REQUEST FOR EXPRESSIONS OF INTEREST

(CONSULTING SERVICES – FIRMS SELECTION)

**Republic of Serbia**

**Serbia Agriculture Competitive Project (SCAP)**

Project ID No.: P167634

**Assignment Title:**

**SCAP model of financing as a national measure for investments by MAFWM**

**Project No.: SER-SCAP-CQS-CS-24-124**

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 will focus on providing a comprehensive analysis and strategic recommendations for enhancing agricultural support models in Serbia. The services will be structured to ensure alignment with national strategies, international frameworks, and Serbia’s EU accession objectives. The scope includes, but is not limited to, the following activities:

1. **Assessment of Current Agricultural Support Models**
   * Conduct a detailed analysis of SCAP’s operational framework, including its 50:40:10 co-financing model, governance structures, and its impact on small and medium-sized producers.
   * Evaluate how SCAP aligns with Serbia’s **Agricultural and Rural Development Strategy (2014–2024)**, **IPARD III Programme**, and relevant EU CAP objectives.
   * Identify challenges, gaps, and opportunities for scaling SCAP’s model into a broader agricultural policy framework.
2. **Alignment with Strategic and Policy Frameworks**
   * Review Serbia’s **Agricultural and Rural Development Strategy 2025–2034** draft document and assess how key SCAP design and implementation elements - including the co-financing model, targeting approach, and digital/advisory integration - can be reflected in the new strategy.
   * Ensure compatibility with the **OECD Competitiveness Outlook**, **European Green Deal**, **FAO Guidelines on Sustainable Agriculture**, and similar frameworks.
   * Identify synergies with Serbia’s commitments under the **Western Balkans Green Agenda** and the **UN Sustainable Development Goals (SDGs)**.
3. **Stakeholder Engagement and Needs Assessment**
   * Organize and facilitate consultations with key stakeholders, including government bodies (e.g., MAFWM), local governments, producer organizations, agribusinesses, and international donors.
   * Conduct up to four workshops and targeted interviews to assess the needs, challenges, and perspectives of stakeholders at all levels, ensuring an inclusive approach (approx. 20–25 participants per workshop).
   * Map out institutional, financial, and operational roles of various stakeholders for successful policy implementation.
4. **Global Best Practices and Applicability to Serbia**
   * Conduct a review of successful agricultural support programs globally, with a focus on EU member states and pre-accession countries with comparable agricultural structures, such as Poland, Hungary, Romania, and the Western Balkans region - including investment grants (e.g. IPARD-like schemes), direct payments for smallholders, rural development measures, and public-private advisory models.
   * Extract lessons learned and analyze their applicability to Serbia’s agricultural context.
   * Highlight innovative solutions, including digital tools, climate-smart agriculture practices, and public-private partnership models that could enhance the effectiveness of Serbia’s agricultural support mechanisms.
5. **Development of Strategic Recommendations**
   * Formulate a detailed set of recommendations for integrating SCAP-derived elements - such as the 50:40:10 co-financing logic, transparent selection procedures, and digital/advisory components - into Serbia’s national investment support measures.
   * Provide guidance on aligning financial mechanisms with Serbia’s broader rural development goals and EU CAP requirements.
   * Address legal, institutional, and operational adjustments necessary for implementation, including potential revisions or development of rulebooks for relevant support instruments.
6. **Economic, Social, and Environmental Impact Analysis**
   * Evaluate the economic implications of scaling SCAP’s model, including its potential to enhance productivity, competitiveness, and market access.
   * Assess social impacts such as job creation, rural community development, and inclusivity.
   * Analyze environmental benefits, including the adoption of climate-smart and sustainable agricultural practices, includingthe adoption of climate-smart and sustainable agricultural practices, in line with relevant ESMF/ESMP principles.
   * To integrate environmental sustainability and social responsibility principles across all aspects of the project. This includes assessing the impact of climate change, sustainable energy use, circular economy, promoting eco-friendly farming practices, ensuring fair labor conditions, and identifying opportunities for green investments and certifications that enhance Serbia’s competitive position in international markets.
7. **Development of an Implementation Roadmap**
   * Design a practical roadmap for implementing recommended agricultural support models, outlining specific actions, timelines, and responsible entities.
   * Include milestones for monitoring progress and adjusting the strategy based on emerging challenges and opportunities. The Consultant is expected to propose two to three feasible monitoring approaches, to be reviewed and approved by the Client.
8. **Reporting and Capacity Building**
   * Prepare and deliver comprehensive reports, including interim and final deliverables, to communicate findings, recommendations, and strategic directions.
   * Conduct up to three workshops or training sessions to disseminate findings and build capacity among key stakeholders - including government institutions, local governments, and producer organizations - with approximately 20–25 participants per session. The final format and location of workshops will be determined during implementation, in agreement with the Client and based on the progression of the assignment.
9. **Institutional and Implementation Arrangements and key stakeholders**

The Consultant will report to the SCAP Project Coordinator, who oversees the Project Management Team (PMT) that has been established to support project implementation. The Consultant shall be responsible for providing information (inputs) and advice as requested by the SCAP Project Coordinator for the satisfactory implementation of project activities related to this Consultancy.

1. **Work Methodology**

The Consultant should execute their work, taking into account the following methodological guidelines for the Serbia Competitive Agriculture Project (SCAP):

* Review of the Project documents (legal, technical, financial, and available methodological).
* The activities to be developed in the consultancy should be scheduled and agreed upon with the SCAP PMT.
* Meetings with the PMT and technical team to receive, define, and jointly agree on the requirements that will be considered in the system engineering design.
* Presentation of the schemes of the services that the system will provide, in terms of data reception and prepared reports.

This methodological approach should encapsulate the entire process from the initial scoping phase through to the final delivery of the initiative, ensuring that all findings are robust, relevant, and ready for implementation.

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

To be considered for the consultancy on SCAP as a National Measure: A New Financing Model as an Investment-Driving Tool of the Ministry of Agriculture, The assignment will require a qualified consulting company or a joint venture (Consultant )meet the following qualifications:

* Minimum 10 years of experience in research, policy analysis, and consulting within the fields of economic development, governance, institutional reform, or regulatory alignment.
* Experience in working with government institutions, international organizations, and donor-funded projects, particularly in policy and institutional strengthening.
* Experience in designing, implementing, and evaluating support programs focused on competitiveness, sustainability, and institutional capacity-building in economic and public policy domains.
* Experience in conducting regulatory and policy alignment assessments, including compliance with EU accession frameworks, OECD governance standards, and international best practices in public sector reforms, is an asset.
* Experience in financial and economic modeling, cost-benefit analysis, and structuring of investment programs, including co-financing mechanisms and fiscal sustainability assessments, is an asset.
* Experience in leading and managing multi-disciplinary teams, coordinating research in economics, law, governance, and institutional reform, is an asset.
* Experience in policy alignment in the Western Balkans and experience with governance reforms, institutional restructuring, and regulatory compliance in the region, is an asset.
* Strong background in stakeholder engagement, participatory policy development, and consultation processes with relevant institutional actors, including government bodies, donor agencies, and economic stakeholders, is an asset.
* Experience in environmental sustainability, climate policies, and governance frameworks related to sustainable development, is an asset.

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 21, 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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