

Call for proposals that lead to jobs in the ICT sector

1. Introduction

The RisiAlbania Project is supported by the Swiss Agency for Development and Cooperation (SDC), in partnership with the Ministry of Finance and Economy, and implemented by a consortium consisting of HELVETAS Swiss Intercooperation and Partners Albania for Change and Development. The overall goal of the project is to contribute to an increase in employment opportunities for young women and men (age 15-29) in Albania. This goal will be achieved through:

- (i) Outcome (1) Enhanced growth and job creation by the private sector in three selected subsectors agro business, tourism, and ICT,
- (ii) Outcome (2) Improved access to job opportunities and labor market information and services (intermediation), and
- (iii) Outcome (3) Improved skills of young people by improving the offer of private training providers in the three selected sectors (labor supply).

Under Outcome 1, RisiAlbania is looking that lead to business growth and contribute to creation of jobs in ICT sector including the IT and Business Process Outsourcing (BPO) sectors. IT subsector includes services such as software development, adopting new technologies such as AI, Machine Learning and Internet of things and cybersecurity, while Business Process Outsourcing may include financial analysis, data entry and analysis, localization, human resources, marketing and promotion, etc. RisiAlbania research has identified that these subsectors present higher potential for employment and for developing value added services.

2. Objectives of the Call

RisiAlbania is inviting **interested private companies** to submit a short proposal presenting their project idea, which will lead to business growth and to creation of new jobs for young people in IT and BPO sectors. A non-exhaustive list of potential areas the project can support is:

- *Introducing value added services in BPO such as using ICT technologies in services and business processes.*
- *Introducing new IT technologies such as Artificial Intelligence (AI), Machine Learning and Internet of Things.*
- *Development of consulting services in Cybersecurity.*

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- *E-commerce development.*
- *Human Resource retention – as emigration of ICT professionals is hurting the sector, any innovative services or solutions that contribute to retain professionals within the country and counter the negative trend.*

Concepts must be based on an assessment of private sector needs, and clearly indicate how the proposed product, service or solution will help to create new jobs or lead to existing jobs retention. Proposals that benefit rural women, internal migrants and marginalized groups are encouraged. Ensuring inclusiveness of vulnerable and socially excluded young women and men in the Albanian labor market is in the focus of all RisiAlbania interventions.

3. Content of Proposals

The scope can include widely project ideas that influence companies to invest and to create new jobs in a sustainable way. Proposals that increase young women's participation in the ICT sector workforce are particularly encouraged. In general, RisiAlbania support can include development costs, such as capacity building of staff, consultancy costs, marketing costs, exchange of experiences etc. Each proposal needs to specify what type of support will be required (see below).

The proposal must specify the growth vision, strategy, and need for support from RisiAlbania:

- **Growth vision.** Provide a vision for your business in the medium to long term and how you plan to grow [maximum half a page].
- **Growth strategy.** Describe the new product or service that you are planning to develop in detail, delivery models, and the markets targeted. Explain how the development and delivery of this service or product will be sustainable (i.e. continue beyond the duration of the project support), including financially. Explain how the new service will help create jobs [maximum one page].
- **Inclusive job creation.** Explain how the new product or service will lead to investments and create new jobs. Quantify the number of jobs that you expect will be created as a result of the new service or product, in which economic sectors they will be, and indicate how young people will benefit. RisiAlbania will favour applications that lead to new quality jobs with decent work conditions, to existing jobs retention, and to new jobs created among marginalized groups [maximum one page].
- **RisiAlbania support.** Indicate support needs (i.e. training, coaching, certification etc.).

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Please indicate clearly your financial contribution in the new project specifying the types of costs and amounts, and the financial support that you need from RisiAlbania also specifying the types of costs and amounts* [maximum one page].

***Note that RisiAlbania does not cover fixed costs such as rent, salaries or utilities. The total contribution of the project can amount to 50% of the product or service development costs. The project co-finances costs for a 6 to 12-month period*.**

4. Submission of the proposals:

We expect proposals to be submitted in English or Albanian (English preferred) in 1 hard copy and 1 electronic copy (on USB stick or CD) in closed and stamped envelope to the address given below, by **2 June, 2022, at 14:00**. Proposals handed outside the indicated timeline may not be considered.

RisiAlbania
Rr. Ismail Qemali, P.18, H.3, Ap.15, Tirana, Albania
Tel.:+355 42248527

For any questions you might have related the application, please, write via email: info@risialbania.al.

5. Selection process

The proposals submitted to RisiAlbania will be evaluated and scored against the following criteria. After selection, RisiAlbania will work with shortlisted applicants to write a full business plan for the new project idea prior to receiving Risi funding.

Selection criteria	Scores (100 total)
Impact of project idea on creating new jobs	30
Sustainability of project idea	30
Experience of applicant	20
Competitive pricing	20

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