



Call for Expression of Interest

Contracting authority	Stichting SPARK
Project title:	Strengthening the Southern Neighbourhood green business ecosystem by leveraging network effect and peer learning for sustainable green growth
Outcomes	<p>Outcome 1: Strengthened local and regional networks of actors involved in the promotion of an inclusive green economy.</p> <p>Outcome 2: Increased stakeholders' and BSO*s' awareness and capacity to promote green and circular economy practices in the region, at micro, meso and macro levels.</p> <p><i>BSO: Business Support Organisation</i></p>
Locations:	Morocco
Date of advertisement	July 31, 2024
Application Deadline:	August 30, 2024 (17:00 Local Time)
Duration:	2-years contract
Expected Start Date:	August, 2024
Allocated budget	<p>Maximum of 315,000 EUR</p> <p><i>with 20% of this amount required as co-funding from the partner..</i></p>
The last Date for Q&A	<p>Please click on the following link</p> <p>DDL for Q&A: August 17, 2024 (17:00 Local Time)</p>
Application Method	Offers should be sent to: tender@spark-online.org
Application process	<ol style="list-style-type: none"> 1- Screening Potential Candidates 2- Partner selection process & Due Diligence 3- Contracting

1. About SPARK

SPARK is a Netherlands-based INGO with projects that open pathways for young people, particularly women and refugees, to study, work and grow their own



businesses in fragile communities. SPARK's mission is to "develop higher education and entrepreneurship so that ambitious people can lead their post-conflict societies into prosperity." The vision of SPARK is to be "a leader within the niche of higher (vocational) education, entrepreneurship and MSME development in fragile and conflict-affected states." With over 25 years of experience, SPARK has become an expert in key cross-sector services that create pathways to employment for potential entrepreneurs in fragile and conflict-affected regions.

2. Summary:

The programme aims to strengthen business support organisations (BSOs) to act as ecosystem enablers, bridging the gap between policy and small and medium enterprises (SMEs) toward a green and inclusive economy. The action supports innovative green business models and building collaboration between stakeholders to enable the transition to sustainability. It supports innovative green business models and fosters collaboration among stakeholders. This will be achieved through two main outcomes:

- **Outcome 1:** Strengthened capacity of regional networks of existing business support organisations and related associations
- **Outcome 2:** Strengthened knowledge and capacity of BSOs and related associations in the Southern Neighbourhood region in green business and Sustainable Consumption and Production

3. Outputs and Deliverables:

Outcome 1: *Strengthened local and regional networks of actors involved in the promotion of an inclusive green economy.*

4. Activities & Indicators for Morocco (outcome 1)

- **A1.1** Enhancing the networking capacity of business support organisations on green economy transition and opportunities
 - 1 international conference will be organised to support knowledge exchange between public and private stakeholders, experts and organisations from the EU and the Southern Neighbourhood: 10 MoU and/or partnership agreements will be signed during the event.
- **A1.2** Workshops to encourage peer learning and partnerships.



- 6 in-person workshops and roundtable meetings will be organised to provide opportunities for 4 BSOs staff to exchange knowledge with their peers and leaders from the region and the EU
- Smaller groups of BSOs' staff members will form and lead Peer Pods, which will meet regularly in between workshops/meetings to share insights, reflect on experiences, and deepen their learning. Pods will create peer coaching networks, offering a safe space for learners to both support and challenge each other and gain technical knowledge and skills

→ **A1.3** Training programme for BSOs and innovation enablers.

- Staff from the 6 supported BSOs will be offered individual support with action-oriented coaching, mentoring, and tailor-made short training programmes based on the insights, outputs and needs emerging from A1.1 and A1.2

Outcome 2: *Increased stakeholders' and BSOs' awareness and capacity to promote green and circular economy practices in the region, at micro, meso and macro levels.*

Activities & Indicators for Morocco (outcome 2)

→ **A2.1** Green Business Training Academy for BSOs

- 3 BSOs will take part in The Green Business Training Academy, which will deliver a comprehensive technical assistance program. This program will provide training and advisory services to the 3 BSOs on supporting green businesses and promoting Sustainable Consumption and Production practices. The Academy curriculum will be tailored to the needs of participating BSOs, combining theoretical modules with practical case studies and hands-on activities.
- 30 SMEs will practise a toolbox that will developed throughout the program by Spark

→ **A2.2** Awareness raising campaign



- The Moroccan partner will participate in the awareness-raising campaign that Spark will develop throughout the program
- **A2.4** Establishing partner working groups between micro and macro ecosystem actors
- An annual working group will be created to include 21** public and private stakeholders at national and regional levels (including the 3 BSOs supported through the Academy). This group will create spaces for exchange and discussion, allowing businesses to advocate for solutions to the challenges they face in shifting to greener and more inclusive business models.
 - The Moroccan partner's working groups will develop 1 policy recommendation to adapt laws and regulations.

***These 21 could include Ministries of industry, innovation and entrepreneurship and Ministries of environment in the target countries as well as European policy stakeholders. Within the region, different policy stakeholders possess different levels of sensitivity and understanding of the potential of the business ecosystem to influence, and at the same time benefit from, the green economy transition.*

Target Group:

The action targets the following groups:

- 4 BSOs* improved their capacity to become active ecosystem players and enable innovation
- 3 BSOs trained to deliver business support around green and circular economy
- 30 SMEs to practise a toolbox that will developed throughout the program by Spark
- 21 Policy and decision-makers (public & private stakeholders) including the 3 BSOs of trained participated in the networking working group.
- Economic players reached via traditional and online media, and social networks

**These BSOs can encompass a variety of private and public actors, including chambers of commerce, business associations, non-profit organisations, and business incubators, including university-based business incubators.*

The program will engage these groups through coaching and capacity-building initiatives, policy advocacy, and an international awareness campaign to promote circular and green economy practices. Specifically, the program aims to increase awareness among vulnerable groups such as youth, women, and refugees about the opportunities presented by the green economy.



SPARK, with the support of the European Commission, is seeking partners to contribute to these efforts.

5. Eligibility & preferred application criteria

Who Can Apply?

Eligible applicants operating in the public or the private sector on a non-profit basis are welcome to submit a bid. Eligible applicants focusing on the field of BSO Support, Green Business, entrepreneurship and Scaling (SMEs) and Start-Up Support could be incubators, accelerators, Business hubs, etc.

5.1 Eligibility Criteria:

- Have actual operations & registration in Lebanon, by providing the registration documents.
- Minimum 2 years of registration
- Provide samples of at least the 2 years past annual reports, publications, online records, or any other documents/references supporting the application.
- Tax States, by providing a Tax clearance certificate for the previous financial year.
- Provide donor audits report
- Provide an Annual external audit report.
- Must provide financial statements of the previous fiscal year.
- Should have an active bank account in the name of the organisation.
- Provide proof of grant management experience by providing at least one previous (similar) contract from donors/INGOs
- Must have a well demonstrated and verifiable financial management system and reporting capacity.
- Provide CVs of key staff: senior general management, project lead, trainers and coaches (if applicable).
- Must have a well established governance structure.
- Have satisfactory past performance references.
- Must have a proven track record in implementing projects in any of the following intervention areas: green economy, sustainable development, climate action, economic empowerment, policy influencing, advocacy, capacity building, and networking at local, state, and/or national levels.

5.2 Applicants must meet the following criteria:



The Implementing Partner must have the following required expertise:

- Previous successful experience in working within multi-stakeholder environments, including collaboration with government institutions, development agencies, and local authorities.
- A thorough understanding of the local market dynamics relevant to the green economy and sustainable development.
- Capacity to effectively engage and reach the target group in a timely manner for project implementation.
- Ability to network and establish connections across various communities and stakeholders.
- Proven track record of excellent reporting, communication, and documentation skills in the English language.
- Demonstrated experience in developing, managing, and implementing initiatives within the green business sector, supporting Business Support Organizations (BSOs), and promoting entrepreneurship.
- Willingness and capability to cooperate closely with SPARK in preparing, managing, and implementing project activities, including collaboration with local partners, institutions, and BSOs.
- Ability to efficiently manage budgets and contribute effectively to the success of project activities.
- Commitment to fulfilling all legal obligations under national law.
- Adherence to SPARK's General Terms and Conditions for partnership agreements.

How to Apply:

- To apply, please send us a full proposal explaining the methodology for the activities mentioned in the outcome annex, along with a full budget including the co-funding part. You can find the templates below:

Annexe: [Proposal template to use](#)

Annexe: [Budget template to use](#)

To know more about the application process and evaluation criterias, [please click on the following annexe.](#)