

REQUEST FOR EXPRESSIONS OF INTEREST CONSULTING SERVICES

Selection # as assigned by e-Tool: JA-T1161-P001

Selection Method: Full Competitive Process

Country: Jamaica

Sector: Competitiveness, Technology and Innovation

Funding – TC #: ATN/CO-17021-JA

Project #: JA-T1161

TC name: Strengthening the Intellectual Property Ecosystem to Increase Innovation, Competitiveness and Growth in Jamaica

Description of Services: To research, design, test and roll-out innovative financial product(s) which will use intellectual property assets as collateral.

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 12, 2019 5:00 P.M.** (Washington D.C. Time).

The consulting services (“the Services”) include research, design, test and roll-out of a financial product(s) which will use intellectual property assets as collateral. This methodology will be piloted on the ground in Jamaica by one or more financial institutions. Outputs expected include (i) the pilot design and (ii) the pilot implementation. Expected start date is November 2019.

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*, kaylag@iadb.org.

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DRAFT SUMMARY TERMS OF REFERENCE

Research, Design and Testing of Financial Product Solution

JAMAICA

JA-T1161-P001

Strengthening the Intellectual Property Ecosystem to Increase Innovation, Competitiveness and Growth in Jamaica

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. Phase 1 of Compete Caribbean (2010-17) supported the creation of 12,000 jobs (80% for women and youth); increased revenue generated by participating firms and clusters (USD\$153m or a 41% increase); increased exports by participating firms and clusters (USD\$37m or a 23% increase); introduction of environmental technologies or adoption of change innovations through nine private sector projects; and improvements in the business environment in several Caribbean countries (e.g.: Jamaica’s ranking for Access to finance improved to 12 from 189).
- 1.4. The CCPF which will be implemented over the period (2017-2020), is the second phase of Compete Caribbean and builds on the success of the first phase. CCPF comprises two program pillars: Productivity and Innovation in Firms (Pillar I); and Enhancing the Business and Innovation Climate (Pillar 2). It is intended that CCPF should (a) focus on the specific needs of the more vulnerable countries (Belize, Dominica, Grenada, Guyana, Jamaica, Saint Lucia, Saint Vincent and the

Grenadines); (b) support gender and diversity initiatives; (c) promote climate change activities; (d) foster the strengthening of institutions; and (e) promote scalability.

- 1.5. Collateralizing intellectual property (IP) assets, as a new concept in the Jamaican context needs to be tested. This consultancy will finance the research, design and testing of a financial product(s) which will use IP assets as collateral. The challenge will be to determine what financial product or products will be appropriate. The goal will be to secure commitments by one or more financial institutions to undertake a pilot. The Bank is therefore seeking an experienced consulting firm to undertake the financial project development activities in the project.

2. Objectives

- 2.1. The objective of the consultancy is to research, design, test and roll-out (launch) innovative financial product(s) which will use intellectual property assets as collateral.

3. Key Activities

- 3.1. Inception Meeting, Desk Review, and Progress Reporting:
- 3.2. Consult relevant actors in the IP eco-system to understand their access to finance needs as potential bank clients;
- 3.3. Consult with Bank and Jamaica, Financial Services Commission, Ministry of Finance and the Development Bank of Jamaica to understand the Jamaican financial sector and regulatory framework;
- 3.4. Consult with banks and obtain their perspective, input and feedback on product design;
- 3.5. Develop questionnaire(s) for personal interviews with key stakeholders such as those in the financial sector and potential users from the private sector;
- 3.6. Conduct relevant research into specialized loan products developed in emerging and developed markets using IP as collateral;
- 3.7. Develop the product prototype;
- 3.8. Test it in the market, with at least one financial institution, and document results
- 3.9. Make any required changes to produce design based on the market feedback;
- 3.10. Develop a roll-out/marketing plan;
- 3.11. Lead the roll-out