REQUEST FOR EXPRESSIONS OF INTEREST

(CONSULTING SERVICES – FIRMS SELECTION)

**Republic of Serbia**

**Serbia Agriculture Competitive Project (SCAP)**

Project ID No.: P167634

**Assignment Title:**

**TA for the development of a sectoral policy framework for the Soft fruit sector in Serbia**

**Project No.: SER-SCAP-CQS-CS-25-123**

The Republic of Serbia has received financing from the World Bank toward the cost of the Serbia Agriculture Competitive Project (SCAP) and intends to apply part of the proceeds for consulting services.

**Scope of Services**

The consultancy is commissioned to conduct a technical assistance focused on the soft fruit sector in Serbia, emphasizing raspberries and blueberries. The technical assistance will aim to provide a comprehensive overview of the sector's integration into the agricultural landscape of Serbia, assess its economic impact, and support the Ministry’s efforts in charting a course for future development by drawing on both local insights and international benchmarks.

The responsibilities of the consultancy will include, but not be limited to, the following activities:

* **Sectorial Analysis**: Support the Ministry in developing a market-oriented approach for the soft fruit sector by conducting a thorough review of the soft fruit sector's history and development in Serbia, understanding the shifts and trends that have shaped its current state.
* **Market Analysis**: Analyze the present market conditions for raspberries and blueberries over the past three years, considering factors like pricing dynamics, logistical challenges, and supply chain efficiencies.
* **Opportunity Identification**: Examine Serbia's potential market opportunities, proposing strategies for market entry, niche development, and product value enhancement.
* **Strategic Development Plan**: Formulate a strategic action plan that offers guidance on innovative practices and technologies that could be adopted in the Serbian context, including a timeline for implementation and identification of key stakeholders.
* **Competitive Advantage Evaluation**: Identify Serbia's unique attributes that position it for success in soft fruit production, including environmental, geographical, and economic factors.
* **International Best Practices**: Investigate and assess the farming practices and market strategies of leading soft fruit producers, such as the Netherlands and Spain, for potential adaptation within Serbia's sector.
* **Support and Monitoring**: Provide support for the introduction and adoption of recommended strategies and practices, and establish a monitoring framework to assess the impact and effectiveness of these initiatives.
* **Multidisciplinary Approach**: Apply a comprehensive approach that incorporates agronomy, economics, and market dynamics to ensure a complete understanding of the sector.

The scope of services is designed to delve deeply into Serbia's soft fruit sector, to establish a well-researched foundation for informed decision-making, and to pave the way for a robust, innovative, and market-oriented future for Serbian raspberries and blueberries.

**Required Consultant’s (company) qualifications**

To be considered for the consultancy on the Technical Assistance for the Soft Fruit Sector in Serbia, the qualified consulting company or a joint venture (Consultant) must meet the **following mandatory minimum qualifications:**

* A minimum of 10 years of experience in agriculture, rural development, and policy analysis, including projects involving collaboration with international organizations such as the FAO, World Bank, EU-funded projects, or similar.
* Experience in at least one project focused on value chain development in the soft fruit sector, preferably in Serbia and/or comparable regions.
* Experience in designing, implementing, or managing at least one grant or subsidy schemes for agricultural development, including direct engagement with public or private sector stakeholders.
* Experience in projects, at least two, supporting government institutions, ministries, or agencies in capacity building, preferably related to EU accession processes.

**Desirable Qualifications (Considered an Asset):**

* Experience in projects involving agricultural finance, including collaboration with financial institutions to develop funding mechanisms for the soft fruit sector
* Experience conducting sector-wide assessments on agricultural competitiveness, food safety policies, or market dynamics across multiple countries.
* Experience in projects financed or supported by international financial institutions (IFIs) such as the World Bank, FAO, EBRD, or similar.
* Experience in strategic development initiatives or projects, with a role in translating data and policy analysis into actionable sector strategies.
* Experience in projects incorporating sustainability principles, climate resilience, or innovative agricultural practices.
* Experience in conducting capacity-building programs, workshops, or training initiatives aimed at promoting sustainable agricultural practices.

Key Experts will not be evaluated at the shortlisting stage.

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| General Experience of the Firm | 40 points |
| Specific Experience of the Firm Related to the Assignment | 60 points |
| **TOTAL:** | **100 POINTS** |

The detailed Terms of Reference for the above referenced assignment is posted on the website of the Ministry of Agriculture, Forestry and Water Management (MAFWM): <https://www.minpolj.gov.rs/category/javni-pozivi-u-2025-godini/>.

The Consultant will be selected in accordance with Consultant`s Qualifications Based Selection (CQS) as set out in the **World Bank’s Procurement Regulations for IPF Borrowers – Procurement in Investment Project Financing Goods, World, Non-Consulting and Consulting Services, July 2016, revised November 2017, August 2018** (“the Regulations”). The Consultant that obtains the highest score during evaluation of expressions of interest will be invited to submit technical and financial proposals.

The attention of interested Consultants is drawn to paragraphs 3.14, 3.16 and 3.17 of the Regulations setting forth the World Bank’s policy on conflict of interest.

The Central Fiduciary Unit of the Ministry of Finance now invites eligible Consultants to indicate their interest in providing the Services. Interested Consultants should provide information demonstrating that they have the required qualifications and relevant experience to perform the Services.

Expressions of interest in English language must be delivered in a written form to the **e-mail** below by **August 14, 2025, 12:00 hrs, noon,** local time.

When submitting Expressions of interest please indicate assignment and reference number for which you are applying.

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