**Open Call for Public Private Partnership Proposals**

**Background information**

In the framework of the Trade Promotion and Quality Infrastructure (TPQI) Project financed by the World Bank, Enterprise Incubator Foundation and RA Government are initiating Public Private Partnerships (PPP) related to IT, Engineering and High Tech to promote research, skills and cluster Development.

The primary objectives of PPPs are to:

1. strengthen the relationships of firms within Armenia’s domestic industries with export potential in order to accelerate the upgrading of/through IT, Engineering and High Tech industries;
2. strengthen Armenia’s relationships with existing efficiency-seeking, high value-added Foreign Direct Investment (FDI) as well as to enhance the potential for attracting new FDI to Armenia;
3. facilitate IT, Engineering and High Tech industry-academia collaboration.

PPP initiatives are conducted through the two PPP Programs: 1) Cluster Development; and 2) Research and Skills Development.

1. Cluster Development PPPs (CD PPPs) are intended to strengthen Armenian domestic industry clusters. Illustrative examples of CD PPPs include:

* Development of industry-wide local initiatives that would improve the competitiveness of the entire industry. Such initiatives include introducing innovative technologies and approaches, developing sectoral branding and marketing strategies for the country, and improving workforce competences; and
* Establishment of industry specific facilities that are prohibitively expensive for individual firms in order to develop economies of scale and improve productivity, such as quality and testing laboratories, training centres, common logistics infrastructure, etc.

1. Research and Skills Development PPPs

Research and Skills Development PPPs (R&SD PPPs) are targeted at encouraging efficiency-seeking FDI (primarily in high tech) to strengthen their level of engagement in Armenia and facilitate local skills development to promote innovation by funding joint projects between multinationals, Armenian academia, and others. Illustrative examples of R&SD PPPs include:

* Development of enabling infrastructure, such as laboratories, accelerators, innovation centres and related collaborative efforts. Establishment of infrastructure, which supports dissemination of organizational expertise, know-how and facilitates creation of innovative solutions; and
* Upgrading academic programs within universities, providing state-of-art equipment for research projects and access to complex software, or otherwise supporting academic programs encouraging research and development.

**Funding**

Successful PPP Initiatives will be provided with funding to finance **up to** 50 percent of the estimated total expenditure per selected proposal, while the selected beneficiaries and/or Private Partner are required to contribute at least 50 percent of the estimated total expenditure in cash and/or in kind.

Minimum amount of funding is 300.000 USD.

**Eligibility**

To apply for PPP funding Applicants for **CD PPPs** must satisfy all the following minimum requirements for their proposal to be considered:

* Each CD PPP must be proposed by an industry Consortium involving Private sector participants;
* At least one Private Partner is required to be a member of the formed Consortium. Consortium may also include multiple members and must present the jointly developed proposal with clearly defined roles for all Consortium Members;
* Consortium must declare financial commitment and participation in the CD PPPs for the whole duration of the proposed activities. The proposal, which includes financial elements, clearly specifies that Members of the formed Consortium contribute at least 50 percent of the total cost for the proposed CD PPPs in cash and/or in-kind;
* The required funding size per CD PPP should be more than 300,000 USD. This means that a proposed CD PPP requires at least 600,000 USD in total funding;
* Proposal of CD PPP should specifically elaborate how the proposed activities will facilitate the growth of Small and Medium Enterprises (SMEs) in the identified sector and catalyze a breakthrough for the specific industry;
* Proposal of CD PPP is expected to facilitate establishment of publicly accessible goods, infrastructure, ecosystem, adding unique value to the industry as a whole; and
* Negative environmental and social impacts are be avoided where feasible, or minimized.

Applicants for **R&SD PPPs** must satisfy all the following minimum requirements for their proposal to be considered:

* Each R&SD PPP must be proposed by Consortium;
* At least one Public Partner and one Private Partner are required to be a Member of the formed Consortium.
* Consortium may also include multiple members and must present the jointly developed proposal with clearly defined roles for all Consortium Members;
* Each Consortium is required to appoint a Lead Member;
* Consortium must declare financial commitment and participation in the R&SD PPPs for the whole duration of the proposed activities. The proposal, which includes financial elements, clearly specifies that Members of the formed Consortium contribute at least 50 percent of the total cost for the proposed R&SD PPP Initiatives in cash and/or in-kind;
* The required funding size per R&SD PPP should be more than 300,000 USD. This means that a proposed R&SD PPP requires at least 600,000 USD in total funding;
* Proposal of R&SD PPP needs to include an educational and innovation component;
* Proposal of R&SD PPP is expected to facilitate establishment of publicly accessible goods, innovative environment, Research and Development (R&D) laboratory, infrastructure, ecosystem, adding unique value to the industry as a whole; and
* Negative environmental and social impacts are be avoided where feasible, or minimized.

**Application procedure**

EIF is accepting **Concept Papers**, as a first stage of Application procedure.

Concept Papers must clearly demonstrate the way in which Consortium members collaborate facilitating establishment of publicly accessible goods, innovative environment, Research and Development (R&D) laboratory, infrastructure, ecosystem, adding unique value to/through the Information Technology, High tech and Engineering industries.

The interested applicants must submit one original of the Concept Paper and one copy in both Armenian and English to EIF. Scanned copies of original documents will be acceptable. Original documents will be required upon request. Concept Paper template is part of PPP Implementation Manual, accompanying this announcement. Consortiums should only submit the information and materials specified in that template. Concept Papers submitted in any other format will not be accepted or reviewed. The Concept Paper and accompanying documentation should be submitted via email (to: [info[at]eif.am](mailto:info[at]eif.am), cc: [Mariam.davtyan[at]eif.am](mailto:Mariam.davtyan@eif.am) ) in one file of PDF Format.

This Call for Proposals does not have a specific deadline. First round of Concept Paper evaluations is rescheduled for December 2016. **To be evaluated during the first round, interested Consortiums are requested to submit the Concept Papers before November 27th 2016**. Any Concept received after this date will be evaluated during the second round.

EIF will share Selection Committee’s evaluation results and recommendations with each applicant. Applicants of the approved Concept Papers are invited to submit **Full Proposals**. Application, not approved by Selection Committee, are allowed to re-submit the Concept Paper by addressing the evaluation comments.

The applicant must submit two copies of the Full Application Packages in both Armenian and English to EIF. Scanned copies of original documents will be acceptable. Full Proposal template is part of PPP Implementation Manual, accompanying this announcement. The Full Proposal and accompanying documentation should be submitted via email (to: [info[at]eif.am](mailto:info[at]eif.am), cc: [Mariam.davtyan[at]eif.am](mailto:Mariam.davtyan@eif.am) ) in one file of PDF Format.

EIF will inform the Applicants about final decision. The announcement of the winning PPP Initiatives is made publicly.

**Evaluation**

Concept Papers and Full proposals are evaluated according to procedure and criteria describe in PPP Implementation Manual.

For more information on PPPs, contact us at [info[at]eif.am](mailto:info[at]eif.am), copy [Mariam.davtyan[at]eif.am](mailto:Mariam.davtyan@eif.am).