

TERMS OF REFERENCE

Assignment Title:	Development of the 5 years Business Plan
Organization Unit:	NALED Executive Office
Type of Appointment:	Service Contract
Duration:	Max 45 workdays within 2 months
Eligible service providers:	Business Plan Consultants and/or Consulting companies
Location:	Belgrade, Serbia

Background:

National Alliance for Local Economic Development (NALED) is an independent association of businesses, local governments and civil society organizations working together on improving the business climate in Serbia. NALED is the only business association gathering all three sectors of the society (public, private and civil) whose activities and goals are supported by the government institutions and international development organizations. Since it was established in 2006 with the help of USAID, NALED has brought together over 160 members and 30 institutional partners. For more information, visit www.naled-serbia.org

NALED has worked with USAID to develop the Scope of Work to prepare a 5-year planning Business plan as a basis for NALED's continuing growth and sustained development.

Herein defined assignment is designed with the purpose of laying out NALED's strategy for sustained organizational development and institutional strengthening by producing the 5-year Business Plan that will provide the clear process of setting goals, explaining objectives and then presenting a plan to achieve these goals and objectives. Furthermore it will provide in-depth analysis to identify where NALED stands in relation to its competitors, as well as to collect data to support decision making process and to identify strengths and weaknesses within the organization and within its working environment.

In order to achieve these objectives NALED is planning to implement following activities:

- Development of the detailed Scope of Work to capture and define the processes and activities, deliverables and timeline for developing of the 5-year Business Plan
- Development of the detailed Terms of Reference (ToR) for service providers
- Organization of a public RFP procedure to collect bids by qualified service providers and award the contract to implement the development of the 5-year Business Plan
- Development of the 5-year Business Plan, its review, approval and acceptance
- Publishing of the executive summary of NALED's 5-year Business Plan and its presentation to the Managing Board members.

These activities need to provide the following outputs:

1. Reviewed and assessed the market potentials (public sector, private sector, international development sector and others) of the different business models;
2. Reviewed and assessed the business opportunities and future potential of NALED products and services;
3. Developed recommendations, systems and processes for resource mobilization and financial sustainability of NALED;
4. Prepared a Report containing in-depth analysis on the various business options and recommendations for submission to NALED management;

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R Sandford



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