

CALL FOR EXPERTS-COACHERS

1. BACKGROUND

Financed under the 3rd call of INTERREG ADRION Programme, CCI4TOURISM aims to leverage on the CCIs potential by making them key players both for the implementation of cultural tourism-related policies and for improving the tourism offering. To achieve this goal new, unconventional approaches to tourism management strategies are needed. The project will work on a) entrepreneurial discovery and talent mobilization; b) empowerment of CCIs entrepreneurial skills; c) fostering the "hybridization" between cultural, creative and tourist enterprises, both for the creation of new companies and for the definition of new products.

For these purposes and to support the growth of cultural and creatives businesses working in the tourism sectors, the project partners should benefit from a list of experts (coaches) with a specific background in the business modelling/commercial exploitation of CCIs tourism-oriented product. The coach may be a consultant as well as an entrepreneur willing to offer his/her experience to CCIs in the framework of the incubation/acceleration programmes and will be recruited having not regards of their nationality or residence. Coaches are expected to help CCIs to become more business oriented and to define/develop new products addressing tourism sector.

2. COACHERS

Coaches are specialists responsible for supporting the partnership and beneficiaries of project initiatives (companies, entrepreneurs, start-ups) by rolling out a tailor-made coaching programme that encompasses soft and technical knowledge to improve skills, trigger change, stimulate innovation. Coaches will be involved all along project timeframe to support a variety of activities, as workshops, training, business support programmes and pilot actions. Coaches will be mobilized according to their specific skills and the kind of support required.

3. REQUIRED EXPERTISE AND PROFILE

As far as the professional profile is concerned, the ideal profile of coach should be endowed with some horizontal skills, which must be combined with skills indicated to work in a distinctly creative context such as:

- Critical mindset
- Proactive communication
- Passionate and positive
- Curious
- Influential
- Open minded and with a strong interest toward culture, arts and creativity

If the soft skills are important to assess the overall personal profile, nevertheless a sound working expertise is required as follows

- Professional experience and in-depth knowledge in at least 3 of the following topics (cultural and creative industries, tourism, arts and entertainment, marketing, communication, design thinking, finance, digitalisation, business management and strategy, innovation management, product development)
- At least 5 years professional experience
- Personal track record in coaching organisations and business leaders; coaches should demonstrate an existing successful track record as a coach or mentor;
- Expertise in innovation management;
- Fluent in English (written and spoken)
- Where possible working knowledge of a third EU language
- IT literate

Considering the type of tasks to be delivered, the sector concerned and the target addressed, a specific knowledge of cultural & creative sector as well as the tourism market will represent a preference criterion.

4. TASKS TO BE ACCOMPLISHED BY THE EXPERT

The expert's tasks include the following:

- to take part in at least 3 coaching sessions and networking events
- to agree a coaching work plan which addresses specific barriers to growth preventing the successful implementation of partnership project
- to deliver a programme of structured online coaching to address barriers to growth and help implement the project
- to deliver coaching on specific issues as necessary

5. APPLICATION AND SELECTION PROCEDURE

The deadline for submission of applications is July 15, 2020

Applications can only be submitted **in English** via email to Ivana Dević at the following email address: ivana.devic@agrra.hr

Application of the candidates will be evaluated according to the criteria set in section 3. Project partners will draw up a list of potential experts. Project partners may reserve the right to invite candidates to provide additional supporting documents and references which prove that they possess the requested skills and professional experience listed in section 3.

All of the requested expertise and skills will be assessed based on the information provided by the applicant.

Interested experts should provide the following documents and information in the first step:

- Curriculum Vitae in English
- Full contact details

In the second step, the selected experts will be communicated by e-mail to further submit the following:

- Evidence (documents) that they possess the requested skills and professional experience listed in section 3 and
- References.

The selected expert will be informed after the Decision on the selection has been made.

6. EXPERT FEE

The daily rate of experts is fixed at EUR 5.000,00, converted into Croatian Kunas according to the exchange rate of the Croatian National Bank on the day of pay off.

The selected expert will be paid in accordance with the Contract, after the execution of activities.

7. CONTACT

In case of any question related to the call please contact

Ivana Dević, Project Manager
ivana.devic@agrra.hr

PUBLIC CALL FOR EXPERTS -COACHES

EVALUATION REPORT

1. TENDERS RECIEVED

	Tenderer	Address	Time of receipt
1.			
2.			

2. TECHNICAL EVALUATION

Each member of the Evaluation Committee used an evaluation table. Completed and signed tables are attached to this Report. Each tender is awarded a number of points up to a maximum of 95. The final number of points of each tender is the sum of the individual marks divided by the number of evaluators (average number of points) as follows:

	Tenderer	Mark/ Evaluator 1	Mark/ Evaluator 2	Mark/ Evaluator 3	Average mark
1.					
2.					

3. FINANCIAL EVALUATION

Each member of the Evaluation Committee used an evaluation table. Completed and signed tables are attached to this Report. Each tender is awarded a number of points up to a maximum of 5. The final number of points of tender is the sum of the individual marks divided by the number of evaluators (average number of points) as follows:

	Tenderer	Mark/ Evaluator 1	Mark/ Evaluator 2	Mark/ Evaluator 3	Average mark
1.					
2.					

4. CONCLUSION

The Evaluation Committee determined the best tender by the sum of the technical and financial evaluation, thus establishing the final evaluation mark.

	Tenderer	Technical evaluation	Financial evaluation	Total mark
1.				
2.				

Accordingly, the Evaluation Committee recommends the award of the contract to the tender number

	Members of the Evaluation Committee	Signature
1.		
2.		
3.		

Place and date:

PUBLIC CALL FOR EXPERTS

EVALUATION OF THE RECEIVED TENDERS

Evaluator	1	
Criteria/max. number of points/	Candidate 1	Candidate 2
Professional experience and detailed knowledge of at least 3 of the following topics (cultural and creative industry, tourism, arts and entertainment, marketing, communication, design thinking, finance, digitalization, business and strategy management, innovation management, product development) / 25 /		
Years of professional experience / 10 /		
Personal records in coaching organizations and business leaders / 5 /		
Expertise in innovation management / 20 /		
Fluent in English (written and spoken) / 20 /		
Active knowledge of an EU third language / 5 /		
Computer literacy / 10 /		
Overall technical evaluation		
Offered price / 5 /		
Total price evaluation		
Cumulative evaluation		

Place and date:

Name and surname / signature of the Evaluator:

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Criteria/max. number of points/	Candidate 1	Candidate 2
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Expertise in innovation management / 20 /		
Fluent in English (written and spoken) / 20 /		
Active knowledge of an EU third language / 5 /		
Computer literacy / 10 /		
Overall technical evaluation		
Offered price / 5 /		
Total price evaluation		
Cumulative evaluation		

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Criteria/max. number of points/	Candidate 1	Candidate 2
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Overall technical evaluation		
Offered price / 5 /		
Total price evaluation		
Cumulative evaluation		

Place and date:

Name and surname / signature of the Evaluator:

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