** Consultor de Productos y Servicios Externos (PEC)
- **Duración del contrato:** 12 meses desde la fecha de inicio del contrato
- **Fecha de inicio:** (Fecha XX) 2023
- **Ubicación:** Lugar de residencia del consultor, y en el caso que el contractual requiera la realización de viajes a la región para el cumplimiento del plan de trabajo, dichos viajes serán remunerados siguiendo la política de viajes del banco

## HRD Términos de Referencia

- **Persona responsable:** Esta consultoría será supervisada por Guilherme Piereck, ([guilhermep@iadb.org](mailto:guilhermep@iadb.org)) y Sebastian Gonzalez Saldarriaga ([sebastiang@iadb.org](mailto:sebastiang@iadb.org)) especialistas de INT/RIU.
- **Requisitos:** Debes ser ciudadano/a de uno de los 48 países miembros del BID y no tener familiares que trabajen actualmente en el Grupo BID.

### **Nuestra cultura:**

Nuestra gente está comprometida y apasionada por mejorar vidas en América Latina y el Caribe, y hacen lo que les gusta en un entorno de trabajo diverso, colaborativo y estimulante. Somos la primera institución de desarrollo de América Latina y el Caribe en recibir la certificación EDGE, reconociendo nuestro fuerte compromiso con la equidad de género. Como empleado, puedes ser parte de grupos de recursos internos que conectan a nuestra comunidad diversa en torno a sus intereses comunes.

Debido a que estamos comprometidos a proporcionar igualdad de oportunidades en el empleo, acogemos la diversidad basada en género, edad, educación, origen nacional, origen étnico, raza, discapacidad, orientación sexual y religión. **Alentamos a las mujeres, los afrodescendientes, las personas de origen indígena y las personas con discapacidades a postularse.**

### **Sobre nosotros:**

En el Banco Interamericano de Desarrollo, estamos dedicados a mejorar vidas. Desde 1959, hemos sido una fuente importante de financiamiento a largo plazo para el desarrollo económico, social e institucional en América Latina y el Caribe. Sin embargo, hacemos más que prestar. Nos asociamos con nuestros 48 países miembros para proporcionar a América Latina y el Caribe investigaciones de vanguardia sobre temas de desarrollo relevantes, asesoramiento de políticas para informar sus decisiones y asistencia técnica para mejorar la planificación y ejecución de proyectos. Para ello, necesitamos personas que no sólo tengan las habilidades adecuadas, sino que también sean apasionadas por mejorar vidas.

**Nuestro equipo de Recursos Humanos revisa cuidadosamente todas las aplicaciones.**

## **TERMOS DE REFERÊNCIA**

### **1.2 Presentations Delivered on several sectors -infrastructure sustainability trade GCVs- 2023**

**/Apresentações em diversos setores: infraestrutura, sustentabilidade, comercio, CGV - 2023**

#### **Ciclo de Debates sobre logística**

#### **BR-T1511 Post-COVID Recovery: Investment Opportunities in Brazil**

### **1. Histórico e Justificativas**

De acordo com dados do Banco Mundial, apenas 1% dos projetos de pesquisa feitos pelo banco são lidos e tidos como referência para discussões nacionais. Nesse sentido, é de grande importância que organismos multilaterais trabalhem em conjunto com diferentes *stakeholders* para elevar o alcance e disseminação dos projetos de pesquisa realizados.

Ademais, é importante também receber feedback por parte de *policymakers* e atores chave de temas que estão sendo trabalhados. Neste sentido, o trabalho em conjunto com *think tanks* locais se faz necessário para atingir esses dois objetivos: maior disseminação dos resultados das pesquisas e cooperações técnicas e maior aderência das ideias sendo avaliadas a realidade local.

Por fim, considerando a estratégia do BID de fortalecimento de instituições locais latinoamericanas, deve-se, sempre que possível, incentivar a produção de conhecimento na região, através do incentivo ao trabalho com *think tanks* locais.

### **2. Objetivos**

#### **2.1. Esse projeto possui três grandes objetivos:**

- Testar a aderência das ideias, receber feedback de importante atores de gestão de política públicas e incluir sugestões no DTe.
- Testar a aderência das ideias, receber feedback de importante atores de gestão de política públicas e incluir sugestões no Projeto de Fortalecimento das Cadeias Regionais no Brasil e a logística de transporte através do DTe.
- Entender melhor a dinâmica de competição nos principais mercados importadores dos oito setores selecionados para o Projeto DTe.

### **3. Escopo de Serviços**

**3.1.** Com vistas ao atendimento do objetivo proposto no presente TDR, se espera que os referidos estudos envolvam discussões em grupo, apresentações fechadas, debates, e workshops, resultando em diferentes relatórios a serem aprovados pelo BID.

### **4. Principais Atividades**

- Realização de rodada de discussão sobre o Projeto DTe para receber feedback de atores chave na área de meio ambiente que serão incorporados no relatório final.

- Realização de um evento final do projeto de Fortalecimento de Cadeias de Valor Regionais no Brasil, com vistas a gerar impacto de disseminação dos resultados finais.
- Realização de um evento final do projeto de mapeamento e redesenho de um novo fluxo processual em termos logísticos e documentais para transporte de carga Granel Sólido Agrícola (GSA), aplicável especificamente ao produto soja, com vistas a gerar impacto de disseminação dos resultados finais, relacionado ao desenvolvimento de um sistema de Declaração de Transporte Eletrônico – DTe.

## **5. Resultados e Produções Esperados**

- a) Uma rodada de discussão e um evento de disseminação do DTe
- b) Um relatório resultado da rodada de discussão que apresente as principais sugestões para o Projeto DTe.
- c) Um relatório da dinâmica de competição nos mercados importadores dos oito setores selecionados.
- d) Um evento de disseminação dos resultados do Projeto de Fortalecimento das Cadeias Regionais no Brasil.
- e) Um evento de disseminação dos resultados de Mapeamento de Processos para o DTe no Transporte de Soja.

## **6. Cronograma do Projeto e Pontos Principais**

Os produtos e atividades acima descritos deverão ser realizados no prazo máximo de 12 meses, obedecendo-se o cronograma a ser validado na reunião de *kick-off*.

## **7. Requisitos dos Relatórios**

Todos os produtos deverão ser apresentados em português e conter redação e formatação adequadas, bem como incluir todas as informações de suporte para que se possa avaliar a qualidade e robustez do trabalho realizado pela empresa de consultoria. Os documentos devem ser em formato pdf e word.

## **8. Critérios de Aceitação**

A aceitação de cada produto será feita após avaliação e validação dos especialistas responsáveis por esta consultoria.

## **9. Outros Requisitos**

**9.1.** A empresa de consultoria deverá constituir equipe profissional especializada e que seja dimensionada adequadamente para desenvolver os serviços técnicos especializados necessários ao atendimento do objetivo do presente TDR.

9.1.1. A experiência profissional e as habilidades técnicas da equipe de consultoria serão consideradas na avaliação da proposta.

9.1.2. No mínimo, se espera que a equipe seja composta por profissionais com formação nas áreas de administração, comércio exterior, direito, engenharia e relações internacionais e outras áreas afins, com experiência relevante na execução de estudos multidisciplinares sobre os temas abordados.

**9.2.** A equipe contratante será composta por especialistas e consultores do Setor de Integração e Comércio Exterior do BID.

## 10. Supervisão e Prestação de Contas

A supervisão deste contrato ficará a cargo de Guilherme C. Piereck, especialista sênior do Setor de Integração e Comercio (INT/TIN), bem como com o apoio da equipe técnica envolvida, incluindo-se especialistas e consultores de ambas as divisões do Banco.

Todos os produtos a serem encaminhados para apreciação e validação, bem como demais interlocuções pertinentes às entregas previstas que se façam necessárias deverão ser enviadas via e-mail, para os endereços eletrônicos: [guilhermep@iadb.org](mailto:guilhermep@iadb.org).

## 11. Calendário de Pagamentos

As condições de pagamento serão baseadas nas etapas do projeto ou nos resultados obtidos. O Banco espera não fazer pagamentos antecipados em contratos de consultoria. O Banco deseja receber a proposta de custo mais competitiva para os serviços aqui descritos. A Taxa de Câmbio Oficial do BID indicada na RFP será aplicada para as conversões necessárias de pagamentos em moeda local.

Calendário de Pagamentos	
<i>Resultado</i>	%
<ul style="list-style-type: none"><li>Reunião <i>kick off</i> e planejamento de conteúdos e atividades</li></ul>	25%
<ul style="list-style-type: none"><li>Rodada de discussão e entrega de relatório sobre Projeto DTe</li><li>Entrega e aprovação de relatório sobre a dinâmica de competição nos mercados importadores dos oito setores selecionados Projeto DTe (data XX)</li></ul>	25%
<ul style="list-style-type: none"><li>Rodada de discussão e entrega de relatório sobre o Projeto Cadeias Globais/Regionais de Valor (data xxx)</li></ul>	25%
<ul style="list-style-type: none"><li>Rodada de discussão e entrega de relatório Mapeamento de Processos para o DTe no Transporte de Soja (data xxx)</li></ul>	25%
<b>TOTAL</b>	100%

## **TERMOS DE REFERÊNCIA**

### **1.3 Action Plan on several sectors-infrastructure sustainability trade GCVs-2024 / Planos de Ação em diversos setores: infraestrutura, comércio, sustentabilidade – 2024**

#### **Planos de Ação**

#### **BR-T1511 - Regional and Global Value Chain Opportunities for Brazil**

#### **1. Histórico e Justificativas**

De acordo com dados do Banco Mundial, apenas 1% dos projetos de pesquisa feitos pelo banco são lidos e tidos como referência para discussões nacionais. Nesse sentido, é de grande importância que organismos multilaterais trabalhem em conjunto com diferentes *stakeholders* para elevar o alcance e disseminação dos projetos de pesquisa realizados.

Ademais, é importante também receber feedback por parte de *policymakers* e atores chave de temas que estão sendo trabalhados. Neste sentido, o trabalho em conjunto com *think tanks* locais se faz necessário para atingir esses dois objetivos: maior disseminação dos resultados das pesquisas e cooperações técnicas e maior aderência das ideias sendo avaliadas a realidade local.

Por fim, considerando a estratégia do BID de fortalecimento de instituições locais latinoamericanas, deve-se, sempre que possível, incentivar a produção de conhecimento na região, através do incentivo ao trabalho com *think tanks* locais.

#### **2. Objetivos**

**2.1.** Esse projeto tem como maior objetivo desenvolver um plano de ação setorial. Para tanto fará o seguinte:

- Testar a aderência das ideias, receber feedback de importantes atores de gestão de políticas públicas e incluir sugestões no Projeto InFloresta.
- Entender melhor a dinâmica de competição nos principais mercados importadores dos oito setores selecionados para o Projeto InFloresta.

#### **3. Escopo de Serviços**

**3.1.** Com vistas ao atendimento do objetivo proposto no presente TDR, se espera que os referidos estudos envolvam discussões em grupo, apresentações fechadas, debates, e workshops, resultando em diferentes relatórios a serem aprovados pelo BID.

#### **4. Principais Atividades**

- Realização de rodada de discussão sobre o Projeto InFloresta para receber feedback de atores chave na área de meio ambiente que serão incorporados no relatório final.
- Realização de um estudo da dinâmica de competição de mercado dos oito setores selecionados para o Projeto InFloresta.
- Realização de um evento final para o lançamento do resultado do Projeto InFloresta, com vistas gerar impacto de disseminação dos resultados finais.



## **5. Resultados e Produções Esperados**

- a) Uma rodada de discussão e um evento de disseminação do Projeto InFloresta
- b) Um PLANO DE AÇÃO que apresente as principais sugestões para o Projeto InFloresta
- c) Um relatório da dinâmica de competição nos mercados importadores dos oito setores selecionados

## **6. Cronograma do Projeto e Pontos Principais**

Os produtos e atividades acima descritos deverão ser realizados no prazo máximo de 12 meses, obedecendo-se o cronograma a ser validado na reunião de *kick-off*.

## **7. Requisitos dos Relatórios**

Todos os produtos deverão ser apresentados em português e conter redação e formatação adequadas, bem como incluir todas as informações de suporte para que se possa avaliar a qualidade e robustez do trabalho realizado pela empresa de consultoria. Os documentos devem ser em formato pdf e word.

## **8. Critérios de Aceitação**

A aceitação de cada produto será feita após avaliação e validação dos especialistas responsáveis por esta consultoria.

## **9. Outros Requisitos**

**9.1.** A empresa de consultoria deverá constituir equipe profissional especializada e que seja dimensionada adequadamente para desenvolver os serviços técnicos especializados necessários ao atendimento do objetivo do presente TDR.

9.1.1. A experiência profissional e as habilidades técnicas da equipe de consultoria serão consideradas na avaliação da proposta.

9.1.2. No mínimo, se espera que a equipe seja composta por profissionais com formação nas áreas de administração, comércio exterior, direito, engenharia e relações internacionais e outras áreas afins, com experiência relevante na execução de estudos multidisciplinares sobre os temas abordados.

**9.2.** A equipe contratante será composta por especialistas e consultores do Setor de Integração e Comércio Exterior do BID.

## **10. Supervisão e Prestação de Contas**

A supervisão deste contrato ficará a cargo de Guilherme C. Piereck, especialista sênior do Setor de Integração e Comércio (INT/TIN), bem como com o apoio da equipe técnica envolvida, incluindo-se especialistas e consultores de ambas as divisões do Banco.

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Calendário de Pagamentos	
<i>Resultado</i>	%
<ul style="list-style-type: none"><li>Reunião <i>kick off</i> e planejamento de conteúdos e atividades</li></ul>	30%
<ul style="list-style-type: none"><li>Rodada de discussão e entrega de relatório sobre Projeto InFloresta</li><li>Entrega e aprovação de PLANO DE AÇÃO sobre a dinâmica de competição nos mercados importadores dos oito setores selecionados Projeto InFloresta</li></ul>	40 %
<ul style="list-style-type: none"><li>Rodada de discussão FINAL e entrega de PLANO DE AÇÃO</li></ul>	30 %
<b>TOTAL</b>	100%

## TERMINOS DE REFERENCIA

### **#1.4 SECTOR ANALYSIS FOR DIFFERENT SUBNATIONAL ENTITIES IDENTIFYING GVC OPPORTUNITIES AND PROPOSING POLICY REFORMS AND ACTION PLANS / OPORTUNIDADES PARA BRASIL EN EL NUEVO CONTEXTO COMERCIAL GLOBAL: INFORMES FINALES DE IDENTIFICACIÓN DE NICHOS EN LAS CADENAS GLOBALES DE VALOR**

#### **Contexto de la búsqueda:**

La integración comercial ha sido muy beneficiosa para América Latina y el Caribe (ALC) en los últimos 30 años. La región se embarcó en un profundo (aunque heterogéneo) programa de liberalización económica en los 90s, dentro del cual la liberalización comercial era un capítulo central. Esta liberalización comercial, inspirada en la teoría económica y en el reciente éxito de los tigres asiáticos, prometía mejorar la competitividad de la región y contribuir a su desarrollo. En un reciente trabajo del BID<sup>1</sup>, se estima que la apertura comercial agregó entre 0,6 y 0,7 puntos porcentuales al crecimiento anual de la región. Este impacto es muy significativo: implica que en las últimas dos décadas, la región es un 16% más rica en términos per cápita gracias al proceso de apertura comercial.

Desde la crisis financiera de 2008, el comercio global se recuperó, pero con tasas de crecimiento sensiblemente menores a las que mostraba pre-crisis, y en el 2020, la pandemia del coronavirus ha llevado a un colapso del intercambio comercial. A este complejo contexto se suman las crecientes disputas comerciales entre China y EE. UU. y el deterioro de la Organización Mundial del Comercio, lo cual ha generado mucha incertidumbre respecto del futuro del sistema multilateral de comercio. Sin embargo, este nuevo contexto genera una potencial oportunidad para los países de ALC.

Una vez superada la crisis sanitaria seguramente enfrentaremos un escenario donde los países, en especial los desarrollados, mirarán más hacia adentro, descansando en la autosuficiencia, posiblemente con una dosis mayor de proteccionismo, aunque ello conlleve una pérdida en términos de eficiencia busquen ganar en seguridad de abastecimiento. Algunos países buscarán también diversificar los orígenes de los insumos estratégicos que importan, buscando reducir el riesgo de sufrir interrupciones inesperadas.

Durante esta pandemia han quedado en evidencia, sobre todo en los países centrales, los problemas que pueden llegar a generarse ante sistemas de producción sumamente interconectados y altamente dependientes de proveedores asiáticos. Se ha puesto en evidencia la fragilidad de ciertas cadenas de valor por la vulnerabilidad de un sistema en que las fábricas se ubican en el extremo opuesto del lugar donde se consumen estos bienes, ya sean intermedios o finales. Todo esto llevará a una profundización del proceso de reconfiguración de las cadenas globales de valor, que tenderán a acortarse, volviéndose menos globales y más regionales.

Esta coyuntura es una oportunidad para ALC, pues en este proceso de reajuste de las cadenas globales de valor, la región puede ocupar nichos que EE. UU. y otros países centrales busquen diversificar. Resulta fundamental para evaluar esta oportunidad estudiar en profundidad en qué

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<sup>1</sup> Mesquita Moreira, Mauricio and Ernesto Stein (Eds.) (2019), *Trading Promises for Results: What Global Integration can do for Latin America and the Caribbean*, IDB Flagship Report

## HRD Términos de Referencia

sectores y cadenas de valor existe una mayor posibilidad de insertarse para cada país de la región. Este análisis permite también priorizar las medidas que deberían tomar los países para aprovechar las oportunidades que están surgiendo, en términos de reformas a las estrategias nacionales y políticas públicas con impacto directo sobre la inserción internacional de los países de la región.

### **La misión del equipo:**

Esta consultoría tiene como objetivo la actualización de contenidos al 2022 del informe “*Fortalecimiento de cadenas regionales de valor en América Latina y el Caribe – el caso de Brasil*” de fecha 12 de marzo de 2021 (en adelante, el “Informe Mirow”), y la formulación de una versión final autocontenida del mismo tanto en formato Word como en Power Point editables, que describan la estrategia de relocalización para Brasil, con base en las conclusiones del trabajo realizado en consultorías anteriores, la actualización de datos públicos y la realización de nuevas entrevistas que permitan validar los sectores.

### **Lo que harás:**

El consultor/a actualizará y redactará el informe final antes descrito que:

#### 1. Informe Word:

- 1.1. Tomando como referencia la estructura de otros estudios de país realizados por el BID, trasladar el contenido del Informe Mirow a un documento escrito y editable que contenga los principales elementos (secciones) de los estudios referencia.
- 1.2. Validar los principales elementos del Informe Mirow con el objetivo de determinar si son relevantes en el contexto actual de Brasil. Se debe buscar enfocar el estudio en un número menor de sectores en donde se determine que el potencial de fortalecimiento de cadenas de valor sigue vigente y/o es prioritario bajo la realidad local actual.
- 1.3. Actualización de datos y/o secciones relevantes críticas para mantener el estudio vigente bajo el nuevo enfoque sectorial.
- 1.4. Realización de entrevistas para validación y revisión de los sectores priorizados (en caso de ser necesario) y de otros elementos del estudio que se consideren importantes. Nota: el equipo del BID podrá apoyar en conseguir las entrevistas puntuales necesarias.
- 1.5. Actualización/validación de productos *quick wins*, mediano y largo plazo bajo el enfoque reducido de sectores.

#### 2. Presentación Power Point:

- 2.1 Actualización de la presentación para que refleje el nuevo enfoque del documento escrito.

### **Entregables:**

Entregable 1: informe intermedio escrito en formato Word editable en Portugués, que describa los principales hallazgos de la actualización– cuatro semanas luego del inicio de la consultoría (Fecha XX).

## **HRD Términos de Referencia**

**Entregable 2:** informe final en formato Power Point y Word editables en Portugués, que describan la estrategia final actualizada para Brasil – catorce semanas luego del inicio de la consultoría, con la inclusión de todos los puntos de la metodología provista por el BID (Fecha XX). Se espera también que el consultor participe de reuniones/presentaciones internas y externas para discutir los resultados finales del estudio.

### **Cronograma de pagos:**

Los pagos se realizarán contra entrega y aprobación por parte del BID de los entregables con el cronograma de pagos que se detalla a continuación:

- 10% contra la firma del contrato.
- 30% contra la entrega y aprobación por parte del BID del Entregable 1.
- 60% contra la entrega y aprobación por parte del BID del Entregable 2.

### **Lo que necesitarás:**

- **Ciudadanía:** Eres ciudadano/a de uno de nuestros 48 países miembros. Podemos ofrecer asistencia con el traslado y las solicitudes de visa para ti y tus dependientes elegibles.
- **Consanguinidad:** No tienes familiares (hasta el cuarto grado de consanguinidad y segundo grado de afinidad, incluido el cónyuge) que trabajen en el Grupo del BID.
- **Educación:** Máster o equivalente en economía o afines.
- **Experiencia:** 10 (diez) años de experiencia profesional relevante o la combinación de equivalente de educación y experiencia.
- **Idiomas:** portugués e inglés

### **Competencias generales y técnicas:**

- Área de Especialización: economía, relaciones internacionales, derecho o disciplinas relacionadas.
- Aptitudes: el consultor debe tener conocimientos en temas de comercio internacional y acuerdos comerciales regionales.

### **Resumen de la oportunidad:**

- **Tipo de contrato y modalidad:** Consultor de Productos y Servicios Externos (PEC)
- **Duración del contrato:** 12 meses desde la fecha de inicio del contrato
- **Fecha de inicio:** (Fecha XX) 2023
- **Ubicación:** Lugar de residencia del consultor, y en el caso que el contractual requiera la realización de viajes a la región para el cumplimiento del plan de trabajo, dichos viajes serán remunerados siguiendo la política de viajes del banco
- **Persona responsable:** Esta consultoría será supervisada por Guilherme Piereck, ([guilhermep@iadb.org](mailto:guilhermep@iadb.org)) y Sebastian Gonzalez Saldarriaga ([sebastiang@iadb.org](mailto:sebastiang@iadb.org)) especialistas de INT/RIU.
- **Requisitos:** Debes ser ciudadano/a de uno de los 48 países miembros del BID y no tener familiares que trabajen actualmente en el Grupo BID.

## HRD Términos de Referencia

### **Nuestra cultura:**

Nuestra gente está comprometida y apasionada por mejorar vidas en América Latina y el Caribe, y hacen lo que les gusta en un entorno de trabajo diverso, colaborativo y estimulante. Somos la primera institución de desarrollo de América Latina y el Caribe en recibir la certificación EDGE, reconociendo nuestro fuerte compromiso con la equidad de género. Como empleado, puedes ser parte de grupos de recursos internos que conectan a nuestra comunidad diversa en torno a sus intereses comunes.

Debido a que estamos comprometidos a proporcionar igualdad de oportunidades en el empleo, acogemos la diversidad basada en género, edad, educación, origen nacional, origen étnico, raza, discapacidad, orientación sexual y religión. **Alentamos a las mujeres, los afrodescendientes, las personas de origen indígena y las personas con discapacidades a postularse.**

### **Sobre nosotros:**

En el Banco Interamericano de Desarrollo, estamos dedicados a mejorar vidas. Desde 1959, hemos sido una fuente importante de financiamiento a largo plazo para el desarrollo económico, social e institucional en América Latina y el Caribe. Sin embargo, hacemos más que prestar. Nos asociamos con nuestros 48 países miembros para proporcionar a América Latina y el Caribe investigaciones de vanguardia sobre temas de desarrollo relevantes, asesoramiento de políticas para informar sus decisiones y asistencia técnica para mejorar la planificación y ejecución de proyectos. Para ello, necesitamos personas que no sólo tengan las habilidades adecuadas, sino que también sean apasionadas por mejorar vidas.

**Nuestro equipo de Recursos Humanos revisa cuidadosamente todas las aplicaciones.**

## **TERMOS DE REFERÊNCIA**

### **1.5 Presentations on several sectors-infrastructure sustainability trade GCVs-2024 / Apresentações em diversos setores – infraestrutura, sustentabilidade, CGV - 2024**

#### **Ciclo de Debates sobre Comércio e Sustentabilidade**

#### **BR-T1511 Post-COVID Recovery: Investment Opportunities in Brazil**

### **1. Histórico e Justificativas**

De acordo com dados do Banco Mundial, apenas 1% dos projetos de pesquisa feitos pelo banco são lidos e tidos como referência para discussões nacionais. Nesse sentido, é de grande importância que organismos multilaterais trabalhem em conjunto com diferentes *stakeholders* para elevar o alcance e disseminação dos projetos de pesquisa realizados.

Ademais, é importante também receber feedback por parte de *policymakers* e atores chave de temas que estão sendo trabalhados. Neste sentido, o trabalho em conjunto com *think tanks* locais se faz necessário para atingir esses dois objetivos: maior disseminação dos resultados das pesquisas e cooperações técnicas e maior aderência das ideias sendo avaliadas a realidade local.

Por fim, considerando a estratégia do BID de fortalecimento de instituições locais latinoamericanas, deve-se, sempre que possível, incentivar a produção de conhecimento na região, através do incentivo ao trabalho com *think tanks* locais.

### **2. Objetivos**

#### **2.1. Esse projeto possui três grandes objetivos:**

- Testar a aderência das ideias, receber feedback de importante atores de gestão de política públicas e incluir sugestões no DTe.
- Testar a aderência das ideias, receber feedback de importante atores de gestão de política públicas e incluir sugestões no Projeto de Fortalecimento das Cadeias Regionais no Brasil e a logística de transporte através do DTe.
- Entender melhor a dinâmica de competição nos principais mercados importadores dos oito setores selecionados para o Projeto DTe.

### **3. Escopo de Serviços**

**3.1.** Com vistas ao atendimento do objetivo proposto no presente TDR, se espera que os referidos estudos envolvam discussões em grupo, apresentações fechadas, debates, e workshops, resultando em diferentes relatórios a serem aprovados pelo BID.

### **4. Principais Atividades**

- Realização de rodada de discussão sobre o Projeto DTe para receber feedback de atores chave na área de meio ambiente que serão incorporados no relatório final.
- Realização de um evento final do projeto de Fortalecimento de Cadeias de Valor Regionais no Brasil, com vistas a gerar impacto de disseminação dos resultados finais.

- Realização de um evento final do projeto de mapeamento e redesenho de um novo fluxo processual em termos logísticos e documentais para transporte de carga Granel Sólido Agrícola (GSA), aplicável especificamente ao produto soja, com vistas a gerar impacto de disseminação dos resultados finais, relacionado ao desenvolvimento de um sistema de Declaração de Transporte Eletrônico – DTe.

## **5. Resultados e Produções Esperados**

- a) Uma rodada de discussão e um evento de disseminação do DTe
- b) Um relatório resultado da rodada de discussão que apresente as principais sugestões para o Projeto DTe.
- c) Um relatório da dinâmica de competição nos mercados importadores dos oito setores selecionados.
- d) Um evento de disseminação dos resultados do Projeto de Fortalecimento das Cadeias Regionais no Brasil.
- e) Um evento de disseminação dos resultados de Mapeamento de Processos para o DTe no Transporte de Soja.

## **6. Cronograma do Projeto e Pontos Principais**

Os produtos e atividades acima descritos deverão ser realizados no prazo máximo de 12 meses, obedecendo-se o cronograma a ser validado na reunião de *kick-off*.

## **7. Requisitos dos Relatórios**

Todos os produtos deverão ser apresentados em português e conter redação e formatação adequadas, bem como incluir todas as informações de suporte para que se possa avaliar a qualidade e robustez do trabalho realizado pela empresa de consultoria. Os documentos devem ser em formato pdf e word.

## **8. Crerios de Aceitaão**

A aceitaão de cada produto ser finite aps avaliaão e validaão dos especialistas responsveis por esta consultoria.

## **9. Outros Requisitos**

- 9.1.** A empresa de consultoria dever finite constituir equipe profissional especializada e que seja dimensionada adequadamente para desenvolver os servios tcnicos especializados necessrios ao atendimento do objetivo do presente TDR.
  - 9.1.1.** A experincia profissional e as habilidades tcnicas da equipe de consultoria sero consideradas na avaliaão da proposta.
  - 9.1.2.** No mnimo, se espera que a equipe seja composta por profissionais com formaão nas reas de administraão, comercio exterior, direito, engenharia e relaões internacionais e outras reas afins, com experincia relevante na execuão de estudos multidisciplinares sobre os temas abordados.
- 9.2.** A equipe contratante ser finite composta por especialistas e consultores do Setor de Integraão e Comercio Exterior do BID.



## 10. Supervisão e Prestação de Contas

A supervisão deste contrato ficará a cargo de Guilherme C. Piereck, especialista sênior do Setor de Integração e Comercio (INT/TIN), bem como com o apoio da equipe técnica envolvida, incluindo-se especialistas e consultores de ambas as divisões do Banco.

Todos os produtos a serem encaminhados para apreciação e validação, bem como demais interlocuções pertinentes às entregas previstas que se façam necessárias deverão ser enviadas via e-mail, para os endereços eletrônicos: [guilhermep@iadb.org](mailto:guilhermep@iadb.org).

## 11. Calendário de Pagamentos

As condições de pagamento serão baseadas nas etapas do projeto ou nos resultados obtidos. O Banco espera não fazer pagamentos antecipados em contratos de consultoria. O Banco deseja receber a proposta de custo mais competitiva para os serviços aqui descritos. A Taxa de Câmbio Oficial do BID indicada na RFP será aplicada para as conversões necessárias de pagamentos em moeda local.

Calendário de Pagamentos	
<i>Resultado</i>	%
<ul style="list-style-type: none"><li>Reunião <i>kick off</i> e planejamento de conteúdos e atividades</li></ul>	25%
<ul style="list-style-type: none"><li>Rodada de discussão e entrega de relatório sobre Projeto DTe</li><li>Entrega e aprovação de relatório sobre a dinâmica de competição nos mercados importadores dos oito setores selecionados Projeto DTe (data XX)</li></ul>	25%
<ul style="list-style-type: none"><li>Rodada de discussão e entrega de relatório sobre o Projeto Cadeias Globais/Regionais de Valor (data xxx)</li></ul>	25%
<ul style="list-style-type: none"><li>Rodada de discussão e entrega de relatório Mapeamento de Processos para o DTe no Transporte de Soja (data xxx)</li></ul>	25%
<b>TOTAL</b>	100%

## **TERMOS DE REFERÊNCIA**

### **1.6 Action Plan on several sectors-infrastructure sustainability trade GCVs-2024 / Planos de Ação em diversos setores: infraestrutura, sustentabilidade e CGV - 2024**

#### **Planos de Ação**

#### **BR-T1511 - Regional and Global Value Chain Opportunities for Brazil**

##### **1. Histórico e Justificativas**

De acordo com dados do Banco Mundial, apenas 1% dos projetos de pesquisa feitos pelo banco são lidos e tidos como referência para discussões nacionais. Nesse sentido, é de grande importância que organismos multilaterais trabalhem em conjunto com diferentes *stakeholders* para elevar o alcance e disseminação dos projetos de pesquisa realizados.

Ademais, é importante também receber feedback por parte de *policymakers* e atores chave de temas que estão sendo trabalhados. Neste sentido, o trabalho em conjunto com *think tanks* locais se faz necessário para atingir esses dois objetivos: maior disseminação dos resultados das pesquisas e cooperações técnicas e maior aderência das ideias sendo avaliadas a realidade local.

Por fim, considerando a estratégia do BID de fortalecimento de instituições locais latinoamericanas, deve-se, sempre que possível, incentivar a produção de conhecimento na região, através do incentivo ao trabalho com *think tanks* locais.

##### **2. Objetivos**

**2.1.** Esse projeto tem como maior objetivo desenvolver um plano de ação setorial. Para tanto fará o seguinte:

- Testar a aderência das ideias, receber feedback de importantes atores de gestão de política públicas e incluir sugestões no Projeto InFloresta.
- Entender melhor a dinâmica de competição nos principais mercados importadores dos oito setores selecionados para o Projeto InFloresta.

##### **3. Escopo de Serviços**

**3.1.** Com vistas ao atendimento do objetivo proposto no presente TDR, se espera que os referidos estudos envolvam discussões em grupo, apresentações fechadas, debates, e workshops, resultando em diferentes relatórios a serem aprovados pelo BID.

##### **4. Principais Atividades**

- Realização de rodada de discussão sobre o Projeto InFloresta para receber feedback de atores chave na área de meio ambiente que serão incorporados no relatório final.
- Realização de um estudo da dinâmica de competição de mercado dos oito setores selecionados para o Projeto InFloresta.
- Realização de um evento final para o lançamento do resultado do Projeto InFloresta, com vistas gerar impacto de disseminação dos resultados finais.

## **5. Resultados e Produções Esperados**

- a) Uma rodada de discussão e um evento de disseminação do Projeto InFloresta
- b) Um PLANO DE AÇÃO que apresente as principais sugestões para o Projeto InFloresta
- c) Um relatório da dinâmica de competição nos mercados importadores dos oito setores selecionados

## **6. Cronograma do Projeto e Pontos Principais**

Os produtos e atividades acima descritos deverão ser realizados no prazo máximo de 12 meses, obedecendo-se o cronograma a ser validado na reunião de *kick-off*.

## **7. Requisitos dos Relatórios**

Todos os produtos deverão ser apresentados em português e conter redação e formatação adequadas, bem como incluir todas as informações de suporte para que se possa avaliar a qualidade e robustez do trabalho realizado pela empresa de consultoria. Os documentos devem ser em formato pdf e word.

## **8. Critérios de Aceitação**

A aceitação de cada produto será feita após avaliação e validação dos especialistas responsáveis por esta consultoria.

## **9. Outros Requisitos**

**9.1.** A empresa de consultoria deverá constituir equipe profissional especializada e que seja dimensionada adequadamente para desenvolver os serviços técnicos especializados necessários ao atendimento do objetivo do presente TDR.

9.1.1. A experiência profissional e as habilidades técnicas da equipe de consultoria serão consideradas na avaliação da proposta.

9.1.2. No mínimo, se espera que a equipe seja composta por profissionais com formação nas áreas de administração, comércio exterior, direito, engenharia e relações internacionais e outras áreas afins, com experiência relevante na execução de estudos multidisciplinares sobre os temas abordados.

**9.2.** A equipe contratante será composta por especialistas e consultores do Setor de Integração e Comércio Exterior do BID.

## **10. Supervisão e Prestação de Contas**

A supervisão deste contrato ficará a cargo de Guilherme C. Piereck, especialista sênior do Setor de Integração e Comércio (INT/TIN), bem como com o apoio da equipe técnica envolvida, incluindo-se especialistas e consultores de ambas as divisões do Banco.

Todos os produtos a serem encaminhados para apreciação e validação, bem como demais interlocuções pertinentes às entregas previstas que se façam necessárias deverão ser enviadas via e-mail, para os endereços eletrônicos: [guilhermep@iadb.org](mailto:guilhermep@iadb.org).

## 11. Calendário de Pagamentos

As condições de pagamento serão baseadas nas etapas do projeto ou nos resultados obtidos. O Banco espera não fazer pagamentos antecipados em contratos de consultoria. O Banco deseja receber a proposta de custo mais competitiva para os serviços aqui descritos. A Taxa de Câmbio Oficial do BID indicada na RFP será aplicada para as conversões necessárias de pagamentos em moeda local.

Calendário de Pagamentos	
<i>Resultado</i>	%
<ul style="list-style-type: none"><li>Reunião <i>kick off</i> e planejamento de conteúdos e atividades</li></ul>	30%
<ul style="list-style-type: none"><li>Rodada de discussão e entrega de relatório sobre Projeto InFloresta</li><li>Entrega e aprovação de PLANO DE AÇÃO sobre a dinâmica de competição nos mercados importadores dos oito setores selecionados Projeto InFloresta</li></ul>	40 %
<ul style="list-style-type: none"><li>Rodada de discussão FINAL e entrega de PLANO DE AÇÃO</li></ul>	30 %
<b>TOTAL</b>	100%

## TERMOS DE REFERÊNCIA

### 1.7 Presentations on several sectors-infrastructure sustainability trade GCVs / Apresentações em diversos setores – infraestrutura, sustentabilidade, comércio e CGV

#### Ciclo de Debates sobre Comércio e Sustentabilidade

#### BR-T1511 Post-COVID Recovery: Investment Opportunities in Brazil

### 1. Histórico e Justificativas

De acordo com dados do Banco Mundial, apenas 1% dos projetos de pesquisa feitos pelo banco são lidos e tidos como referência para discussões nacionais. Nesse sentido, é de grande importância que organismos multilaterais trabalhem em conjunto com diferentes *stakeholders* para elevar o alcance e disseminação dos projetos de pesquisa realizados.

Ademais, é importante também receber feedback por parte de *policymakers* e atores chave de temas que estão sendo trabalhados. Neste sentido, o trabalho em conjunto com *think tanks* locais se faz necessário para atingir esses dois objetivos: maior disseminação dos resultados das pesquisas e cooperações técnicas e maior aderência das ideias sendo avaliadas a realidade local.

Por fim, considerando a estratégia do BID de fortalecimento de instituições locais latinoamericanas, deve-se, sempre que possível, incentivar a produção de conhecimento na região, através do incentivo ao trabalho com *think tanks* locais.

### 2. Objetivos

2.1. Esse projeto possui três grandes objetivos:

- Testar a aderência das ideias, receber feedback de importante atores de gestão de política públicas e incluir sugestões no DTe.
- Testar a aderência das ideias, receber feedback de importante atores de gestão de política públicas e incluir sugestões no Projeto de Fortalecimento das Cadeias Regionais no Brasil e a logística de transporte através do DTe.
- Entender melhor a dinâmica de competição nos principais mercados importadores dos oito setores selecionados para o Projeto DTe.

### 3. Escopo de Serviços

3.1. Com vistas ao atendimento do objetivo proposto no presente TDR, se espera que os referidos estudos envolvam discussões em grupo, apresentações fechadas, debates, e workshops, resultando em diferentes relatórios a serem aprovados pelo BID.

### 4. Principais Atividades

- Realização de rodada de discussão sobre o Projeto DTe para receber feedback de atores chave na área de meio ambiente que serão incorporados no relatório final.
- Realização de um evento final do projeto de Fortalecimento de Cadeias de Valor Regionais no Brasil, com vistas a gerar impacto de disseminação dos resultados finais.

- Realização de um evento final do projeto de mapeamento e redesenho de um novo fluxo processual em termos logísticos e documentais para transporte de carga Granel Sólido Agrícola (GSA), aplicável especificamente ao produto soja, com vistas a gerar impacto de disseminação dos resultados finais, relacionado ao desenvolvimento de um sistema de Declaração de Transporte Eletrônico – DTe.

## **5. Resultados e Produções Esperados**

- a) Uma rodada de discussão e um evento de disseminação do DTe
- b) Um relatório resultado da rodada de discussão que apresente as principais sugestões para o Projeto DTe.
- c) Um relatório da dinâmica de competição nos mercados importadores dos oito setores selecionados.
- d) Um evento de disseminação dos resultados do Projeto de Fortalecimento das Cadeias Regionais no Brasil.
- e) Um evento de disseminação dos resultados de Mapeamento de Processos para o DTe no Transporte de Soja.

## **6. Cronograma do Projeto e Pontos Principais**

Os produtos e atividades acima descritos deverão ser realizados no prazo máximo de 12 meses, obedecendo-se o cronograma a ser validado na reunião de *kick-off*.

## **7. Requisitos dos Relatórios**

Todos os produtos deverão ser apresentados em português e conter redação e formatação adequadas, bem como incluir todas as informações de suporte para que se possa avaliar a qualidade e robustez do trabalho realizado pela empresa de consultoria. Os documentos devem ser em formato pdf e word.

## **8. Crerios de Aceitaão**

A aceitaão de cada produto ser finite apés avaliaão e validaão dos especialistas responsáveis por esta consultoria.

## **9. Outros Requisitos**

- 9.1.** A empresa de consultoria dever finite constituir equipe profissional especializada e que seja dimensionada adequadamente para desenvolver os servios técnicos especializados necessrios ao atendimento do objetivo do presente TDR.
  - 9.1.1.** A experincia profissional e as habilidades técnicas da equipe de consultoria sero consideradas na avaliaão da proposta.
  - 9.1.2.** No mnimo, se espera que a equipe seja composta por profissionais com formaão nas reas de administraão, comercio exterior, direito, engenharia e relaões internacionais e outras reas afins, com experincia relevante na execuão de estudos multidisciplinares sobre os temas abordados.
- 9.2.** A equipe contratante ser finite composta por especialistas e consultores do Setor de Integraão e Comercio Exterior do BID.

## 10. Supervisão e Prestação de Contas

A supervisão deste contrato ficará a cargo de Guilherme C. Piereck, especialista sênior do Setor de Integração e Comercio (INT/TIN), bem como com o apoio da equipe técnica envolvida, incluindo-se especialistas e consultores de ambas as divisões do Banco.

Todos os produtos a serem encaminhados para apreciação e validação, bem como demais interlocuções pertinentes às entregas previstas que se façam necessárias deverão ser enviadas via e-mail, para os endereços eletrônicos: [guilhermep@iadb.org](mailto:guilhermep@iadb.org).

## 11. Calendário de Pagamentos

As condições de pagamento serão baseadas nas etapas do projeto ou nos resultados obtidos. O Banco espera não fazer pagamentos antecipados em contratos de consultoria. O Banco deseja receber a proposta de custo mais competitiva para os serviços aqui descritos. A Taxa de Câmbio Oficial do BID indicada na RFP será aplicada para as conversões necessárias de pagamentos em moeda local.

Calendário de Pagamentos	
<i>Resultado</i>	%
<ul style="list-style-type: none"><li>Reunião <i>kick off</i> e planejamento de conteúdos e atividades</li></ul>	25%
<ul style="list-style-type: none"><li>Rodada de discussão e entrega de relatório sobre Projeto DTe</li><li>Entrega e aprovação de relatório sobre a dinâmica de competição nos mercados importadores dos oito setores selecionados Projeto DTe (data XX)</li></ul>	25%
<ul style="list-style-type: none"><li>Rodada de discussão e entrega de relatório sobre o Projeto Cadeias Globais/Regionais de Valor (data xxx)</li></ul>	25%
<ul style="list-style-type: none"><li>Rodada de discussão e entrega de relatório Mapeamento de Processos para o DTe no Transporte de Soja (data xxx)</li></ul>	25%
<b>TOTAL</b>	100%

## **TERMS OF REFERENCE**

### **TRADE AND INVESTMENT DIVISION (INT/TIN)**

#### **2.1 Capacity building-knowledge programs to support state government officials-2023 /**

#### **Programas de Capacitação para apoiar funcionários públicos estaduais-2023**

##### **1. Background Information**

- 1.1 The year of 2022 started with the world in the midst of an asymmetrical recovery, where in some countries COVID-19 infection rates have fallen significantly, while in others, the virus remains difficult to control. But whether governments are actively managing outbreaks or returning to normalcy, economic recovery is central to their forward-looking agenda.
- 1.2 The effects of Russia's invasion of Ukraine have caused more profound shocks. It has disrupted markets in energy and, crucially, food in ways which highlight the need for more broadly based supplies. For these reasons, the IMF recently revised and reduced its projection for economic growth. Global growth is now projected to slow from an estimated 6.1 percent in 2021 to 3.6 percent in 2022 and 2023. This is 0.8 and 0.2 percentage points lower for 2022 and 2023 than projected in January.
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- 1.4 Additionally, the European Parliament had just approved (September 13, 2022) a proposal that expands the list of products that could be banned from the European market if they come from deforested or degraded land, increasing pressure on Brazilian exports<sup>1</sup>. Amazon agro-exporters have to prove that their product (e.g. cacao) is not produced within a deforested area.
- 1.5 Brazil can provide many of the solutions that the region needs right now –from realigned and resilient supply chains to abundant, solid, and sustainable investment options across many sectors. Economic growth resumed in Brazil in 2021. GDP grew by around 4.6% in 2021, outweighing 2020's 3.9% decline. Recent trade data estimates that Brazil's exports grew almost 35% in 2021. The Brazilian economy is also performing well in 2022. The economy grew 1.0% in the first quarter, unemployment fell to 10.5% (down from 14.8% during the

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<sup>1</sup> <https://oglobo.globo.com/economia/noticia/2022/09/parlamento-europeu-amplia-lista-de-itens-ligados-a-desmatamento-que-poderao-ser-barrados.ghtml>



pandemic) and business and consumer confidence are increasing. Also, after the strong retraction of Foreign Direct Investment (FDI) in 2020, international investors have resumed their appetite for investing in Brazil.

- 1.6 This project will support the Brazilian government in developing a complementary investment attraction and export promotion strategy. Furthermore, the main objective of this project is to support the Brazilian government and its subnational entities in the development and implementation of activities (i.e., Brazilian Investment Forum - BIF, business matchmaking, digital roundtables, etc.) leading to investment attraction and trade openness at national and sub-national levels.
- 1.7 This project is strategic in promoting and attracting investments to regional value chains in Brazil and its subnational entities (States and Municipalities). Considering the processes of reconfiguration of GVCs post-COVID, the project seeks to identify investment opportunities at the subnational level. It will also finance sectoral and regional studies to identify investment opportunities and growth bottlenecks, including policy and investment interventions to overcome those bottlenecks. Products of forest origin will receive special attention. Resources from this TC will be used in the preparation and execution of the next investment forum with a view to attract investments to Brazil and its subnational entities. Finally, this TC will also finance training activities for the representatives of subnational organizations responsible for investment attraction and will provide assistance to potential investors during investment events.

## **2. The team's mission:**

From the Integration and Trade Sector, we support the countries of Latin America and the Caribbean to implement innovative solutions to move towards a more productive, open and connected region with the world. Our projects and applied research contribute to the reduction of the three main costs of commerce: logistics, information and regulatory.

The thematic areas of our interventions are trade facilitation, export promotion and investment attraction, and support for the negotiation and implementation of trade agreements. Additionally, we provide technical support to regional integration initiatives and blocks.

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development agenda of the region. The Sector also organizes a series of business meetings for trade and investment.

### **3. What you'll do:**

Subnational entities' support is extremely important to the attraction of investments. It is highly recommended that representatives of subnational entities are well prepared to assess and promote comparative advantages vis-à-vis international investors using best practices and marketing strategies. The consultant will develop training programs to address the following issues:

- Strategic and practical knowledge to master the process of attracting and caring for investors.
- Monitoring for the design of the process of attracting investment from the States.
- Develop and implement effective tools and marketing practices to attract Investments.
- Identify and compare with benchmark of international best practices.
- Share best-practices among States to overcome current challenges.
- Strategic and practical knowledge to create your own international investment promotion agency.
- Customized knowledge for structuring the agency according to the objectives of attracting investments to the State.
- Accompaniment of the consultant to define the professional profiles and the necessary skills for the success of the agency.
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### **4. Services to be Performed**

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- c) The training should be delivered online or in-person (depending on the sanitary situation of the state). A minimum of 6 sessions of 2 hours each.

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#### **Deliverables and Payment timeline:**

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- 20% upon delivery of a draft report for workshop sessions
- 50% upon delivery of a final report after workshop and feedback sessions

#### **What you'll need:**

- **Citizenship:** You are a citizen of one of our 48-member countries.
- **Consanguinity:** You have no family members (up to fourth degree of consanguinity and second degree of affinity, including spouse) working at the IDB Group.
- **Education:** Master's degree in Economics, Administration, or International trade, law or related fields
- **Experience:** At least 5 years of practical experience and academic studies to be able to advise on export and investment promotion, trade aspects of private sector development, small and medium enterprise development. Teaching experience is a plus.
- **Languages:** Proficiency in English and Portuguese is required; working knowledge of Spanish preferred.

#### **Core and Technical Competencies:**

- The Consultant should be able to perform professional analysis and effectively communicate findings using Microsoft Office (Word, Excel, Access, and Power Point).
- Statistical software packages, and web-based applications and databases.

#### **Characteristics of the consultancy**

- **Type of contract and modality:** Product and External Services Consultant (PEC)

- **Length of contract:** 12 months.
- **Location:** Brazil - According to current COVID bank measures, the contract will be amended accordingly at time of travel to cover travel expenses
- **Responsible person:** Guilherme Piereck, INT/TIN
- **Requirements:** You must be a citizen of one of the [IDB's 48 member countries](#) and have no family members currently working at the IDB Group.

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## **TERMS OF REFERENCE**

### **TRADE AND INVESTMENT DIVISION (INT/TIN)**

#### **2.2 Capacity building-knowledge programs to support state government officials-2024**

##### **Programas de Capacitação para apoiar funcionários públicos estaduais-2023**

##### **Institutions Trained – Subnational Capacity Building**

### **1. Background Information**

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- **Languages:** Proficiency in English and Portuguese is required; working knowledge of Spanish preferred.

#### **Core and Technical Competencies:**

- The Consultant should be able to perform professional analysis and effectively communicate findings using Microsoft Office (Word, Excel, Access, and Power Point).
- Statistical software packages, and web-based applications and databases.



## **Characteristics of the consultancy**

- **Type of contract and modality:** Product and External Services Consultant (PEC)
- **Length of contract:** 6 months
- **Location:** Brazil - According to current COVID bank measures, the contract will be amended accordingly at time of travel to cover travel expenses
- **Responsible person:** Guilherme Piereck, INT/TIN
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## **TERMS OF REFERENCE**

### **TRADE AND INVESTMENT DIVISION (INT/TIN)**

#### **2.3 Capacity building-knowledge programs to support state government officials-2025 / Programas de Capacitação para apoiar funcionários públicos estaduais-2023**

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**TERMS OF REFERENCE****TRADE AND INVESTMENT DIVISION (INT/TIN)****2.4 Integrated logistic support to design prepare organize Investment Attraction Forums (BIF-2023)****Brazil****BR-T1511 - Post-COVID Recovery: Investment Opportunities in Brazil****1. Background and Justification**

- 1.1. The year of 2022 started with the world in the midst of an asymmetrical recovery, where in some countries COVID-19 infection rates have fallen significantly, while in others, the virus remains difficult to control. But whether governments are actively managing outbreaks or returning to normalcy, economic recovery is central to their forward-looking agenda.
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- 1.6. This project will support the Brazilian government in developing a complementary investment attraction and export promotion strategy. Furthermore, the main objective of this project is to support the Brazilian government and its subnational entities in the development and implementation of activities (i.e., Brazilian Investment Forum - BIF, business matchmaking, digital roundtables, etc.) leading to investment attraction and trade openness at national and sub-national levels.

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- 2.2. **The team's mission:** From the Integration and Trade Sector, we support the countries of Latin America and the Caribbean to implement innovative solutions to move towards a more productive, open and connected region with the world. Our projects and applied research contribute to the reduction of the three main costs of commerce: logistics, information and regulatory.
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- 3.2. The objective of this consultancy is to hire a firm that will provide logistical services for the execution of the BIF, virtually or in person. This may include online services to stream the event, to in person services including recording, planning, stage building stage coordination, event space renting, catering for coffee break, breakfast, dinners, meeting room, etc.

### **4. Key Activities**

- 4.1. The firm will provide an event' s platform and/or services, that allows event planners to deliver the value of events through an online platform that includes distance learning webinars, discussion forums and live video networking opportunities.

## 4.2. Possible Activities

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Virtual Event Platform - # of attendees	
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X	Webinars at one time: Up to X viewers
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Xs	Native iOS / Android App
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X	Dedicated "Day Of" Support
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<b>Total</b>	

## 4.3. Product Support for the online platform:

- One-on-one experience consultation
- Small group online live trainings
- On-demand video and knowledgebase tutorials
- Rapid-response support ticketing system
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## 4.4. The firm may also provide the following:

- 05 Câmeras HXC 100 SONY
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- 04 Lente Canon HJ20x
- 01 Lente Canon HJ 11x super wide
- 05 RCP 720
- 01 Switcher FOR.A HVS 300
- 02 Gravadores Blackmagic Hiperdeck
- 500m Cabo Triax
- Periféricos de áudio e Periféricos de vídeo
- 04 Comunicações Clear Com
- 01 Monitor 17" QUAD HD
- 04 Cinegrafistas

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- 1.1. The year of 2022 started with the world in the midst of an asymmetrical recovery, where in some countries COVID-19 infection rates have fallen significantly, while in others, the virus remains difficult to control. But whether governments are actively managing outbreaks or returning to normalcy, economic recovery is central to their forward-looking agenda.
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