



EU for Economic Growth (EU4EG) Project
Contracting Authority:
Deutsche Gesellschaft für Internationale Zusammenarbeit GmbH (GIZ)

CALL FOR PROPOSALS FOR EXISTING MICRO, SMALL AND MEDIUM ENTERPRISES (MSMEs)

CALL REF: EU4EG_MSMEs_2

IMPORTANT NOTE: ONLY POLOG AND PRESIPA REGIONS

We are looking for Micro, Small and Medium Enterprises (MSMEs) with growth potential established in the Republic of North Macedonia with physical office/premises and staff in the two target areas (Polog planning region and Prespa area (Municipality of Resen)).

We are looking for MSMEs that are identified through the network of advanced business support services and which are already beneficiaries of the proposed services provided by local business support organizations. Thus, the concentration of advisory and financial support will increase significantly the chances for the company survival and growth.

Apply now to the EU4EG Call for Proposals and benefit from the financial support for investments boosting the local economy, but also enhance your managerial, technical, and business capacities, improve your business performance in terms of turnover, export potential and profit and therefore create new jobs (in particular for people under 40 years old; women; and vulnerable/marginalised groups), introduce new products and services as well as contribute to the green and circular economy and take measures towards a zero pollution and zero waste model to prevent negative impact on the environment and climate change.

Overall Objective	Specific Objectives
To contribute in increasing the local economic activity and competitiveness in four target areas by improving access of existing MSMEs to high value-added business support services and financing.	<ul style="list-style-type: none">• To operationalise growth plans resulting from local business support organisation's (BSOs) support.• To provide non-reimbursable financial support (grants) to MSMEs with growth potential complemented with business support services (BSSs) provided by local BSOs.• To increase competitiveness of MSMEs by introducing new innovative technologies, technology lines, machinery and equipment, production methods with an impact in improving business processes, and production efficiency.• To support high value-added business initiatives including those related to the green and circular economy.



It is thus important that MSMEs interact with the local business support organizations and use business support services provided by them (those already supported by the EU4EG project) that could help them to identify and realize their growth opportunities.

Who can apply?

This call is open to individual MSMEs and their Affiliated entity(ies). The following conditions must be met by the Applicant in order to be eligible for support.

The Applicant must:

- be a legal person and
- fall under the EU “Small and Medium Enterprise (SME)” definition: consist of fewer than 250 employees and have EITHER an annual turnover not exceeding 50 Million EUR, OR an annual balance sheet total not exceeding 43 Million EUR and
- be established in the Republic of North Macedonia at least 36 months before the deadline for submission of this Call for Proposals and
- has physical office/premises and staff in either Polog planning region or Prespa area (Municipality of Resen) in the Republic of North Macedonia, and
- have sufficient technical, financial and managerial capacity to implement the project proposal and
- be directly responsible for the preparation and management of the action, not acting as an intermediary and
- is beneficiary of the other activities of the EU4EG project, such as the business support services
- submit a document prepared by a local BSOs where the project proposal is identified/recommended based on the provided business support service from the EU4EG Catalogue (e.g. Innovation audit, Energy audit for industrial processes, Circular business model assessment, Product development roadmap, Export Audit, Export Plan, Quality readiness assessment, etc.).

Size of grants

Any grant requested under this Call for Proposals must fall between the following minimum and maximum amounts of total eligible costs of the action:

- Minimum: 50.000 EUR and
- Maximum: 100.000 EUR.

The grant requested must fall between the following minimum and maximum percentages of total eligible costs of the action:

- Minimum: 20%;
- Maximum: 50%.

The expected overall duration of the project proposals is maximum 12 months.



How to apply?

The Application by MSMEs shall be made in one step:
Step 1: Full Application.

The Full Application together with the supporting documents must be submitted online on the following e-mail: EU4EG@giz.de within the given deadline **20 April 2023 (Thursday) at 12:00 hours (local time)**.

The detailed application procedure is described in the **Guidelines for Applicants**. Please read carefully the **Guidelines for Applicants** before applying to this Call.

The text of the Call for Proposals is published on several platforms:

- EU4EG Academy page: [LINK](#);
- GIZ North Macedonia Facebook page: [GIZ North Macedonia | Facebook](#)
- GIZ North Macedonia LinkedIn page: [GIZ North Macedonia: My Company | LinkedIn](#)
- the EU Delegation to North Macedonia web page: [Republic of North Macedonia | EEAS Website \(europa.eu\)](#)

The Guidelines for Applicants (GfA) and the Application Package are published on the EU4EG Academy page: [LINK](#).

Potential applicants (MSMEs) have thus several options to acquire the Guidelines for Applicants (GfA) and the Application Package:

- 1) Request from local BSOs which can download for them from the EU4EG Academy page; OR
- 2) Request can be made on the following e-mail: EU4EG@giz.de with Subject: Request for obtaining at the GfA and Application Package;
OR
- 3) Request can be made by contacting GIZ Regional Advisers on the following e-mails:
 - Polog planning region: evzi.hani@giz.de
 - Prespa area (Municipality of Resen): jovan.gavrilovski@giz.de



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Calendar of the Call

CALL FOR PROPOSALS FOR EXISTING MSMEs	
CALL REF: EU4EG_MSMEs_2	
Activity	Timetable
Launch of the Call for Proposals	01 March 2023 12:00 h
Information days in Polog planning region and Prespa area (Municipality of Resen)	<ul style="list-style-type: none"> • Online event on 14.03.2023, 11 h using MS Teams platform on the following LINK • Physical events in the target areas: <ul style="list-style-type: none"> ○ Polog region: <ul style="list-style-type: none"> ▪ 16.03.2023 in Tetovo, 11 h ▪ 16.03.2023 in Gostivar, 15 h ○ Prespa area (Municipality of Resen): <ul style="list-style-type: none"> ▪ 22.03.2023 in Resen, 11 h. <p>The locations of Information events will be also published in advance on the following LINK at the EU4EG Academy page and will be also sent via e-mail.</p>
Requesting any clarifications related to this Call for Proposals	7 days prior to submission date
Publication of Questions & Answers	5 days prior to submission date
Deadline for submission of Full Applications	20 April 2023 12:00 h
Information to Applicants on opening, Administrative and eligibility check and the evaluation of the Full Applications (Step 1)	31 May 2023
Commercial Eligibility Check of the conditionally selected Applicants	30 June 2023
Final selection of the Applicants	30 June 2023
Preparation and signing of the Grant Agreements (Contracts)	30 September 2023