Call for financial support for purchasing ICT solutions

The project "Digitalization Path" – funded by the USAID Economic Development, Governance and Enterprise Growth Project and implemented by MASIT (North Macedonia) in partnership with STIKK (Kosovo) and ICT Net (Serbia) is announcing the open call for applications from companies operating in the sector of **agriculture and processing**, light manufacturing **(apparel and textiles, wood processing),** and tourism **(eco-tourism, rural tourism, and adventure tourism),** for financial support in acquiring different types of ICT solutions such as: HRM - Human Resources Management, CRM - Customer relationship management, ERP - Enterprise resource planning, DMS - Document management system, SCM - Supply chain management (inventory planning, ordering, and forecasting), e-commerce solution, web site and other solutions. The goal of this supporting mechanism is to support the companies from the targeted sectors in their digital transformation.

Application process for financial support for purchasing different types of ICT solutions

In the frame of the project, an application process is open for all companies from the sectors mentioned above and will offer financial support for purchase in acquiring different types of ICT solutions such as: HRM - Human Resources Management, CRM - Customer relationship management, ERP - Enterprise resource planning, DMS - Document management system, SCM - Supply chain management (inventory planning, ordering, and forecasting) e-commerce solution, web site and other solutions.

This call is open to all companies from the targeted sectors, but the companies that already implemented the process of creating a strategy for digital transformation through the project., will have an advantage in obtaining the support, The implementation of the ICT solution is planned for January, February and March 2021.

Who are we looking for?

- Companies registered in North Macedonia, Serbia or Kosovo
- Companies that comes from one of the targeted sectors: **agriculture and processing**, light manufacturing **(apparel and textiles, wood processing),** and tourism **(eco-tourism, rural tourism, and adventure tourism)**
- Companies that have plans to implement different types of ICT solutions
  *It is preferably the IT providers to be company member of MASIT/ICT Net/STIKK.

What can you expect?

- Financial contribution of up to 50% or up to 3,000 USD per company, from the project
- At least 30% USD must be contributed by you
- Support in acquiring offers from ICT companies and a contribution of 20% from the IT company provider in form of: calculated discounts, additional functionalities/ services or training related to usage of IT solution, etc..

  Illustrative example: for a web site or e-commerce solution with market price of 6,000 USD, 50 % or up to 3,000 USD will be contributed by the project, 30% or up to 1,800 USD will be contributed by you and 20% or 1,200 USD will be contributed by the IT company.

Eligible companies that may apply:

- Micro 1-10 full time employees, Small: 11 - 50 full-time employees or Medium: 51 - 250 full-time employees
- The company to exist at least one year
- The company should not have a turnover higher than 1.000.000,00 euros per year

Interested companies should send us their Expression of interest on email using following template:

Expression of interest template:

Basic information about company:	
Company name	
Company address (street number, city, country)	
Company size	☐ Micro (1-10 employees) ☐ Small (5-50 employees) ☐ Medium 51 - 250 employees
Company website (if applicable), or Ffacebook page	
Type of industry (select)	☐ agriculture and processing, ☐ apparel and textiles, ☐ wood processing, ☐ tourism (eco-tourism, rural tourism, and adventure tourism)
Company profile / description	

Contact person	Name: e-mail address: phone number:
Applying for financial support:	
What type of solution is needed for your company?	
Is the company working on domestic and /or international market?	
Is the company currently developing new service/product?	
Is the company willing to financially contribute at least 30% of the value of the selected IT solution	☐ I agree to contribute

Application information:

The call will be open from January till March 2021, and a selection process of applicants will be made at the end of each month, including end of March.

Companies that meet the criteria for applying, will be selected on the "first come – first served principle" within the deadline for application.

***Note: At least 30% of the value of the selected IT solution is obligatory as a contribution from the selected company.**

The interested companies should apply by sending the Expression of interest template to the following e-mail addresses considering to the country they operate in:
- North Macedonia – Elena Petrushevska, Project coordinator, elena.petrushevska@masit.org.mk,
- Serbia – Marina Blagojevic, Project coordinator, marina.blagojevic@ict-net.com
- Kosovo – Art Navakazi, Project coordinator, art.navakazi@stikk.org

Explanation about the process of applying to this call
- Up to 9 companies (3 per country) are planned to be supported within this call.
- The beneficiary company will prepare the needed technical specification for purchasing the needed ICT solution within the deadline

- The needed technical specification will be sent to the IT company providers in order to send their requests for proposals
- The requests for proposals must be sent to both parties: MASIT and beneficiary company. It is mandatory the beneficiary company to have received at least 3 offers from IT company providers in order to choose the most favorable one.

- An evaluation committee consisting of representatives of the project and the beneficiary company make an evaluation of the received offers based on which the decision for choosing the IT company provider will be made.
- The beneficiary and the IT company provider will work in the period of 2 months and will send progress report to the responsible person from the project in the respective country.

Payment
- After the selection of the IT provider, a contract between MASIT as implementor of the project, the beneficiary company and IT company provider will be concluded.
- The payment will be made as follows:
  The beneficiary company will pay directly to the IT company provider the contribution of their contribution after the signature of the contract, and the project will pay directly to the IT company provider after the finished implementation of the solution, which should be confirmed in writing by both parties.

About the "Digitalization path" project:

The Project Digitalization path is a 15-month project funded by the USAID Economic Development, Governance and Enterprise Growth Project and implemented by MASIT (North Macedonia) in partnership with STIKK (Kosovo) and ICT Net (Serbia). The main goal of this project is to support SMEs from the targeted value chains (fresh and processed fruit and vegetables, apparel and textiles, wood processing and tourism) from North Macedonia, Kosovo and Serbia in their activities to (1) better understand and get familiar with the benefits of the digital transformation; (2) analyze their current level of digital transformation and create Digital Transformation Strategies identifying and prioritizing needed IT solutions; and (3) financially support them in the process of purchasing and implementing IT solutions in order to improve their business activities.