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Federal Ministry for Economic Affairs and Climate Action

giz Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

AREA SCIENCE PARK

EU for Economic Growth (EU4EG) Project

Contracting Authority:
Deutsche Gesellschaft für Internationale Zusammenarbeit GmbH (GIZ)

CALL FOR PROPOSALS FOR EXISTING MICRO, SMALL AND MEDIUM ENTERPRISES (MSMEs)

CALL REF: EU4EG_MSMEs_1

We are looking for Micro, Small and Medium Enterprises (MSMEs) with growth potential established in the Republic of North Macedonia with physical office/premises and staff in the four target areas (North-East, Polog and South-West planning regions and Prespa area (Municipality of Resen)).

We are looking for MSMEs that are identified through the network of advanced business support services and which are already beneficiaries of the proposed services provided by local business support organizations. Thus, the concentration of advisory and financial support will increase significantly the chances for the company survival and growth.

Apply now to the EU4EG Call for Proposals and benefit from the financial support for investments boosting the local economy, but also enhance your managerial, technical, and business capacities, improve your business performance in terms of turnover, export potential and profit and therefore create new jobs, introduce new products and services.

Overall Objective	Specific Objectives
To contribute in increasing the local economic activity and competitiveness in four target areas by improving access of existing MSMEs to high value-added business support services and financing.	• To operationalise growth plans resulting from local business support organisation's (BSOs) support. • To provide non-reimbursable financial support (grants) to MSMEs with growth potential complemented with business support services (BSSs) provided by local BSOs. • To increase competitiveness of MSMEs by introducing innovative technologies, technology lines, machinery and equipment, production methods with an impact in improving business processes, and production efficiency. • To support high value-added business initiatives including those related to the green and circular economy.

It is thus important that MSMEs interact with the local business support organizations and use business support services provided by them (preferably those already supported by the EU4EG project) that could help them to identify and realize their growth opportunities.

Who can apply?

This call is open to individual MSMEs and their Affiliated entity(ies). The following conditions must be met by the Applicant in order to be eligible for support.
The Applicant must:

- be a legal person and
- fall under the EU "Small and Medium Enterprise (SME)" definition: consist of fewer than 250 employees and have EITHER an annual turnover not exceeding 50 Million EUR, OR an annual balance sheet total not exceeding 43 Million EUR and
- be established in the Republic of North Macedonia at least 36 months before the deadline for submission of this Call for Proposals and
- has physical office/premises and staff in one of North-East, Polog, South-West planning regions or Prespa area (Municipality of Resen) in the Republic of North Macedonia, and
- have sufficient technical, financial and managerial capacity to implement the project proposal and
- be directly responsible for the preparation and management of the action, not acting as an intermediary and
- is beneficiary of the other activities of the EU4EG project, such as the business support services, and
- submit a document prepared by a local BSOs (e.g. investment plan, growth plan, etc.) where the project proposal is identified/recommended.

Size of grants

Any grant requested under this Call for Proposals must fall between the following minimum and maximum amounts of total eligible costs of the action:

- Minimum: 50.000 EUR and
- Maximum: 300.000 EUR.

The grant requested must fall between the following minimum and maximum percentages of total eligible costs of the action:

- Minimum: 20%;
- Maximum: 50%.

The expected overall duration of the project proposals is maximum 18 months.

How to apply?

The Application by MSMEs shall be made in two steps:
Step 1: Concept Note, and
Step 2: Full Application.

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The Concept Note together with the supporting documents must be submitted online on the following e-mail: EU4EG@giz.de within the given deadline **16th May 2022 at 12:00 noon (local time)**.

Only selected Applicants will be invited to submit a Full Application following pre-selection of their Concept Note.

The detailed application procedure is described in the **Guidelines for Applicants.** Please read carefully the **Guidelines for Applicants** before applying to this Call.

The text of the Call for Proposals is published on several platforms:

- EU4EG Academy page: LINK;
- GIZ North Macedonia Facebook page: GIZ North Macedonia | Facebook
- GIZ North Macedonia LinkedIn page: GIZ North Macedonia: My Company | LinkedIn
- the EU Delegation to North Macedonia web page: Republic of North Macedonia | EEAS Website (europa.eu)

The Guidelines for Applicants (GfA) and the Application Package are published on the EU4EG Academy page: LINK.

Potential applicants (MSMEs) have thus several options to acquire the Guidelines for Applicants (GfA) and the Application Package:

1) Request from local BSOs which can download for them from the EU4EG Academy page; OR
2) Request can be made on the following e-mail: EU4EG@giz.de with Subject: Request for obtaining at the GfA and Application Package;
OR
3) Request can be made by contacting GIZ Regional Advisers on the following e-mails:
   - North-East planning region: filip.nelkovski@giz.de
   - Polog planning region: hani.evzi@giz.de
   - South-West planning region and Prespa area (Municipality of Resen): jovan.gavrilovski@giz.de .