

## **REQUEST FOR EXPRESSIONS OF INTEREST** **CONSULTING SERVICES**

**Selection # as assigned by e-Tool:** RG-T3441-P001

**Selection Method:** Full Competitive Process

**Country:** Regional

**Sector:** Competitiveness, Technology and Innovation

**Funding – TC #:** ATN/OC-17423-RG

**Project #:** RG-T3441

**TC name:** Institutional Strengthening of Latin American Universities Facing the Technological Revolution

**Description of Services:** To conduct a comparative regional study on the economic and social impact of a selection of university institutions in Latin America.

*Link to TC document:* <http://www.iadb.org/document.cfm?id=EZSHARE-899282149-14>

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: **March 13<sup>th</sup>, 2020 5:00 P.M.** (Washington D.C. Time).

The consulting services (“the Services”) include (i) the design of a combined quantitative and qualitative methodological approach able to capture the most comprehensive set of economic and social impacts that university institutions have in their city or regional environment, including specification of the number and types\_of impacts to be taken into account, data requirements and data analysis techniques to be applied, all in light of the literature on the subject; (ii) identifying a short list of institutions (minimum of eight institutions, in at least four countries) in which the presented methodology can be applied; (iii) implementing the methodological approach in the selected institutions, in the form of case studies; and (iv) carrying out a comparative analysis of findings.

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: *Isabel Vicentini*, [isabelvi@iadb.org](mailto:isabelvi@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.** The IDB, in partnership with UNIVERSIA-Santander, initiated in October 2017 a strategic process of dialogue and collaboration with public and private higher education institutions in Latin America, under the premise that accelerated technological change is impacting different university areas and creating risks and opportunities for universities in the region. Some changes identified include but are not limited too: the generation of unforeseen competition, changes in research and academic careers, changes in the expertise needs of the business and public sectors, changes in the aspirations of young people, changes in training platforms, and changes in curricular content.
- 1.3.** As a result, the institutions participating in the dialogue identified a serious gap in their adaptation to these changes and continued the discussion defining the detection of trends, strategies and possible lines of action. These include, among others: new forms of scientific research with emerging technologies (such as Big Data); innovation in the entrepreneurship curriculum and the ability to carry out technology transfer; the generation of technology parks or hubs to optimize the link between R&D and the new public and private demand; the inclusion of new teaching models that allow greater flexibility in the process of learning and adapting to the complementarity between different disciplines; and the need to consider ethical and social implications of emerging technologies.
- 1.4.** Taking into account the context, the IDB has designed a regional technical cooperation project with the objective of supporting the universities in Latin America and the Caribbean to better understand how to accelerate and improve

their insertion in the changing economic and technological environment brought about by the ongoing technological revolution,. This objective will be pursued by carrying out a series of studies to (i) improve the understanding of the economic and social value of universities in selected countries, from the double perspective of fostering an understanding among policy makers and the public about the value of university work for the countries and regions in which they operate, as well as ii) generate recommendations for possible strategies to better align and update university curricula and activities with the characteristics and impacts of the ongoing technological revolution.

## **2. Objectives**

**2.1.** The objective of the consultancy is to conduct a comparative study of the economic and social impact that a selection of university institutions in Latin America have in their respective local or regional environment.

## **3. Scope of Consultancy**

**3.1.** Specifically, the consultancy will:

- 3.1.1.** Design a methodological approach that can measure the most comprehensive set of economic and social impacts that university institutions have in their city or regional environment, including specifications of the number and types of impacts to be taken into account, data requirements and data analysis techniques to be applied, all in light of the literature on the subject;
- 3.1.2.** identify a short list of institutions (minimum of eight institutions, in at least four countries) in which the methodology can be applied;
- 3.1.3.** implement the methodological approach in the selected institutions, in the form of case studies; and
- 3.1.4.** carry out a comparative analysis of case study findings.

## **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 representatives of the IDB and UNIVERSIA/Santander) 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 the state of the art of the literature on the measurement of economic and social impact of universities around the world, especially at the local and regional level.
- Provide periodic status updates on the progress of implementation to the project steering committee. Hold virtual meetings as necessary to discuss issues.

**4.2. Development of a methodology:** settle on a well-defined set of measurement methods, variables and data collection techniques to inform the methodological approach of the case studies. We encourage the use of both quantitative (e.g., econometrics, social network analysis, etc.) and qualitative methods.

- 4.3. Field missions:** The research team should plan for field missions for data collection to the locations in which the selected institutions operate.
- 4.4. Case study development:** Case studies should apply consistently the methods previously designed and produce an in depth estimate of the impacts of each institution studied in such a way that inter/institutional and international comparisons should be feasible.
- 4.5. Overall comparative report and conclusions:** The research team should be in position, by the end of the assignment, to produce a comprehensive comparative report of the case studies. The IDB and UNIVERSIA-Santander reserve the right to use this comprehensive report as an input in the drafting of conclusions and recommendations of the project for an eventual publication or dissemination effort. In any case, full recognition to the role of the consulting firm responsible for the analysis will be preserved.