

TERMS OF REFERENCE.

FOR THE JUDGE OF GCIP MOLDOVA.

PROJECT CONTEXT

The United Nations Industrial Development Organization (UNIDO), with its unique mandate to support inclusive and sustainable industrial development, has partnered with the Global Environment Facility (GEF) to address the most pressing global environmental challenges of our time. Through fostering innovation and entrepreneurship ecosystems, UNIDO and GEF seek to promote affordable and scalable solutions, enabling countries to leapfrog to climate and clean energy technologies (cleantech) through the Global Cleantech Innovation Programme (GCIP).

GCIP fosters an ecosystem approach that supports cleantech innovations in existing and new SMEs and start-ups through the provision of catered tools and methodologies that enhance their productivity and competitiveness while promoting a supportive policy and regulatory framework on a national level. The GCIP takes a competition-based approach (accelerator) to identify a pool of promising entrepreneurs and support them through ongoing mentoring, webinars and networking events to grow their innovative ideas and concepts into fully-fledged products and services ready for entering the national and global markets.

The GCIP is comprised of three programmatic pillars that are interlinked as described below:

- Pillar 1 on acceleration and investment facilitation focuses on identification and growth of start-ups, with interventions targeting the private sector (enterprises).
- Pillar 2 on cleantech ecosystem strengthening and connectivity aims to support the national ecosystems with intervention targeting national institutions, ministries, financial institutions, other key national stakeholders, as well as facilitate collaboration among the ecosystems.
- Pillar 3 on programme coordination and coherence will provide strategic guidance for efficiency and effectiveness in achieving impact among GCIP countries, with interventions designed to enhance coordination among GCIP projects teams at national and global levels, and with project executing partners.

Under the GCIP Framework, the “Clean technology innovation programme for SMEs and start-ups in the Republic of Moldova” (GCIP Moldova) is developed to support Moldova’s cleantech enterprises (SMEs and start-ups) to develop and scale up its solutions and to scale-up the market adoption of cleantech innovations, thus leading to a reduction in GHG emissions and resource consumption. Furthermore, the project will facilitate increased investment, job creation and cleantech market development. The focus of the project will be on enhancing institutional, market and ecosystem capacities to support emerging clean technology start-ups and strengthening policy frameworks and mechanisms for technology innovation in and by SMEs. By using a cross-sectoral and multi-tiered approach to build sustainable conducive business environment for cleantech innovation and entrepreneurship, the project’s approach will combine a competition to identify the most promising innovation entrepreneurs (start-ups and SMEs) across a country with a local business acceleration programme, which will support, and de-risk selected entrepreneurs/companies and connects them to potential investors, customers, and partners.

To this end, GCIP Moldova consists of three components in line with the above-described three programmatic pillars, as outlined below:

- **Component 1: Transforming early-stage innovative cleantech solutions into scalable enterprises**
Component 1 aims at providing direct support to early-stage enterprises to enhance their capacity and competitiveness, and to leverage market opportunities. More specifically, Outcome 1.1 focuses on entrepreneurial training and business acceleration support, and Outcome 1.2 on advanced business growth and investment facilitation services to the cleantech enterprises at growth stages that demonstrate market traction and sales evidence and can benefit from specialized support.
- **Component 2: Cleantech innovation and entrepreneurship ecosystem (CIEE) strengthening and connectivity**
The policy framework and institutional capacity are integral parts of GCIP's "ecosystems approach", and of strategic relevance in ensuring that the outputs and outcomes of the project are contributing to the national priorities and are sustained after the project closure. Therefore, the objective of the Component 2 is to build capacity of the EEA and other key CIEE stakeholders at local and national levels in Moldova to engage in cleantech acceleration and commercialization. Further, the GCIP Moldova will assist the government in improving national policies and regulations that are conducive to cleantech innovation and commercialization.
- **Component 3: Programme coordination and coherence**
The activities under Component 3 aim at ensuring that the achievements of the GCIP Moldova are captured and communicated globally, as well as that the GCIP Moldova and other GCIP country projects are implemented in a coherent and coordinated way. To this purpose, EEA is expected to collaborate with the GCIP Framework through the global PEEs, as well as to contribute to information gathering, knowledge sharing, and dissemination efforts.

MISSIONS

Judges are invited to evaluate the project proposals and the pitches.

The evaluation of the project proposals will be according to UNIDO's criteria developed for the GCIP Project.

The purpose of the evaluation of the pitch sessions is to provide companies with comments and feedback that will help them focus on final updates to their messages and pitches prior to final evaluations.

ASSIGNMENTS & INSTRUCTIONS

- Providing an evaluation process that is efficient and helps select the best companies/projects, and ensures consistent and fair evaluation.
- Select the teams with the greatest potential for commercial success and environmental /social impact.

Each judge is assigned to all categories to judge.

Judges who are selected are sent a letter with:

- A. A list of the categories / "general" teams they will be judging.
- B. Location, date & time, required arrival time.

JUDGING CODE OF CONDUCT

As a GCIP judge, you will naturally be held to a very high ethical standard.

1. You must accept the judging terms and conditions when you start the process, but your ethical duty extends beyond the letter of those conditions.

2. Please note that our expectation is that you will inform us if you believe there is any issue or potential conflict.
3. You cannot be in any way connected to a team you are judging, and you must not be in any way a direct competitor; please recuse yourself from judging any company you feel might be subject to a conflict; please avoid reading their materials, unless, of course, it is already too late by the time to recognize there is a conflict. Let your judging chair know immediately if you believe you are in any way conflicted and delete the materials about that team.
4. You must not contact any team in the current year's accelerator- or accept contact from them. This doesn't mean that you cannot, in the normal course of things, visit their booth at a GCIP event or casually pick up their materials, but you should avoid engaging in a lengthy conversation.
5. Avoid declaring your role as a GCIP judge. We aim to avoid a situation in which teams are tempted to reach out to judges or even tailor their presentations to the individuals in the judging sessions. A major goal of GCIP is to help startups fashion and polish their materials and presentation skills; although it is laudable that some of them would like to tailor their presentations to individual judges, it is more important, in our view, that they build excellent, generic materials that can be used in numerous situations, and which can be tailored in future instances.
6. Please treat all the information you review as confidential.

CONSIDERATION

- Any “disbelief” or concern over the technical claims should be resolved before a team becomes a finalist.
- Essential to have diverse judging panels that include multiple domain/category experts.
- Remember to allow sufficient time for judges to write comments and feedback – entrepreneurs find this to be invaluable
- In addition to the scoring, time will be allowed for judges to confer, review the overall results, discuss and reach a consensus on the ranking
- Teams may need multiple attempts at mock judging.

MINIMUM ORGANIZATIONAL REQUIREMENTS

Education: Advanced university degree (Master's degree) in engineering, sciences, economics, law, business administration, international relations or other relevant discipline is **required**.

CRITERIA

- Minimum 5 years of relevant professional experience in areas related to energy, environment, business administration, financing, experience in working with new technologies in the energy sector (renewable energy and energy efficiency) is an important advantage;
- Experience in organizing and leading strategic meetings in the private or public sector of the Republic of Moldova.
- Previous proven analytical experience in the areas of energy Republic of Moldova.

Languages: Fluency in written and spoken English and Romanian is **required**. Knowledge of Russian is an asset.

DOCUMENTS TO BE INCLUDED

- CV, including information about past experience;
- Cover Letter with brief description of why the individual considers him/herself as the most suitable for the assignment;

REQUIRED COMPETENCIES

Core values:

WE LIVE AND ACT WITH INTEGRITY: work honestly, openly, and impartially.

WE SHOW PROFESSIONALISM: work hard and competently in a committed and responsible manner.

WE RESPECT DIVERSITY: work together effectively, respectfully, and inclusively, regardless of our differences in culture and perspective.

Key competencies:

WE FOCUS ON PEOPLE: cooperate to fully reach our potential –and this is true for our colleagues as well as our clients. Emotional intelligence and receptiveness are vital parts of our identity.

WE FOCUS ON RESULTS AND RESPONSIBILITIES: focus on planning, organizing, and managing our work effectively and efficiently. We are responsible and accountable for achieving our results and meeting our performance standards. This accountability does not end with our colleagues and supervisors, but we also owe it to those we serve and who have trusted us to contribute to a better, safer, and healthier world.

WE COMMUNICATE AND EARN TRUST: communicate effectively with one another and build an environment of trust where we can all excel in our work.

WE THINK OUTSIDE THE BOX AND INNOVATE: To stay relevant, we continuously improve, support innovation, share our knowledge and skills, and learn from one another.