

Terms of Reference

General Information

Project	:	West Bank Tech Boost Project
Activity Title	:	Development of New Market Access Accelerator Programs for 12 Startups
ToR Number (Please refer to it when applying)	:	TOR-MEPI-TB-03
Location	:	Palestine, West Bank
Date of Announcemen	:	June 4 th , 2025

Leaders International

Leaders International (LI) plans and delivers innovation and economic development interventions with a particular focus on private-sector development, entrepreneurship, job creation, digital transformation, and access to markets. The organization manages a multi-million-dollar active portfolio of grants and service contracts to ensure the economy's access to the necessary means and resources for development and economic prosperity. Through its projects, LI leverages its expertise in research, strategy, and management to provide its beneficiaries with sustainable technical and financial assistance and build their capacity and resilience to adapt to different economic challenges.

Project Background

The West Bank Tech Boost Project aims to strengthen the Palestinian tech ecosystem by enhancing the internationalization potential of tech and tech-enabled startups. The project will enhance incubators' capacity to support startups, improve market readiness for global scaling, and facilitate new international market connections for Palestinian startups.

Objective

The objective of this TOR is to co-develop with selected incubators two market access accelerator programs for 12 startups and facilitate incubators' participation in international startup events and collaborations.

Scope of Work

The selected consultant(s) will be responsible for both developing market access programs and support market linkage process. Key tasks include:

1. Co-developing two customized startup-focused market access programs with selected incubators. Each program should clearly define:

- Program objectives, structure, and intended outcomes.
 - Service offerings such as mentorship, market research, matchmaking, and investor or partner outreach.
 - Timeline, milestones, and expected outputs per cohort.
 - Advise on relevant networking memberships, especially in the US and GCC, along with relevant staff training.
2. Enhancing the visibility of incubators for market linkage:
- Support incubators in increasing their visibility and effectiveness through participation in international events and the establishment of strategic global partnerships:
 - Identify relevant international events (e.g., expos, conferences, pitch competitions) aligned with the focus sectors of each incubator.
 - Facilitate incubator attendance at key international events through logistical support, subsidized access, or partnership brokering.
 - Provide recommendations for sustaining and scaling international linkages post-engagement.

Deliverables

1. Inception Note: A brief plan submitted within 5 days of contract start, outlining the proposed methodology, work plan, timeline, and engagement approach for both incubators.
2. Two-Tailored Market Access Programs developed with incubators.
3. Workshops Report, including:
 - Summarizing the sessions, including observations on the engagement.
 - pre-assessment feedback
 - post-assessment feedback
4. Report on Global Linkage and Visibility Opportunities, including relevant international events (e.g., expos, pitch competitions, networking platforms) for each incubator based on their sectoral focus and recommendations for memberships, strategic global partnerships, and visibility actions targeting the U.S. and GCC markets.
5. Final Summary Report – A consolidated report capturing all activities conducted, lessons learned, key insights, and recommendations for future capacity development and internationalization support initiatives.

Reporting and Coordination:

The selected consultant(s) will report directly to the MEPI Project Coordinator at Leaders Organization. Regular updates will be provided during the two-week engagement to ensure progress and alignment.

Duration of Work

June 2025 - August 2025

Qualifications Required

- Bachelor's degree (Master's preferred) in International Business, Innovation Management, Entrepreneurship, or a related field.
- Minimum 5 years of experience in capacity building, program design, or startup internationalization.
- Proven experience working with incubators, accelerators, or entrepreneurship support organizations.
- Strong facilitation and coaching skills.
- Deep understanding of startup market access strategies and export readiness.
- Knowledge of the Levant entrepreneurial ecosystem, especially Palestine, is a strong asset.
- Experience with donor-funded programs and results-based reporting.

Taxes and Other Terms

- The offer should include VAT.
- This ToR may be split between more than one consultant if deemed necessary to meet the scope of work effectively.
- For individual consultants, Applicable tax laws apply.
- Please address the offer to: **Leaders Organization/ MEPI Tech Boost**
- Please mention the ToR number: **TOR-MEPI-TB-03** in the email subject
- Please submit your technical and financial offer (**attached to this ToR**), in addition to your company profile or CV (Individual Consultants) to:
palestineprocurement@leadersinternational.org, no later than June 18th 2025 in **USD Currency**.



FINANCIAL OFFER FORM FOR

MEPI Tech Boost Project

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

palestineprocurement@leadersinternational.org

Name of subject: **TOR-MEPI-TB-03 - Development of New Market Access Accelerator Programs for 12 Startups**

First Name, Last Name	
Address	
Mobile	
E-mail address	
Nationality (for tax purposes)	
Expected daily rate in USD	