



## ANNEX II: TERMS OF REFERENCE

### 1. BACKGROUND INFORMATION

*This tender procedure is launched in the frame of the “Stand Up!: Sustainable Textile Action for Networking and Development of circular economy business ventures in the Mediterranean” Project funded by ENI CBCMED Programme.*

Stand Up! Project concerns the Textile and Clothing (T/C) sector of 6 Mediterranean Sea Basin (MSB) countries and involves seven Project Partners (PPs) - representing Textile/Clothing (T/C) regions in the Mediterranean basin: TEXFOR (Sabadell/Catalonia), Catalan Waste Agency- SCP/RAC (Barcelona/ Catalonia and Lead Beneficiary), Fondazione Museo del Tessuto di Prato (Tuscany, Italy), Berytech Foundation (Lebanon), SEKEM Development Foundation (Ash Sharquiyah, Egypt), Textile Technical Centre – CETTEX (Tunis, Tunisia), and the Tunis International Centre for Environmental Technologies – CITET (Tunis, Tunisia).

This project aims to enhance scalable, replicable and inclusive circular economy ventures in the Mediterranean by developing an ecosystem of business support, innovation, and technology transfer that will lead to sustainable job creation for youth and women. Specific initiatives are:

- 400 ideation-stage ventures will be supported to help them generate employment opportunities.
- 20 early and growth stage ventures will be assisted in maintaining stable employment and create, at least, two new direct jobs each.
- The stimulation of innovation and sector aggregation will minimize negative environmental impact along the garment lifecycle and facilitate the region's transition towards sustainable consumption and production in the textile and clothing industry.
- All in all, the project will mark a significant step change in each region's ability to harness the power of eco-innovation and entrepreneurship in the textile (Italy and Spain) and clothing (Lebanon, Tunisia and Egypt) sectors.
- From one side, the project will work with stakeholders to develop national policy recommendations and sustainable textile and clothing roadmaps for Lebanon, Egypt and Tunisia, and, from the other side, it will work with public authorities and intellectual property agencies to facilitate improved IPR to ventures.

The Stand Up! project's duration is 29 months (01-07-2020 – 31-12-2022) with a total budget of 3.693.986,68 Euro of **which 3.324.588,01 Euro are funded by ENI and 369.398,67 Euro co-financed by the project' partners.**

**1.1. Beneficiary countries:** Spain (country of the Lead Beneficiary) and: Italy, Lebanon, Egypt, and Tunis.

**1.2. Contracting authority:** TEXFOR, Confederación de la Industria Textil en España- C/Sant Quirze, 30 - 08201 Sabadell

**1.3. Involved countries background:** textile and clothing have a long tradition in the Euro-Mediterranean countries. The manufacture and the export of textile and clothing products, as the second most-traded goods (after oil and gas)



and a priority sector in the region, are a factor in economic development and political stability in the Mediterranean partner countries.

After a period of austerity, South European Mediterranean countries (Spain, Italy and Greece) were significantly improving their economies in the latest years (2017/2018). In 2019 their growth is slowing down either for external impacts (decrease of international commerce) and/or for internal reasons (in Italy particularly). Within these general economic conditions, the issues related to environment have increased momentum. Consequently, T/C companies are focusing on specializations that strengthen their competitive advantages in the international arena adding to them efforts for innovation in materials, applications as well as for including the T/C sector in circular economy. In the Mediterranean Partners Countries, T/C companies are trying to consolidate competitive advantages either by strengthening their ties with international partners and by improving their technology and marketing capacities and capabilities.

**1.4 Current situation in the sector:** There is a pressing need for transition to an environmentally and socially responsible circular model in the textile sector, a traditional key industry in the Mediterranean with an undoubtful cross-border nature. The very word “textile” seems Mediterranean like: clothes cross the sea basin from textile manufacturing to clothing production and from consumption to re-use and recycle. The solution to accelerate this transition is innovative entrepreneurship, which, in addition to its positive environmental benefits, will generate employment in the region. Furthermore, there is a need to develop the sector into a more competitive, value-added, innovative, knowledge-based and sustainable industry. Stand Up! will support initiatives for:

1. SMEs of the sector will be more competitive and, at aggregate level, the value chain will be strengthened, and new cross-border linkages established.
2. Enhance scalable, replicable, and inclusive circular economy ventures in the Mediterranean
3. Minimize negative environmental impact along the garment lifecycle and smooth the region's transition towards sustainable consumption and production in the textile and clothing industry

## 2. OBJECTIVE & EXPECTED RESULTS

### 2.1 Objective

*Recruitment of two local mentors (LM) who will provide assistance throughout the entire incubation process by dedicating 40 hours of one-to-one support. In addition, the LM will dedicate 15 hours to back-office tasks and will attend the training of the Green Business Plan (GBP) methodology.*

### 2.3 Results to be achieved by the contractor

- A validated Green Business Model (GBM) from the entrepreneurs
- Identify the external needs of the entrepreneurs' business model.
- Provide support during the business launch plan (from the ideation of this stage to its implementation)
- Provide support during the business take off and most importantly, during the funding stage.



## 4. SCOPE OF THE WORK

### 4.1 General

#### 4.1.1 Project description

The STAND Up! project addresses the need for transition to an environmentally and socially responsible circular model in the textile sector, a traditional key industry in the Mediterranean with an undoubted cross-border nature. The project intends to support textile entrepreneurs and eco-innovative ventures in 5 participating countries and help them seize the business opportunities and employment that the green evolution will inevitably generate in the region. STAND Up! goal is ambitious and so is its scope with many actions to be undertaken in training, financial grants, market stimulation, technology transfer, Intellectual Property Rights protection, etc. As a result, the SMEs of the sector will be more competitive and, at aggregate level, the value chain will be strengthened, and new cross-border linkages established.

Two mentors specialized in entrepreneurship are required for TEXTFOR to support the selected entrepreneurs during the whole incubation process.

#### 4.1.2 Geographical area to be covered: Spain

#### 4.1.3 Target groups: Selected entrepreneurs (4) for the incubation phase

### 4.2 Specific work

- Review and validate the Green Business Model that the entrepreneurs have designed during the training. This framework should be so well developed that it could respond to any question of the business model.
- Based on the GBM, identify the external needs of the entrepreneurs' business model and give support to the entrepreneur on how to cover this gap.
- Provide support during the business launch plan (from the ideation of this stage to its implementation). This means that the mentor must be aware of all the activity that the entrepreneur is performing and must help him designing this launching plan.
- Provide support during the business take off and most importantly, during the funding stage. This includes helping the entrepreneurs on the searching of investors and other sources of funding.
- Conduct one-to-one tutorships, together with back-office tasks, to achieve all the specified objectives.

#### 4.3.1 Responsible body:

The responsible body for the management of this assignment is TEXTFOR.



## 5. LOGISTICS AND TIMING

### 5.1 Location:

Spain

### 5.2 Start date & period of implementation:

The assignment will start upon contract's signature, and will continue until the incubation stage ends (foreseen between January and March 2022).

## 6. REQUIREMENTS

### 6.1 Staff

Note that civil servants and other staff of the public administration of the beneficiary country cannot be proposed as experts unless prior written approval has been obtained from the European Commission.

All experts must be independent and free from conflicts of interest in the responsibilities they take on.

#### 6.1.1 Key experts

##### Key Expert 1: Local mentor

- Qualifications and skills:*
  - *Good communicator*
  - *Proactive*
  - *Entrepreneurial spirit*
  
- General professional experience:*

Proved experience as an entrepreneur or/and as a mentor of start-ups and entrepreneurship projects.
  
- Specific professional experience relevant to this project:*
  - Experience in entrepreneurship.
  - Experience in providing support to entrepreneurs.
  - Experience in the textile sector.
  - Fluency in English is required.
  - Wide network of contacts.

### 6.2 Office accommodation and Facilities to be provided by the contractor

The expert is supposed to work at his/her own premises. In any case, the costs of the office accommodation are to be covered by the contractor.



### **6.3 Equipment**

No equipment is to be purchased on behalf of the contracting authority / partner country as part of this service contract or transferred to the contracting authority / partner country at the end of this contract. Any equipment related to this contract that is to be acquired by the partner country must be purchased by means of a separate supply tender procedure.

### **7. REPORTS**

#### **7.1 Reporting requirements**

Each invoice of the Contractor shall be accompanied by a detailed description of the services rendered in the period.

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