****

**CALL FOR PROPOSALS**

**“One Stop Shop”**

**Business Development Services for Women MSMEs**

The UN Entity for Gender Equality and the Empowerment of Women (UN Women) is inviting Non-Governmental Organizations and/or Firms to submit proposals for the “One Stop Shop for Sustainable Businesses” Joint Programme, and the “Spring Forward for Women” Programme.

**Guidelines for the Submission of Proposals**

**Format of Proposal -** Given the attached Terms of Reference, the proposal should contain, at a minimum, the following:

1. **A narrative proposal consisting of:**
* **Institutional profile:** A brief description of the organization, including its registration details and relevant experience working on issues pertaining to women, peace and security, familiarity with international human rights instruments and gender-based violence, understanding and work experience on women’s rights, gender equality and women’s empowerment both at the central and district levels (1-1 ½ pages).
* **Context and problem analysis**: A description of women’s participation in the economic sector in the State of Palestine and their ability to generate income through women-owned Micro, Small and Medium Enterprises (MSMEs) in the cultural sector (2 pages).
* **Justification:** Analysis of why it is important to develop the capacity of women Micro, Small and Medium Enterprises (MSMEs) and to provide them with grants to enhance their businesses and why your organization is best suited to carry out this assignment (2 pages).
* **Expected results**: The expected outputs and outcomes of your project based on the annexed Terms of Reference (ToR) annex 1 below (3-10 pages).
* **Project design:** Description of strategies and approaches that your organization proposes to address the gaps, how the proposed strategies and activities will contribute to the development of the capacity of women MSMEs and what change is expected from the capacity development activities and the provided grants. In addition, the proposal should address how the organization intends to deliver on the specific results as described in the Terms of Reference (attached), summarized herein:
	1. **Providing key capacity building services to enhance the institutional and production capacity of women MSMEs**
	2. **Establishing a Grants Scheme and providing grants for women MSMEs.**
* **Partnerships:** (if applicable) A description of the partners/joint ventures needed to successfully implement the project and their roles (1-1 ½ pages).
1. **Logical Framework Format:** Using Annex II
2. **Work plan:** Using Annex III
3. **A Budget** fulfilling the following requirements (Using Annex IV):
* The budget should show the amount required to achieve each output.
* The budget should include an allocation for preparation of a certified financial report at the end of the project.
	+ - The administrative/indirect costs should not exceed 7% and can be used to cover costs such as communication costs for staff, office supplies, utilities, rent, maintenance, bank charges, etc.

Applicant organizations/firms must include supporting documents to include the following:

* Organizational brochure(s), newsletters and/or info sheets.
* Certified financial audit reports for 3 previous fiscal years. The organization/firm should submit the work plan, logframe and budget annexes in excel format using Annex II, III, and IV.[[1]](#footnote-1)
* Terms of Reference (ToRs) and/or CVs of proposal staff and/or technical consultants.
* If applicable: a copy of the signed partnership agreement, or joint venture contract between the applicant organization and partner organization/s.

Eachorganization/firm may apply as a lead organization once, and unlimited times as partner organization/firm to the Action. The lead applicant organization/firm may have joint ventures or agreements or subcontracts with other relevant organizations to implement the Action and complement its expertise. UN Women will sign a partnership agreement with and disburse funds to the applicant/lead organization only.

The applicant organization should fall under any of the following legal categories:

A legally registered non-governmental organization with at least 3 years of relevant experience.

A legally registered firm with at least 3 years of relevant experience.

The applying organization/s must be legally and locally registered in the relevant Palestinian Government body/ies.

**Criteria for selection:** Proposal will be selected on the basis of technical (80%) and financial (20%) assessments. The technical assessment will review the following:

* Extent to which the proposal fulfills the requirements of the Call for Proposals (5%)
* Clarity of the situation analysis and problem identification (15%)
* Soundness of strategy, proposed activities and expected results against the problem analysis (25%)
* Application of a participatory process to bring together various strategic partners (10 %)
* Realistic work plan to complete the activities (10 %)
* Applicants’ institutional capacity, relevant experience and competencies of technical staff and/or consultants (15%)

**Q&A Session:**

A Q&A session will be organized by UN Women to enable interested organizations who wish to apply for this Call to ask questions that would better help them respond to the Call and submit relevant proposals. The session’s details are follows:

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Date** | **Day** | **Time** | **City** | **Venue** |
| 7 May | Thursday  | 10.00am | Ramallah | UNRCP – Tokyo Street, 4th Floor) |
| **RSVP: Please confirm your participation in the session above by Tuesday 5 May at 15.00 to** **Ms. Hadil Naser by email:** **Hadil.naser@unwomen.org** **and/or mobile: 0592321308** |

**Proposals are due (in English only) by 15 May 2015 by 14.00**

**Please send the full application including proposals, annexes and all requested supporting documents to either of the following:**

* **In sealed envelopes to the attention of Mr. Khaled Milhem:**

**UN WOMEN Jerusalem Office**

**Alami Building, Rosary Sisters School St. Dahiet Al Barid, Beit Hanina**

**Phone: 02-6287602**

* **Or by E-mail:** to the attention ofMr. Khaled Milhem / E-mail: palestine.procurement@unwomen.org

**Please make sure to clarify the exact name of the Call for Proposals you are applying to, as follows:**

**CALL FOR PROPOSALS**

**“One Stop Shop”**

**Business Development Services for Women MSMEs**

**The full application should include the following items:**

1. The Narrative Proposal
2. Logical Framework Format (Annex II)
3. Implementation Workplan Format (Annex III)
4. Budget Annex (Annex IV)
5. Supporting documents

**Applications missing any of the items above will not be viewed as complete applications and thus will not be considered by UN Women under this Call.**

**Annex I: TERMS OF REFERENCE**

**Background**

UN Women, grounded in the vision of equality enshrined in the Charter of the United Nations, works for the elimination of discrimination against women and girls; the empowerment of women; and the achievement of equality between women and men as partners and beneficiaries of development, human rights, humanitarian action and peace and security. Placing women’s rights at the center of all its efforts, UN Women leads and coordinates United Nations system efforts to ensure that commitments on gender equality and gender mainstreaming translate into action throughout the world. It provides strong and coherent leadership in support of Member States’ priorities and efforts, building effective partnerships with civil society and other relevant actors.

UN Women plays an innovative and catalytic role in the State of Palestine since its inception in 1997. UN Women focuses its activities on one overarching goal, namely to support the implementation at the national level of existing international commitments to advance gender equality in line with the national priorities. In support of this goal and thoroughly taking into consideration the specificities of the Palestinian context, UN Women concentrates its efforts and interventions toward the realization of the following strategic goals: Engendering governance, peace and security; Supporting women's economic security and rights; and Promoting women’s rights and protection against violence.

UN Women’s related experience on women’s economic empowerment focuses largely on enhancing the cultural and creative industries in the State of Palestine. Through the regional “Spring Forward for Women" Programme, as well as the “Creating a One Stop Shop for Sustainable Businesses” Joint Programme, UN Women will support a One Stop Shop that will serve as a comprehensive hub of services for improving the access of targeted marginalized women Micro, Small and Medium Enterprises (MSMEs) to economic opportunities. Training, product development, packaging, quality control, as well as market linkages are some of the activities that will be implemented under the One Stop Shop. In addition to facilitating the access of the targeted beneficiaries to financial resources through providing grants (in-kind contribution and/or cash or both) as part of the One Stop Shop services for eligible MSMEs who fall under the agreed upon required relevant criteria. The One Stop Shop serves both the “Spring Forward for Women” Programme as well as the “Creating a One Stop Shop for Sustainable Business” Joint Programme, as both Programmes’ objectives are to increase women’s economic participation, and to provide women MSMEs with income generating and self-employment opportunities that will lead to their economic and social empowerment. Below is the description of both Programmes which this Call falls under:

1. **Spring Forward for Women Regional Programme – funded by the European Union and UN Women:**

In response to calls for increasing need to support women’s economic empowerment and political participation, UN Women has been implementing the “Spring Forward for Women” Regional Programme (SFWP) (2012-2016) in several countries in the Southern Mediterranean region, including the State of Palestine. The SFWP aims to provide a mechanism to advance the economic empowerment of women and to assist them to reposition themselves in the political and decision-making spaces so that they may have greater influence in shaping the future of their countries in the on-going democratic transition while protecting their previous gains. The programme works at multiple levels to respond to the specific support needs at the regional and country level, building on local initiatives in priority countries with the recognition that sustainable change must be locally-owned and led.

The overall objective of this programme is to promote the access and effective participation of marginalized women in economic and public life, by addressing the barriers that have impeded the access and engagement of marginalized women in these areas. The specific objectives are as follows:

1. To empower women politically in order to assure women's active engagement in decision-making spaces.
2. To empower women economically.
3. To enhance regional knowledge and experience-sharing on women's political and economic rights.
4. **One Stop-Shop for Sustainable Businesses – SDG-Funded Joint programme:**

Funded by the “Sustainable Development Goals Fund” (SDG-F) this new joint programme aims to contribute to fostering institutional and sustainable economic development through supporting women owned or run Micro, Small and Medium Enterprises (MSMEs) working in culture and agriculture industries.

UN Women will work jointly with the Food and Agriculture Organization of the United Nations (FAO) and the United Nations International Trade Centre (ITC) in collaboration with governmental institutions, local authorities, private sector, and community-based organizations and civil society at large. The programme relies on a participatory bottom-up approach to achieve the following objectives:

* Establish policies and practices for promoting and supporting women MSMEs,
* Develop, design and run a One Stop Shop and two business shops to support cultural[[2]](#footnote-2) and agricultural MSMEs in developing and sustaining their businesses.

**Description of the Terms of Reference:**

UN Women, through this call for proposals, is interested to design, develop and run the services of a ***One Stop Shop*** to provide holistic services for Palestinian women Micro, Small and Medium Enterprises (MSMEs). The One Stop Shop will be located in Ramallah, integrated within the operations of the selected organization/firm.

The “Creating one-stop-shop for sustainable businesses” Joint Programme (JP) is strongly linked with, and complements the “Spring Forward for Women” Programme. The strategic linkages between the two programmes interact on both the normative and regulatory levels where both programmes have interventions with the national governmental machineries on developing and gender sensitizing economic empowerment related national frameworks. Both programmes will benefit women MSMEs through the creation of the “One Stop Shop” which will improve the access of targeted marginalized women to economic opportunities through creating support to self-employment, micro and small enterprises and start-ups, training, product development, as well as market linkages, packaging, and quality control. Greater impact will also be achieved by providing additional services to the capacity building component by utilizing the services of the main UN Joint Programme partners FAO and ITC.

The selected organization/firm will be responsible for developing, designing and running the One Stop Shop business development services’ hub with an incubation space for women entrepreneurs/businesses, MSMEs and cooperatives. The objective is to increase access and competiveness of marginalized women run MSMEs and cooperatives’ products in local, regional and international markets.

**Expected Results:**

Through the One Stop Shop, the selected organization/firm is expected to implement two key components aimed at empowering women MSMEs through providing key services and financial support for promoting their production capacity and sustainable economic development. The two key components are as follows:

1. Providing key capacity building services to enhance the institutional and production capacity of women Micro, Small and Medium Enterprises (MSMEs)
2. Establishing a Grants Scheme and providing grants for women MSMEs.

The detailed actions and outputs that are expected to be delivered by the selected organization as part of the two aforementioned main components are described in detail in below sections.

**1. Providing key capacity building services to enhance the institutional and production capacity of women MSMEs**

**1.1. Develop and deliver a capacity building programme**

The selected organization is expected to develop a full-fledged capacity building programme through the following:

* + 1. Developing the criteria for selecting 45 women MSMEs, 30 from the West Bank and 15 from Gaza, to benefit from the capacity building programme. The final criteria needs to be developed based on discussions between UN Women and the selected organization/firm. Among the desired criteria that the selected organization/firm needs to consider are the following:
			1. The enterprise must be micro, small or medium sized, and owned and managed by women;
			2. The enterprise should have the basics for export potential;
			3. The enterprise is fully committed to provide the inputs and achieve the outputs of the project, including making available its own resources (human and financial) to upgrade its competencies and skills to meet market requirements;
			4. The enterprise will collaborate and provide all information required by the project’s technical experts and consultants.

This information will be treated in full confidentiality; the organization/firm is committed to adhere to the Global Compact principles in particular the UN core values in the areas of human rights, labor standards, the environment and anti-corruption where applicable;

* + 1. Developing the training needs assessments of Palestinian women MSMEs in the West Bank and Gaza based on ITC’s supply side assessment and general women MSMEs needs assessment in the West Bank. This will be done through, but not limited to, filling in questionnaires, conducting desk reviews, and, or short indicative surveys/structured interviews/ focus group discussions, etc. This activity will be executed under the guidance and direct supervision of UN Women as the lead implementing agency for the Joint Programme. Nevertheless, the responsible party is expected to work in coordination and close collaboration with other project partners, namely ITC and FAO. Specific coordination with ITC is crucial, as ITC will be supporting a number of export promotion services that will be implemented under the Joint Programme.
		2. Based on the results of the specific needs assessment of the 45 women MSMEs and based on the approval of UN Women, the selected organization/ firm is expected to design the capacity building programme for the production of environmentally sustainable cultural products including providing guidance and support in design and mass production of the women’s products, business manuals, guidelines and toolkits to meet the needs of the women and support their businesses. The training programme is expected to enhance the women MSMEs competencies in notably the following domains:
	1. Business management, including financial management, which will result in developing a business plan for each of the selected 45 women MSMEs;
	2. Trade, marketing and export management;
	3. Communication and advocacy, including presentation skills, public relations, utilizing the web and social media.
	4. **Production Support Services through On the Job Training for Women MSMEs**

Through providing technical support and on the job training, the selected organization/firm is expected to provide technical services to develop the cultural products of 45 women MSMEs (including textiles, embroidery, accessories/ jewelry, olive wood, ceramics/pottery, wool carpets, natural soaps, etc.) based on the provided ITC’s studies to meet costumers’ standards and products’ specifications to ensure profitable sales. The technical services should be developed through a participatory and enabling approach that will support women MSMEs to better understand and conform to international standards. Moreover, the selected organization is expected to assist women in identifying and benefiting from different business opportunities, particularly in regional and in international markets.

As part of this component, the selected organization/firm is expected to deliver the following outputs:

* + 1. Develop baselines and surveys:
1. A products’ baseline (design capability, capacity, strengths, weaknesses, market potential); provide ideas and guidelines for: e-design and/or co-design, create product ranges/collections and packaging improvements.
2. Conduct a mapping exercise on the availability of raw material based on the presentation of re-design ideas and provide a full list of available sources for raw materials.
	* 1. For selected key product categories, develop a set of practical recommendations/approaches resulting in the development of commercially successful products locally and internationally. The recommendations should include how MSMEs may capitalize on their own strengths and market opportunities. The final goal is to ensure that MSMEs learn how to capitalize on their strengths and sell their products successfully to the identified consumer segments.
		2. Lead on creative processes for product development:
3. Create personalized ‘desirable collection/s’ including custom-made; categorize the products according to themes related to the needs of the Arab and Palestinian consumers and/or conscious consumers; recognize the importance of originality, sustainability, workmanship, style, creativity, quality of raw material, high quality finishing and attractive packaging.
4. Co-design with buying and/or design companies in target markets; finding new sources of inspiration (Palestinian culture, nature, history); translate these elements into product ideas or mood boards; identify recycled raw materials.
5. Provide individual product recommendations on the development of a product range that would appeal to the key segments: re-design of products; recommendations on package improvements; Brand name and logo.
	* 1. Assist women MSMEs in the production and marketing of their products:
6. Guide women in the development of their products in a cost effective manner.
7. Develop, in a participatory way, a brand identity for each product reflecting quality, craft, authenticity, fair-made, beauty, etc.
8. Provide the women MSMEs with advice on pricing details for a number of selected products in consultation with UN Women and ITC and review margins at different distribution levels.[[3]](#footnote-3)
9. Assist the women MSMEs in drafting individual marketing strategies to enable them to market their products successfully
	1. **Promotion and Distribution Services**

As part of the overall marketing strategy the selected organization/firm is expected to develop a step-by-step marketing plan for women MSMEs products in close collaboration with women MSMEs, and through coordination with UN Women. The marketing plan should have the following, among others:

* How to know their customers better;
* How to gather more information about the customers (via Internet, media) and;
* How to sell their products, drafting key marketing messages to promote selected products at the local, regional and international levels (conscious consumers).

This component needs to encompass the following activities:

* + 1. Providing capacity development training on improving the pro-activeness of MSMEs and their planning skills.
		2. Creating a high quality photo database for selected products that will be used as part of the targeted MSMEs marketing materials.
		3. Enhancing products’ promotion through:
1. Developing and adopting successful promotion tools.
2. Facilitating participation in expos/trade shows as an incentive for targeted women MSMEs.
3. Developing specific concepts of promotion materials including brochures for different MSMEs, joint shop window site, social networking, visual story telling through the creation of 4 in-house short videos for women entrepreneurs to promote products and enhance marketing skills, digital book, postcards, etc.
	* 1. In close cooperation with UN Women and the women MSMEs draft a promotion strategy for each targeted women MSME in consultation with UN Women and ITC, and provide on the job support to ensure the successful implementation of the strategies by women MSMEs.
		2. Provide information on relevant potential clients and distribution channels for each woman MSMEs including:
4. Importers: (non-) specialized;
5. Agents;
6. Direct to retailers (large vs. small, specialized vs. non-specialized);
7. Designer brands;
8. Online sellers, mail order;
9. Direct sales (shops, bazaars, exhibitions);
10. Marketing companies;
	1. **Trade Facilitation Services including Legal Services**

The selected organization/firm is expected to develop an awareness raising and a capacity building programme for women MSMEs aiming at enhancing their trade facilitation capacities. Following the awareness raising and training programme, women MSMEs are expected to use the newly acquired skills establishing or sustaining their businesses. The specific expected activities as part of this programme are the following:

* + 1. Developing a tailored training and awareness raising programmes on trade facilitation for women MSMEs, including, but not limited to the following topics:
1. Managing MSMEs financial and commercial systems (including banking services, taxes, fees, etc.);
2. Applying for loans or grants when needed and if applicable;
3. Storage and internal/external transportation
4. Guide women MSMEs in managing customs’ clearances.
	* 1. Preparing and following up on the needed legal documentation and paperwork for establishing and sustaining the MSMEs business.
		2. Provide legal training to women MSMEs for import and export and on local trade together with shipping process and international regulations, including, but not limited to the following topics:
5. Obtaining insurance policies;
6. Fulfilling women MSMEs business obligations as per signed deals.
	* + - 1. **Establishing a Grants Scheme and providing grants for women MSMEs.**

Aiming to increase the benefit of targeted women MSMEs from access to financial resources that will support their businesses; this component entails two key elements: 1) Establishing a grant scheme tailored towards women MSMEs and 2) Providing the grants to targeted women MSMEs based on the tailored grants scheme and a set of clear pre-set criteria.

The grants scheme aims to provide 30 grants based on a competitive process for women MSMEs[[4]](#footnote-4) from diverse socio-economic backgrounds, that are owned, managed and run by women in the age group between 25 -65 years old from both rural and urban areas and from diverse locations in the West Bank and Gaza, who have been targeted in the capacity building component under this ToR. Based on specific criteria, the selected women MSMEs will be provided with grants (in-kind, cash, or both) through the developed Grants Scheme, which is intended to be managed and executed by the selected organization/ firm[[5]](#footnote-5).

## The selected organization is expected to establish a **Grants Mechanism** including the following:

* The identification and selection of women MSMEs based on an agreed upon criteria developed in consultation with UN Women.
* Selection of the 30 women MSMEs from among the 45 trained MSMEs for the grants scheme through a competitive approach based on a set of developed criteria following working with the MSMEs and assessing their capacities, and which should encompass, among others, the following: women beneficiaries whose products have local marketing potential, or export marketing potential through referring to specific local, regional /international market needs, and who have been recommended by the selected organization based on pre-set assessments (related to their financial, managerial and other performance indicators). Therefore, only MSMEs that fulfill the criteria will be allowed into a competitive process[[6]](#footnote-6) for the grants. The competitive process should be publically organized using a local and/or national TV channel[[7]](#footnote-7).
* Through the grants scheme, the selected organization/firm should propose the nature and total amount of the grants per business to be provided (in-kind or cash or mixed) based on the recommendations of the 30 business plans, and based on the evaluation provided by the selected organization of these MSMEs progress. The criteria for who benefits from the grants will be developed during the implementation of the capacity building component.
* Once the grants mechanism and rules and regulations are approved by UN Women, the selected organization/firm will demonstrate the proper and transparent disbursement mechanism/timeframe/amount of the grants to ensure the grants are used as per a signed agreement with each of the beneficiaries and within the agreed upon timeline, work plan, quality, etc.
* The selected organization/firm will be responsible for the daily monitoring and evaluation of the grants execution by the 30 awarded women MSMEs in the West Bank and Gaza Strip, and the specific activities undertaken as part of the grants with the selected beneficiaries on the field level.

**In addition to the above, the selected organization is also expected to:**

* Develop a work plan and budget covering the two years of implementation in line with the provisions in this ToR and Call for Proposals.
* Design and disseminate of brochure to promote the One Stop Shop and the women MSMEs products
* Provide a fully functioning website and furnish it with regular updates on executed activities which would include a presentation of the women’s products for marketing purposes.
* Promote the SFWP and One Stop Shop Programmes at the national level, among women MSMEs and other targeted groups/audiences.
* Develop a participatory exit strategy during the second year of implementation to ensure sustainability of institutional services provided to MSMEs on cultural products.

**Time Frame:**

This assignment is to begin first week of June 2015 and end in 31 December 2016.[[8]](#footnote-8)

**Annex II: Logical Framework Format**

|  | **Indicators** | **Means of Verification** | **Important Assumptions** |
| --- | --- | --- | --- |
| Goal:  |  | i)ii) |  |
| Outcome 1 –*The project is expected to contribute towards the achievement of this result, collectively with other development**partners.* |  | i)ii)  |  |
| Output 1.1 – *The project will be**directly held accountable for this**result.* |  | i)ii) | *X – not needed* |
| Activities A:A.1 A.2A.3 |  |  |
| Output B:  |  | i) ii) |  |
| Activities B: B.1B.2B.3B.4  |  |  |
| Output C: |  | i)ii) |  |
| Activities C:C.1 C.2  |  |  |

Remarks: The project needs to provide result based inputs to this log frame which has a long term perspective. It will serve as an integral part of framework for UN Women strategic plan.

**Annex III: Implementation Workplan Format**

| **Outcome(s):** |  |
| --- | --- |
| **Output(s):** | **Output Indicator** | **Key Activity** | **Implementing****Partner(s)** | **Timeframe**  | **Amount** |
|  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |

**Annex IV**

|  |  |
| --- | --- |
| **Budget**  |  |
|   |  |  |  |  |   |   |   |
| **SL. No.** | **Budget Heads** | **Unit/Qty** | **Rate** | **Total Budget** | **%age** | **SL.No.** | **Notes on budget line items** |
|   |   |   |   |   |   |   |   |
| **1** | **Personnel\*** |   |   |   |   |  |   |
|   |   |   |   |  |   |   |   |
|   |   |   |   |   |   |   |   |
|   |   |   |   |   |   |   |   |
|  | **sub total Personnel** |  |  |  |  |  |   |
|  |   |   |   |   |   |  |   |
| **2** | **Programme\*\*** |   |   |   |   |  |   |
|   |   |   |   |  |   |   |   |
|   |   |   |   |   |   |   |   |
|   |   |   |   |   |   |   |   |
|   | **Sub total Programme** |   |   |  |  |   |   |
| **3** | **Equipment\*\*\*** |   |   |   |   |  |   |
|  |   |   |   |   |   |   |   |
|   |   |   |   |   |   |   |   |
|  | **Sub total Equipment** |   |   |  |  |  |   |
| **4** | **Administrative Costs\*\*\*\*** |   |   |   |   |  |   |
|   |   |   |   |   |  |   |   |
|   | **Sub total Administrative cost** |   |   |  |  |   |   |
|   |   |   |   |   |   |   |   |
|  | **Total** |   |   |  | **100** |   |   |
|   |   |   |   |   |   |   |   |
|  | **Total** |   |   |  | **100** |   |   |

1. Selected organizations/firms will undergo a thorough capacity assessment by UN Women to evaluate their institutional and financial capacity, among others relevant to the execution of programme activities. [↑](#footnote-ref-1)
2. Including textiles, embroidery, accessories/ jewelry, olive wood, ceramics/pottery, wool carpets, natural soaps, etc. [↑](#footnote-ref-2)
3. Research on prices in the key markets (UK, NL, and Germany). Indicate what is important to the target segments regarding pricing. Among documents to be provided to selected organization from ITC [↑](#footnote-ref-3)
4. Twenty women MSMEs from the West Bank, and 10 MSMEs from Gaza. [↑](#footnote-ref-4)
5. The ceiling of the grants and the nature of the grants will be determined upon the work done with each woman MSME. [↑](#footnote-ref-5)
6. The competitive process will be developed in consultation with UN Women [↑](#footnote-ref-6)
7. The details of this competition should be clearly spelled out in the project proposal [↑](#footnote-ref-7)
8. With possibility for a no cost extension for a period of 3 months [↑](#footnote-ref-8)