**EU for Economic Growth (EU4EG) Project**

**Contracting Authority:**

**Deutsche Gesellschaft für Internationale Zusammenarbeit GmbH (GIZ)**

**CALL FOR PROPOSALS FOR EXISTING MICRO, SMALL AND MEDIUM ENTERPRISES (MSMEs) TO USE BUSINESS SUPPORT SERVICES (BSSs)**

**CALL REF: EU4EG\_MSMEs\_4**

We are looking for Micro, Small and Medium Enterprises (MSMEs) with growth potential established in the four target areas, namely North-East, Polog, Prespa (Municipality of Resen) and South-West regions in the Republic of North Macedonia.

We are looking for MSMEs that are identified through the network of advanced business support services but have NOT benefited yet of the proposed services. Thus, the provided advisory support will increase significantly the chances for those companies to raise additional funding in mid- to long-term which is crucial for their survival and growth.

Apply now to the EU4EG Call for Proposals and benefit from the non-reimbursable financial support to use business support services (BSSs) provided by local BSOs. The support shall be exclusively used for business supports services from the EU4EG Catalogue of advanced services for MSMEs.

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| **Overall Objective** | **Specific Objectives** |
| To contribute in increasing the local economic activity and competitiveness in the four target areas of the Republic of North Macedonia by improving access of existing MSMEs to high value-added business support services. | * To support the MSMEs with growth potential to use BSSs provided by local BSOs.
* To identify growth opportunities resulting from local BSOs’ support.
* To increase competitiveness of MSMEs by introducing new and improving existing products/ services, business processes, and production efficiency.
* To identify high value-added business initiatives including those related to the digitalisation, green and circular economy.
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It is thus important that MSMEs interact with the local BSOs (those short-listed by the EU4EG project in a separate open procedure) and engage them to provide BSSs which could help them to identify their growth opportunities. In doing so, they shall request from local BSOs to present the offer of BSSs.

**Who can apply?**

This call is open to individual MSMEs from target regions. The following conditions must be met by the Applicant in order to be eligible for support.

The Applicant must:

* be a legal person; and
* be established as per the Law on trade companies in the North-East, Polog, Prespa (Municipality of Resen) and South-West regions in the Republic of North Macedonia at least 36 months before the date of launching of this CfP; and
* fall under the EU “Small and Medium Enterprise” definition: consist of fewer than 250 employees and have EITHER an annual turnover not exceeding 50 Million EUR, OR an annual balance sheet total not exceeding 43 Million EUR[[1]](#footnote-1); and
* be directly responsible for the preparation and management of the action, not acting as an intermediary, and
* are not users of previous support in the frame of the EU4EG project (e.g. grants).

**Size of support**

Any support requested for BSSs under this Call for Proposals must fall between the following minimum and maximum number of expert days:

* **Minimum: 5 expert days and**
* **Maximum: 10 expert days.**

The maximum acceptable expert fee is **150 EUR gross/day,** all costs inclusive.

Any support requested under this Call for Proposals must be up to **max. 50%** of total costs.

The total costs shall be calculated as a product of the total number of expert days (donor contribution and own contribution) and the expert fee. The total max. support per company is **1.500 EUR**.

The implementation of the Project Proposals must be finished **until 30.11.2024**.

**How to apply?**

The Application by MSMEs shall be made in the following way:

**Application Form** (Annex A.1.) together with the **Self-declaration** (Annex A.2) and the **Other supporting documents** must be submitted online on the following e-mail: EU4EG@giz.de by stating the Call reference in the subject: EU4EG\_MSMEs\_4 “Application – Name of the Applicant”.

The Call for Proposal will be managed on first come – first serve basis observing selection criteria and will opened until all allocated resources are spent. However, the successful applicants will be informed according the following schedule:

* 1st cut-off date for providing information to successful Applicants: 31 May 2024
* 2nd cut-off date for providing information to successful Applicants: 1 July 2024.

The detailed application procedure is described in the **Guidelines for Applicants.** Please read carefully the **Guidelines for Applicants** before applying to this Call.

The text of the Call for Proposals is published on several platforms:

* EU4EG Academy page: [LINK](https://areasciencepark.sharepoint.com/sites/EU4EG_Academy/SitePages/IV-CALL-MSMEs.aspx?csf=1&web=1&e=dMQ0H1&cid=4e0f14dd-ab79-4bc9-a188-e3cab81b6965)
* EU4EG web page: [LINK](https://eu4eg.mk/call-for-proposals-for-existing-micro-small-and-medium-enterprises-msmes-to-use-business-support-services-bsss/)
* GIZ North Macedonia Facebook page: [GIZ North Macedonia | Facebook](https://www.facebook.com/gizskopje)
* GIZ North Macedonia LinkedIn page: [GIZ North Macedonia: My Company | LinkedIn](https://www.linkedin.com/company/giz-north-macedonia/mycompany/)
* the EU Delegation to North Macedonia web page: [Republic of North Macedonia | EEAS Website (europa.eu)](https://www.eeas.europa.eu/delegations/republic-north-macedonia_en)

The Guidelines for Applicants (GfA) and the Application Package are published on the EU4EG Academy page: [LINK](https://areasciencepark.sharepoint.com/sites/EU4EG_Academy/SitePages/IV-CALL-MSMEs.aspx?csf=1&web=1&e=dMQ0H1&cid=4e0f14dd-ab79-4bc9-a188-e3cab81b6965) and at the EU4EG web page: [LINK](https://eu4eg.mk/call-for-proposals-for-existing-micro-small-and-medium-enterprises-msmes-to-use-business-support-services-bsss/).

Potential applicants (MSMEs) have thus several options to acquire the Guidelines for Applicants (GfA) and the Application Package:

1) Request from local BSOs which can download for them from the EU4EG Academy page[[2]](#footnote-2); OR

2) Download from the EU4EG web page: [LINK](https://eu4eg.mk/call-for-proposals-for-existing-micro-small-and-medium-enterprises-msmes-to-use-business-support-services-bsss/)

2) Request can be made on the following e-mail: EU4EG@giz.de with Subject: Request for obtaining at the GfA and Application Package;

OR

3) Request can be made by contacting GIZ Regional Adviser on the following e-mails:

* + North-East planning region: filip.nelkovski@giz.de
* Polog planning region: evzi.hani@giz.de
* South-West planning region and Prespa area (Municipality of Resen): jovan.gavrilovski@giz.de .

**Calendar of the Call**

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| **CALL FOR PROPOSALS FOR EXISTING MSMEs** **CALL REF: EU4EG\_MSMEs\_4** |
| **Activity** | **Timetable** |
| Launch of the Call for Proposals | 16 April 2024 | 12.00 h |
| Information days in Northeast planning region  | * Online event on 18.04.2024, 11 h using MS Teams platform on the following link: [Click here to join the meeting](https://teams.microsoft.com/l/meetup-join/19%3Ameeting_MzM5YWFlYjQtMTJmNC00MDdjLTkzYzQtYmFiMTU3YTNjOWJj%40thread.v2/0?context=%7b%22Tid%22%3a%225bbab28c-def3-4604-8822-5e707da8dba8%22%2c%22Oid%22%3a%223277ff1a-0adb-45d0-a8ee-58aa0998824a%22%7d)
* Physical events in the target areas:
	+ North-East region:
		- 25.04.2024 in Kumanovo, 11 h;
	+ Polog region
		- 22.04.2024 in Tetovo, 11 h;
	+ Prespa region
		- 23.04.2024 in Resen, 14 h;
	+ South-West region
		- 23.04.2024 in Ohrid, 11 h;

The locations of Information events will be also published in advance on the following [LINK](https://areasciencepark.sharepoint.com/sites/EU4EG_Academy/SitePages/IV-CALL-MSMEs.aspx?csf=1&web=1&e=dMQ0H1&cid=4e0f14dd-ab79-4bc9-a188-e3cab81b6965) at the EU4EG Academy page/ and the [LINK](https://eu4eg.mk/call-for-proposals-for-existing-micro-small-and-medium-enterprises-msmes-to-use-business-support-services-bsss/) at the EU4EG web page and will be also sent via e-mail. |
| Requesting any clarifications related to this Call for Proposals | 7 days prior the submission deadline  |
| Publication of Questions & Answers | 5 days prior the submission deadline |
| 1st cut-off date for providing information to successful Applicants | **31 May 2024** |
| 2nd cut-off date for providing information to successful Applicants | **01 July 2024** |
| Preparation and signing of the Service Agreements | 30 days after provision of information to successful Applicants |

1. COMMISSION RECOMMENDATION of 6 May 2003 concerning the definition of micro, small and medium- sized enterprises (2003/361/EC):

Company category Staff headcount Turnover or Balance sheet total:

|  |  |  |  |
| --- | --- | --- | --- |
| Medium-sized | < 250 | ≤ € 50 m | ≤ € 43 m |
| Small | < 50 | ≤ € 10 m | ≤ € 10 m |
| Micro | < 10 | ≤ € 2 m | ≤ € 2 m |

 [↑](#footnote-ref-1)
2. This option is in line with the objectives of this Call to foster interaction between the MSMEs and local BSOs. [↑](#footnote-ref-2)