

**TERMS OF REFERENCE.
FOR THE LOCAL CONSULTANT.
FINANCIAL CONSULTANT OF GCIP MOLDOVA.**

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| Title: | Local Consultant. Financial consultant |
| Main Duty Station and Location: | Moldova |
| Mission/s to: | To be approved separately as required |
| Start of Contract (EOD): | TBC |
| End of Contract (COB): | TBC |
| Contract Type: | Regular |

ORGANIZATIONAL CONTEXT

The Energy Efficiency Agency, hereinafter referred to as EEA is a government body in Moldova subordinated to the Ministry of Infrastructure and Regional Development - the central specialized authority of the public administration in the energy sector. In general, the EEA is responsible for the co-design and implementation of state policies aimed at improving energy efficiency and promoting renewable energy. More specifically, the EEA participates in drafting national programs, action plans and normative acts including technical regulations and standards in the field of renewable energy and energy efficiency; develops minimum energy efficiency requirements for devices and equipment produced in or imported to Moldova; and drafts innovative programmes promoting energy efficiency and renewable energy as well as provides assistance to the central and local public authorities in drafting such programmes. The EEA has been selected as the main executing entity of GCIP Moldova, responsible to recruit the project management personnel to the PMU. The PMU will be responsible for the day-to-day management, as well as monitoring and evaluation of project activities.

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 startups 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.

FUNCTIONAL RESPONSIBILITIES

Component 1. Outcome 1.1. Output 1.1.3

1.1.3b. To deliver three annual cycles of the GCIP Moldova Accelerator (each year for around 30-35 semi-finalists and 15-20 finalists selected from a pool of 50-100 applicants), including the 4-day GCIP National Academy.

Deadline: July of 2022

Component 1. Outcome 1.2. Output 1.2.1

1.2.1b. To conduct three cycles of the GCIP Moldova Post-Accelerator focused on advanced business growth and commercialization support, investment readiness, market readiness, and technology readiness (based on the GCIP Moldova guidebooks developed under Output 1.1.1) to benefit 10-15 GCIP Accelerator graduates annually

Deadline: December of 2022

1.2.1c. To provide needs-based support to the GCIP Moldova Post-Accelerator enterprises in accessing additional sources of finance, market entry, identifying networking opportunities, dealing with technical and administrative issues, accessing IT services, and tax registration, etc.

Deadline: December of 2022

Component 1. Outcome 1.2. Output 1.2.2

1.2.2a. To organize national investment facilitation events (Investor Connect) for the GCIP Moldova alumni (at least 2 events after each cycle).

Deadline: December of 2022

1.2.2b. To establish a robust network with national financial institutions and funds, and to manage related communication and outreach activities, including awareness raising events for the local investor community to increase investor confidence and ensure accurate risk perception regarding cleantech solutions (at least 1 event after each cycle).

Deadline: December of 2022

1.2.2c. To provide trainings for local financial experts.

Deadline: November of 2022

1.2.2e. To design a financial mechanism (an early-stage development fund providing pre-seed and seed funding; or disbursement of grants from the GCIP Moldova budget) that would enable de-risking and leveraging of public and private investment, including the process of application for the pre-seed/see financing or grants.

Deadline: September of 2022

Component 2. Outcome 2.1. Output 2.1.1.

2.1.1c. To conduct capacity building events (based on the cleantech innovation capacity-building framework developed by CTG) for selected CIEE stakeholders, including national institutions, industry associations, and

business platforms on how to support cleantech innovations.

Deadline: July of 2022

Component 3. Outcome 3.1. Output 3.1.1

3.1.1b. To review and update the GCIP guidelines

Deadline: June of 2022

RESULTS FRAMEWORK

Output 1.1.3

Three cycles of the annual competition based GCIP Moldova Accelerator are conducted

- number of GCIP Moldova Pre-Accelerator cycles conducted: 1
- number of GCIP Moldova Pre-Accelerator participants: 50
- number of GCIP Moldova Accelerator cycles conducted: 1
- number of GCIP National Academies conducted: 1
- number of GCIP Moldova Forums conducted: 1
- number of helplines for queries established: 1
- number of panels at GCIP National Academy and GCIP Moldova Forum focusing on women entrepreneurship: 1
- number of partners involved that promote gender equality and women's empowerment: 1

Output 1.2.1

Targeted business growth support services are provided to selected cleantech enterprises towards commercialization

- number of enterprises provided with Advanced Accelerator support: 5
- number of GCIP Moldova Post-Accelerator cycles conducted: 1
- number of GCIP Moldova Post-Accelerator enterprises provided with needs-based support: 5
- number of enterprises provided with technology verification, product development and testing facility support: 5
- share of women entrepreneurs participating in the GCIP Moldova Post-Accelerator: at least 35%

Output 1.2.2

Enterprises are connected to financing opportunities and provided with tipping-point investment facilitation support

- number of Investor Connect events organized: 1
- number of financial institutions and funds with which contacts established: 5
- number of awareness raising events for investor community: 1
- number of investors (representatives of commercial banks, investment funds, public/private companies, as well as individuals, etc.) participating in the awareness raising events: 10
- share of women investors participating in the awareness raising events: at least 35%
- number of trainings for local financial experts: 1
- share of women financial experts participating in the trainings: at least 35%
- number of events organized/attended to encourage seed funding providers to participate in the GCIP Moldova: 1
- number of trainings on gender-lens investment or gender sensitization for investors: 1
- number of financial mechanisms designed (for investment de-risking and leveraging): 1

Output 2.1.1

Institutional capacity building of the CIEE actors is conducted

- number of analyses of Moldova's CIEE: 1
- number of tools for CIEE strengthening and connectivity: 1
- number of stakeholder engagement strategies and cleantech innovation cluster strategies: 2 (1 engagement strategy and 1 cleantech innovation cluster strategy)
- number of engagement workshops organized: 1
- number of facilitators trained: 10

- share of women participants trained as facilitators: at least 35%
- number of capacity building events for selected stakeholders: 1
- number of the Entrepreneurship Train-the-Trainer Programme cycles: 1
- number of university professors and teachers trained: 10
- share of women among the university professors and teachers trained: 4

Component 3. Outcome 3.1. Output 3.1.1

- number of operational guidelines: 1-5

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**.

Technical and Functional Experience:

- At least five (5) years of professional experience in the financing of the projects.
- Previous experience in development assistance or related work for a donor organization, development partners, and UN Agencies.
- Extensive knowledge of cleantech, training, financing, business development, and project management.
- Experience of working on similar assignments.
- Demonstrated experience in the field of innovation and/or energy project development.
- Demonstrated track record of relevant work in the mentioned area.
- Excellent communicator and excellent presentation skills.
- Very good conceptual and writing skills.
- Awareness of gender issues in the field of cleantech innovation

Languages: Fluency in written and spoken English and Rumanian is **required**. Fluency and/or working knowledge of other UN languages is **desirable**.

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.

DOCUMENTS TO BE INCLUDED

Applicants interested in participating in the competition must submit the application file which includes the following documents/information necessary to prove their qualifications:

- Curriculum Vitae in Europass format (in English);
- Cover Letter (in English);
- Copies of diplomas and certificates confirming the technical skills required to perform the tasks of the Terms of Reference.

EVALUATION PROCESS

The deadline for application is **19.05.2022** at 09.00h. The interview with selected candidates will take place on **23.05.2022**.

NOTE:

- The application dossier will be prepared and submitted in English.
- The interview will be in English.