International Consultant for Development of R&D and Technology Transfer Framework in Gaza Strip “START” Project-

TERMS OF REFERENCE

<table>
<thead>
<tr>
<th>Project Title</th>
<th>Integration of Innovation and Technology Transfer Concepts to Provide Market-Driven Solutions through Incubation program “Start”</th>
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</thead>
<tbody>
<tr>
<td>Title of consultancy service</td>
<td>International Consultancy to understand and introduce the Blockchain technology to be used for sustainable development in Gaza Strip</td>
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1. Background

UCAS Technology Incubator (UCASTI) is founded by the University College of Applied Sciences in 2011; UCASTI has been dedicated to support entrepreneurs in different sectors and stages. It especially supports entrepreneurs who have creative and ambitious ideas by providing them with administrative, technical, legal, marketing and financial support to grow and continue until these ideas turn to become successful business startups.

University College of Applied Sciences (UCAS) has received a grant from UNDP under Swiss Agency for Development and Cooperation (SDC) to fund a project entitled: “Integration of Innovation and Technology Transfer Concepts to Provide Market-Driven Solutions through Incubation program – START”. The project aims at supporting many and different target groups from all around Gaza Strip.

First, the project targets the private sector which will be collaborated with to provide solutions to different problems in the local market; Second, academics, students, research centers and universities which will be collaborated with to recommend and implement different strategies to solve local market problems, and transfer technologies advancements, best practices and trends to the local market. Third: entrepreneurs from different fields who hold an idea that can be transformed into business and have the ability and desire to build their own startup.

This project consists of two main components in which multiple stages and steps will be conducted to ensure an integrated and comprehensive implementation of the project and to achieve the expected objectives. First component “R&D” is concerned with assessing the market needs and problems, networking with international and regional stakeholders in the ecosystem, and finally focusing on R&D aspects in details. Second component “Incubation and Acceleration” is concerned with supporting entrepreneurs and startups to elevate their ideas (Incubation/Acceleration process is running based on the updated model developed by UCASTI from START project).
2. Objectives

Under first component, MERGE program has been launched to be responsible to transfer technology from developed countries to development countries like Palestine and from Academic institutions to Industry zone by promoting the use of new technologies and support actors to transfer it.

This consultancy assignment is part of the first component of “START” Project which aims to develop strong understanding of the local market ecosystem to focus on solving real needs and problems.

The work will be carried out through an international consultant. The international consultant will be responsible to assess the range of BLOCKCHAIN options in developing Agricultural, Health, Education, Industry and Services sectors based on global market experiences and introduce the most promising BLOCKCHAIN solutions for students, graduates, entrepreneurs, practitioners and researchers.

Accordingly, UCASTI is seeking a qualified international consultant(s) to deliver the assignment consultancy. This assignment should be implemented during the period March to April 2020 with an estimated effort of 30 working hours.

3. Scope of work

The specific tasks that will be carried out by the international consultant in full coordination with START project team are:

**Task 1: Reviewing global technology developments in BLOCKCHAIN to identify the most good practices of BLOCKCHAIN usage in developing the 5 proposed target sectors. [Deliverable 1]**

Consultant has to conduct desk reviews for the latest international publications, country case studies, innovation centers reports, companies’ reports, etc. to identify the most 15 BLOCKCHAIN applicable solutions that can be transferred and developed in Gaza Strip through MERGE program’s activities.

**Task 2: Identify the problems, solutions and technologies usage for the best 5 BLOCKCHAIN technology-based solutions. [Deliverable 2]**

Consultant has to fulfill the following sub tasks;

1. select the most suitable and applicable 5 BLOCKCHAIN solutions to be introduced to local stakeholders as new solutions for local market development.
2. study each of the selected solutions to identify;
   a. The technical concept of the solution.
   b. Problems to be tackled by the solution.
   c. The added values of the Blockchain.
   d. References and sources for more details.
4. Deliverables and Level of efforts

<table>
<thead>
<tr>
<th>Tasks</th>
<th>Deliverables</th>
<th>LoE/hour</th>
</tr>
</thead>
<tbody>
<tr>
<td>Task 1</td>
<td>Sheet for the 15 proposed BLOCKCHAIN solutions includes at least a brief about the solution. (using template in annex 1, Promising use cases for the 2030 Agenda)</td>
<td>10</td>
</tr>
<tr>
<td>Task 2</td>
<td>Booklet for the 5 selected BLOCKCHAIN solutions includes at least one page for each solution to define the solution, the problem and the impact. (using template in annex 1)</td>
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5. Requirements of experience and qualifications

**Requirements**

**Education, experiences and qualifications**

The consultant should have the following qualifications and experiences:

- PhD degree with a major in a relevant discipline (e.g. computer science, computer engineering, financing, Marketing Strategy or any other related degree).
- At least 5 years’ experience in conducting market research in the global technology development.
- Demonstrated experience in developing or studying BLOCKCHAIN technology.
- Well connected with Palestine, MENA and international markets and support networks.
- Practical coaching and mentoring experience (with evidences) to successful and sustainable businesses.

Please ensure that the CVs would reflect the required experience

**Competencies**

- Strong planning and team work skills.
- Excellent active listening skills
- Excellent verbal communication and interpersonal skills
- Strong written and oral communication skills in English
- Excellent networking skills and ability to communicate effectively with people from diverse backgrounds
- Adaptability, flexibility and ability to multi task and meet deadlines.
- Demonstrated ability to effectively solve problems and think laterally and creatively
6. What to submit?

- This call is opened only for international consultants (individual or companies / institutions).
- Interested applicants are kindly asked to submit the following:
  - Technical Proposal: clarifying the proposed methodology and timeline with a demonstration that the consultant understands all tasks and deliverables, in addition to the consultant’s relevance to the tasks and deliverables.
  - Their CV indicating interests and matching qualifications for this consultancy.
  - Financial offer: related to the deliverables and Level of efforts.

- Notes:
  - Financial offer should be submitted in the form of hourly rates that includes all administrative costs.
  - The whole activities will be considered as ONE LOT.
  - Offers must remain valid for not less than ninety (90) calendar days after the application deadline.
  - Offers should be in USD.
  - Payment shall be made in USD.
  - The financial offer should be in the following format

<table>
<thead>
<tr>
<th>Task</th>
<th>Deliverables</th>
<th>LoE/hour</th>
<th>hour rate</th>
<th>Total Cost</th>
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<tbody>
<tr>
<td>1</td>
<td>Sheet for the 15 proposed BLOCKCHAIN solutions includes at least a brief about the solution.</td>
<td>10</td>
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- In case of companies / consortium, a list of consultants with clear roles for each should be explained in the technical proposal. Also, a detailed CV for each consultant should be submitted.
- Shortlisted applicants will be contacted for further detailed information and interviews.

7. Selection process

<table>
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<tr>
<th>Criteria</th>
<th>Points</th>
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<tbody>
<tr>
<td>CV and EOI Letter (70 points)</td>
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<tr>
<td>Academic degree related to the assignment</td>
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<tr>
<td>Experience in conducting market research in the global technology development</td>
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<tr>
<td>Experience in developing or studying BLOCKCHAIN technology</td>
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<tr>
<td>Understanding of Palestinian context or similar regional markets</td>
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</table>
Understanding the requirements of the assignment based on the Technical proposal | 20

<table>
<thead>
<tr>
<th>Financial Offer (30 points)</th>
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<tbody>
<tr>
<td>Financial offer</td>
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<tr>
<td>Total</td>
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8. Deadline of submission

- Interested consultants can apply by sending the required documents by E-mail to UCASTI (aaltahrawi@ucas.edu.ps); the closing date for application is Friday, 10 Mar 2020.
- Following submission, UCASTI may engage in further discussion with applicants concerning qualifications and understanding of experiences.
- Any Proposal received after the due date will be rejected.
- All questions and/or clarifications regarding this RFP must be submitted in writing to aaltahrawi@ucas.edu.ps no later than 3 working days before submission deadline. All questions and inquiries must be in writing and submitted via email.

9. Method of Payment

Payments shall be affected, depending on the type of remuneration, following the performance of services, submission of deliverables, and acceptance of services performed. The payments shall be as follows:

- **Interim Payment:** Payment up to 50% of the total contract value upon approval of deliverable number 1.
- **Final Payment:** Remaining Payment up to 50% of the total contract value at the end of Contract after completion of all tasks.