

# Funding Opportunity Notice (FON): Innovative Concepts for SME Growth Financing in the Western Balkans

Funding Opportunity:	CATALYZE Innovative Blended Finance
Funding Opportunity Number:	FON-CATALYZE-EoG-2022-0255
On-Ramp Issuance Date:	February 3, 2022
On-Ramp Closing Date	March 3, 2022
Deadline for Submission of Concept Papers:	March 3, 2022, 17:00 Skopje Time
Submit Concept Papers To:	<a href="mailto:wbalkans.eog@thepalladiumgroup.com">wbalkans.eog@thepalladiumgroup.com</a>

Concept Paper Submission Deadlines:	Deadlines for Questions:
March 3, 2022 17:00 Skopje Time	February 15, 2022 17:00 Skopje Time

To Interested Offerors:

The purpose of this Funding Opportunity Notice (FON) is to solicit applications/proposals from interested parties, wishing to receive funding from the CATALYZE Innovative Blended Finance (CATALYZE) program. Palladium is implementing CATALYZE, funded by the United States Agency for International Development (USAID) and is seeking qualified sources to implement activities that will mobilize financing to high growth potential Small and Medium Enterprises (SMEs) in the Western Balkans (Albania, Bosnia & Herzegovina, Kosovo, Montenegro, North Macedonia, and Serbia). The Selection Process will employ a two-step phased evaluation that shall progressively reduce the number of offerors considered for the final funding opportunity/opportunities. The process will comprise of two phases:

**Phase 1:** Initial Review of Concept Papers and Evaluating Against Phase 1 Criteria

**Phase 2:** Request for Full Proposals and/or Applications and Evaluation Against Phase 2 Criteria and Final Source Selection for award of a subcontract or grant (see definitions below).

Palladium on behalf of USAID anticipates awarding one or more grants and/or subcontracts to fund selected proposals/applications submitted in response to this FON.

**Phase 1:** Concept Papers in response to this FON may be submitted by the above deadline. After each review round, successful offerors will be invited to submit full applications/proposals, which if selected, may result in a grant or a subcontract, as defined further below. Successful applications/proposals will be selected for funding by the CATALYZE/Palladium Source Selection Team.

**Subject to availability of funds, Palladium intends to provide** between \$30,000 to \$500,000 for individual value of awards; however, this amount can potentially increase during the co-creation process and/or if additional funds are made available for this initiative. Palladium reserves the right to fund any or none of the applications/proposals submitted.

Submission of questions: Questions on this FON should be addressed to [wbalkans.eog@thepalladiumgroup.com](mailto:wbalkans.eog@thepalladiumgroup.com) and will be reviewed and answered according to the one week after the deadline and circulated via email to all offerors who submitted concept papers before the single review round. The deadlines for receipt of questions are listed above. Telephone calls regarding technical content will not be entertained.

Palladium may award a subcontract or a grant as a result of any applications/proposals received and evaluated under Phase 2.

For the purposes of this FON a funded Subcontract is defined as a firm fixed price contract to procure goods or services at firm fixed prices, where payments are made for acceptable received and inspected services or goods in accordance with the stated criteria. Subcontracts may include profit or fee when priced.

For the purposes of this FON a funded Grant is defined as an agreement by Palladium to fund the grantee on cost reimbursable or Fixed Amount Award (FAA) to carry out innovative concept proving, research and development, or other work, which may or may not produce a desired final objective or a result. Grants shall not include any profit or fee.

The FON solicits applications/proposals for interventions that will be implemented in the Western Balkans region and offerors should clearly mention the geographic area(s) in which project activities will be implemented. Preference will be given to applications/proposals that cover more than one country.

Subcontracts will be administered in accordance with the terms and conditions of Firm Fixed Price Contracts under CATALYZE, which will be provided to the applicants selected for Phase 2 evaluation.

This FON is comprised of the following main sections:

1. Program Summary
2. Funding Opportunity Statement
3. Award Information
4. Eligibility Requirements
5. Application/Proposal & Submission Information
6. Application/Proposal Review Information
7. Award & Administration Information
8. Other Information

To be eligible for consideration, offerors must provide all required information in their application/proposal. Applications/proposals that are submitted late, incomplete, or are non-responsive will not be considered. Awards will be made to the responsible offerors whose concept best meet the requirements of this FON and the evaluation criteria contained herein.

Palladium requires applications/proposals to be submitted electronically (via e-mail) to [wbalkans.eog@thepalladiumgroup.com](mailto:wbalkans.eog@thepalladiumgroup.com) no later than the deadlines listed above.

Issuance of this FON does not constitute an award commitment on the part of Palladium, nor does it commit Palladium to pay for any costs incurred in the preparation and submission of an application/proposal. Further, Palladium reserves the right to reject any or all applications/proposals received. Applications/proposals are submitted at the risk of the offeror, and all preparation and submission costs are at the offeror's own expense.

Sincerely,

Dina Karic  
EoG Regional Team Leader