

REQUEST FOR EXPRESSIONS OF INTEREST CONSULTING SERVICES

Selection # as assigned by e-Tool: JA-T1164-P001

Selection Method: Full Competitive Process

Country: Jamaica

Sector: Competitiveness, Technology and Innovation

Funding – TC #: ATN/CO-17246-JA

Project #: JA-T1164

TC name: Support to Jamaica’s Innovation Ecosystem for Promoting Innovative Firms

Description of Services: To conduct a technological foresight study and implementation strategy which will assess future market opportunities and recommend an implementation strategy for Jamaica to move towards developing the capabilities for firms to access these new markets.

Link to TC document: <https://www.iadb.org/Document.cfm?id=EZSHARE-716836261-15>

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: **August 30, 2019 5:00 P.M.** (Washington D.C. Time).

The consulting services (“the Services”) include (i) identifying areas of market potential in Jamaica that may develop research and technological innovation with commercial potential (ii) identifying a short list of areas (minimum of three core technologies / industrial sectors) for in-depth analysis to assess how these areas might benefit from research and innovation efforts and (iii)_developing an action plan for implementing the recommendations of the study. Expected start date is January 2020 over a six-month period.

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-2765-1. 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 below 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: *Kayla Grant*, kaylaq@iadb.org.

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Draft Summary of Terms of Reference

1. Background and Justification

- 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. On March 20, 2016, the IDB Board approved the creation of the Compete Caribbean Partnership Facility (CCPF) as a multi-donor Trust Fund jointly funded by the United Kingdom’s Department for International Development (DFID) and the Caribbean Development Bank (CDB). The ultimate goal of the Compete Caribbean Partnership Facility is to support the Caribbean region in increasing productivity and Caribbean firms’ contribution to economic growth. The specific objectives are to (i) support firms to grow, innovate and enter new sectors and markets; and (ii) to promote an environment that enables innovation and growth. The Facility will support productivity and economic growth in the Caribbean by focusing on two thematic pillars: (i) productivity and innovation in firms; and (ii) enhancing the business and innovation climate. The Facility is being executed by Inter-American Development Bank and henceforth all procedures related to operations and implementation thereof must comply with IDB policies.
- 1.3. A strong innovation ecosystem supports firms and other key actors with the uptake and utilization of new digital technologies for increasing innovation levels, productivity, and overall competitiveness. Yet, Jamaica’s innovation ecosystem is lagging as evidenced by international indicators. Jamaica is classified by the GEM report as an “efficiency-driven” economy, rather than “innovation-driven” and ranks 84th out of 127 countries in the 2017 Global Innovation Index. The 2013-2014 firm level PROTEqIN survey revealed that only approximately 12% of surveyed Jamaican firms are innovating (of which 46% of these innovative firms are women-owned firms) compared to 46% in Suriname and 24% in Trinidad and Tobago and only 13% of Jamaican firms indicate having an R&D department.
- 1.4. Jamaica has thus embarked on several initiatives to improve its entrepreneurial and innovation ecosystem. Despite the growth of such initiatives, there has been limited success in generating a consistent deal flow of high-tech and disruptive business models that can attract investments to scale up. These types of initiatives require a permanent institutional structure for providing stronger coordination mechanism among complementary supporting activities (financial and technical) to catalyze innovative and high potential firms. A carefully designed Innovation Fund can organize such initiatives to target specific outcomes that can have a great impact on growth in Jamaica. Secondly, existing incubators and business support organizations in Jamaica face a knowledge gap in their

understanding of high-tech entrepreneurs' needs and lack the technical capacity to support incubating technology start-ups and/or ventures.

- 1.5. The objective of the project is to strengthen local capacity for developing a pipeline of early/stage innovative ventures, mostly high-tech ventures, that contribute to catalyzing firm productivity gains. These may involve business models that use exponential technologies such as biotechnology, blockchain, artificial intelligence, etc. to drive innovation relevant in the 21st century. Specifically, the project aims to support capacity to design, implement and evaluate innovation programs building on the pioneering efforts of the IGNITE (Innovation Grant from New Ideas to Entrepreneurship) I and II programs.

2. Objectives

- 2.1. The objective of the consultancy is to conduct a technological foresight study and implementation strategy which will assess future market opportunities and recommend an implementation strategy for Jamaica to move towards developing the capabilities for firms to access these new markets.

3. Scope of Consultancy

3.1. Specifically, the consultancy will:

- 3.1.1. identify areas of market potential in Jamaica that may develop research and technological innovation with commercial potential
- 3.1.2. identify a short list of areas (minimum of three core technologies / industrial sectors) for in-depth analysis to assess how these areas might benefit from research and innovation efforts and
- 3.1.3. develop an action plan for implementing the recommendations of the study.

4. Key Activities

4.1. Inception Meeting, Desk Review, and Progress Reporting:

- Attend a project kick-off meeting with the project steering committee, (which includes the DBJ and the IDB) to discuss project objectives, approach, expected outputs and outcome, and any other issues related to the execution of the consultancy.
- Conduct a desk review which includes the assessment of current legislation, analyses of the innovation ecosystem in Jamaica, project documents, etc.
- Provide bi-monthly (twice a month) status updates on the progress of implementation to the project steering committee. Hold virtual meetings as necessary to discuss issues.

4.2. Mission and Workshop: Develop a methodological framework for road mapping and hold working meetings with key stakeholders in order to clarify the needs of stakeholders, identify knowledge gaps, identify relevant studies and data, and identify local expertise and champions in the ecosystem.

4.3. Landscaping and Foresight: Develop a landscape of Jamaica's industrial sector and its national science, technology, and innovation system. Develop a short list of priority sectors for in-depth analysis.

4.4. Roadmapping and Foresight: Create a roadmap for the three selected areas and generate consensus amongst stakeholders on the validity of the findings and prioritization of the strategies.

4.5. Implementation Plan: Create a work plan outlining estimated schedule, agreed upon milestones, and resources required to achieve an effective implementation. Identify the tasks and activities to be undertaken, deliverables and proposed timeframes for completion.