

# USAID Kosovo Compete Activity

## Scope of Work

### Project Description

USAID Compete Activity works to empower firms, organizations, and institutions to improve market systems. USAID Compete seeks to sustainably improve competitiveness in three key export-oriented sectors of wood processing, food processing and ICT. By working to address constraints across the system, USAID Compete seeks to enable scalable and systemic change to occur, stimulating job creation and private sector increased ability to engage in local, regional, and international markets. The expected results of USAID Compete across all three sectors are: 1) market systems are strengthened to increase sector competitiveness, and 2) market actors within those market systems are more productive and competitive.

### Background

Following recognition by Israel, economic and business exchanges between Kosovo and Israel are intensifying. In 2021, the Kosovo Israeli Chamber of Commerce (KICC) was established, with a local business membership base cutting across several economic sectors. The primary role of KICC is to identify and facilitate opportunities for business collaboration between the two countries. In that regard, KICC is spearheading an effort to organize a visit by a Kosovo business delegation to Israel in December 2022. In that regard, it is closely coordinating the effort with respective local business chambers and sector associations. USAID Compete is supporting KICC and other stakeholders in this effort.

### Assignment Description

In order to facilitate business links between companies from both countries, KICC is seeking to prepare a study that informs local businesses on the legal and other regulatory requirements that need to be fulfilled to export goods and services to Israel. This involves but is not limited to legal, regulatory, and technical requirements for Kosovo businesses to export to Israel, including customs rules and regulations, taxation, certification requirements, etc. The primary intention of the study is to examine the export regulatory requirements for three sectors: wood processing, food processing, and ICT.

Although the primary use of the study will be to provide guidance to Kosovo exporters on the needed compliance with Israeli regulatory requirements for exporting in that country, the study can also be useful to inform policymakers both in Kosovo and Israel on the possible changes that may be required to address possible regulatory obstacles. This can lead to improving trade links between the two countries. In that regard, the study might *also* be useful to inform both of the respective governments on a possible process toward either a free trade agreement or a similar preferential trade arrangement.

In that regard, USAID Compete is partnering with KICC to support its effort to scope the current regulatory and compliance requirements for Kosovo exporters aiming the Israeli market (with a focus on the three mentioned sectors). In doing so, **USAID Compete is seeking to engage a technical expert to assess the existing Israeli legal and regulatory requirements for aspiring Kosovo exporters and to inform Kosovo exporters on the steps needed in order to access the Israeli market.** In short, *the study will examine existing export and trade barriers and other export market access prerequisites and requirements for Kosovo businesses wishing to export goods and services to Israel.*

<b>Name of Position(s)</b>	Technical Expert on Legal and Regulatory Trade Issues
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<p><b>Main Tasks</b></p>	<p>The Expert is tasked with producing a study that examines the regulatory and compliance requirements for Kosovo exporters eyeing the Israeli market. To produce the study, the Expert should undertake the main envisaged tasks:</p> <ol style="list-style-type: none"> <li>1. Review the Israeli and Kosovo legal, regulatory and compliance framework that governs the process of exporting Kosovo goods and services to Israel (with a focus on wood processing, food processing and ICT sectors).</li> <li>2. Based on the review, identify the main compliance regulatory requirements for Kosovo exporters and develop a practical explainer for Kosovo companies, segmented as needed by sector.</li> <li>3. Identify (with the support of business chambers) a list of Kosovo businesses that have exported or are currently exporting to Israel and those thinking seriously to enter the Israeli market.</li> <li>4. Interview selected businesses (5-10 businesses in total) to understand their current experiences with exporting, including identifying any regulatory obstacles faced or other challenges encountered by Kosovo businesses.</li> <li>5. Present the main findings from the regulatory/legal/compliance review and obstacles identified through the business survey to a roundtable involving the main business chambers, industry associations, and Kosovo companies.</li> <li>6. Utilize the roundtable to gather additional insights from the participating stakeholders towards enriching the overall study/report.</li> <li>7. Conduct desk research (using Kosovo Customs and other available data) on the current trade exchange volume between the two countries.</li> </ol>
<p><b>Key Deliverables</b></p>	<ul style="list-style-type: none"> <li>• Comprehensive study (as a practical explainer to Kosovo businesses) on existing regulatory and compliance requirements for Kosovo exporters eyeing the Israeli market which includes at least the following: <ul style="list-style-type: none"> <li>○ Legal, regulatory and compliance requirements for Kosovo businesses interested to export to Israel.</li> <li>○ List of key challenges encountered by Kosovo businesses exporting to Israel.</li> <li>○ List of recommendations for addressing identified regulatory and compliance bottlenecks.</li> </ul> </li> <li>• Delivery of a roundtable workshop, presenting key findings from the legal/regulatory review and survey with businesses.</li> <li>• Trade exchange volume analysis, segmented by main product categories.</li> </ul>
<p><b>Minimum requirements</b></p>	<ul style="list-style-type: none"> <li>• A relevant university degree preferably in economics, law, or business.</li> <li>• Demonstrated experience in examining regulatory and legal frameworks, preferably governing trade relations.</li> <li>• Experience working with businesses is highly advantageous.</li> <li>• Knowledge of manufacturing and services sectors is highly desirable.</li> <li>• Experience conducting research, data analysis and surveying entities is highly desirable.</li> </ul>

	<ul style="list-style-type: none"> <li>Demonstrated ability to produce high quality reports and to distill key recommendations based on prior scoping.</li> </ul>
<b>Period of Performance</b>	September 2022 – November 2022
<b>Reporting</b>	The Expert will submit regular/weekly reporting to USAID Compete and KICC on key activities for the week and the progress toward the main agreed deliverables.
<b>Level of Effort</b>	20 days
<b>Supervisor</b>	SBE Expert

**Application:**

To apply please submit your CV.

Please send the requested document electronically to the following email: [info@kosovocompete.org](mailto:info@kosovocompete.org)

All submissions must be received by **Thursday, September 15, 2022, close of business.**

Only shortlisted candidates will be interviewed.