



Terms of Reference

Co Creation Coaches

About Leaders International

Leaders International is an international network of local organizations that plans, manages, and monitors innovation and economic development interventions in the region. Through its offices in Brussels, Amman, and Ramallah, Leaders International provides complete project-management services with a focus on private-sector development, enterprise development, job creation, entrepreneurship, D4D, economic policy dialogue, and tourism value chain development.

Background

As cities continue to grow, so is the number of challenges they are facing. Environmental, economic or social emerging issues call for new and unproven urban solutions. The increasing need for urban innovation will result in the development of a significant number of smart cities initiatives, creating new business opportunities for Mediterranean SMEs. If we want our cities to be efficiently managed and more liveable for communities, public authorities and SMEs have to work together to come up with the best technological solutions. SME4SMARTCITIES will make this collaboration possible by reinforcing the capacities of Mediterranean cities and SMEs.

The project will help cities to be the front-runners of innovation, in particular through the use of public procurement of innovative solutions. On the other hand, the project will support Mediterranean SMEs to guarantee that their products and services meet the expectations and needs of smart cities.

Objective

This position will be a part of the project's implementation process.

Scope of work

To enhance the collaboration between SMEs and stakeholders with the presentation of an idea proposal detailing the solution they want to develop to solve a specific MED urban challenge (concept definition, partners to be involved, budget needed & a description of the development process to be carried out).

Required qualifications

1. Familiarity with national smart city solutions implemented by public and/or private entities.
2. Experience with co-creation, product development and innovation.
3. Ability to evaluate proposals and entities in regards to innovation.
4. Strong familiarity with the work of public authorities.



SME4SMARTCITIES

Deliverables # 1

To communicate organizational and technical information to give an ideal start to the SMEs when developing and launching their solutions.

Deliverables # 2

To deliver valuable insights to the SMEs to ensure a demand-driven approach and gain advantage to competitors. During the co-creation, SMEs will interact with each other and stakeholders of their specific challenge.

Deliverables # 3

Developing a digital co-creation methodology framework that considers a variety of aspects to transform SME services to Smart City solution and includes: social and cultural contexts, stakeholder perspective, the diversity of the needs of cities, incentives for SMEs to participate in solution creation, and the benefits presented by the corporation between SMEs and cities. The methodology should incorporate these aspects and proposes a suitable co-creation model that can sponsor the creativity and innovation of SMEs in addition to the practicalities needed by cities.

Deliverables # 4

A final proposal that includes information about business alliances for the solution development & PPPs that could result from its development & implementation of each SME.

To apply for this opportunity, please send your CV along with the financial offer to procurement@leadersinternational.org, no later than 20/04/2022.



FINANCIAL OFFER FORM

“Mediterranean SME working together to make cities smarter, SME4SMARTCITIES”

Please fill in the table below and submit it along with your CV to:

procurement@leadersinternational.org

Name of subject: **Co Creation Coaches/ SME4SMARTCITIES**

First Name, Last Name		
Address		
Mobile		
E-mail address		
Nationality (for tax purposes)		
Date		
Price	<u>Deliverables # 1</u> (Based on Daily Rate)	-----EUR/ Day
	<u>Deliverables # 2</u> (Based on Daily Rate)	-----EUR/ Day



SME4SMARTCITIES

	<u>Deliverables # 3</u> (Based on Daily Rate)	-----EUR/ Day
	<u>Deliverables # 4</u> (Based on Daily Rate)	-----EUR/ Day