

## 1.1. Consultant for Global Value Chains competitiveness analysis in Country XXX (TBD)<sup>1</sup>

**Post of Duty:** Remote

The IDB Group is a community of diverse, versatile, and passionate people who come together on a journey to improve lives in Latin America and the Caribbean (LAC). Our people find purpose and do what they love in an inclusive, collaborative, agile, and rewarding environment.

### **About this position**

We are looking for a proactive, detail-oriented, and innovative Consultant with expertise in global value chains (GVCs). As a consultant, you will carry out an in-depth analysis of the competitiveness and integration potential of Country XXX in prioritized GVCs, identifying areas of improvement and providing policy recommendations for each country. The global value chains to be analyzed are: (i) critical minerals for the transition to clean energy (copper, lithium, graphite, nickel); (ii) medical supplies (pharmaceuticals, and medical devices) and (iii) semiconductors.

For each country the consultancy will conduct an in-depth analysis building on the country-level GVC competitiveness results from the first phase of the project that identified the potential and main challenges faced by ten Americas Partnership for Economic Prosperity (APEP) member/signatory countries in LAC to participate and/or upgrade in the selected supply chains based on a set of publicly available global competitiveness indicators.

All the information collected should provide a clear picture of the situation on the ground regarding the main competitiveness drivers in the relevant stages of the supply chains analyzed for the specific country, including an identification of the main barriers and binding constraints.

You will work with the Integration and Trade Sector (INT). This team is responsible for, among others, supporting LAC countries in attracting investments and increasing participation in regional and global value chains.

### **What you'll do:**

The consultant must carry out the necessary activities to achieve the objectives described previously, including the following dimensions:

- **Workshops:** For each country, the consultant will carry out a one-day workshop for each sector analyzed with relevant public officials to discuss the country's aspirations and all major policies relevant to the competitiveness in relevant sectors. The goal of these workshops is to engage more deeply with the public sector of each country. This will be an opportunity for each country to share their aspirations for upgrading in the relevant GVCs, and to share all the programs and initiatives that they are undertaking/have undertaken for each of the relevant dynamic factors. The consultants will also carry out interviews with relevant public sector actors not able to attend the workshop. The IDB will organize this workshop in coordination with the relevant country counterparts.
- **Stakeholder interviews:** Interviews with private firms (both in-person and online) will be conducted in each of the countries. This will be complemented by online interviews with

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<sup>1</sup> "Country XXX" refers to generic Terms of Reference (TOR) that will be customized to address the specific requirements of each beneficiary country.

US/global firms with potential interest in investing in the region and with academia and civil society organizations if deemed necessary. The consultant is expected to take a total of up to three (3) country visits to carry out the stakeholder interviews. To increase the response rate for interviews, invitations to the public and private sector interviewees will be issued and sent by either the country counterpart or the IDB as appropriate. Interview scheduling will be carried out by the country counterpart with IDB support to maximize the consultant's time available in-country. The counterpart in the government in each country will help to facilitate access to information and coordinate the field visits together with the IDB. In addition, the IDB will support to secure interviews with US firms. Interviews will be confidential and carried out by the consultant team with no participation from either the country counterpart or the IDB. This is necessary to maintain the confidentiality of the interviews. All information gathered during the interview process will be aggregated.

- **Data collection and analysis:** Conduct comprehensive research and gather pertinent information regarding the competitiveness and integration potential of each country within the prioritized global value chains. This involves collecting both qualitative and quantitative information from diverse sources such as government reports, industry databases, and stakeholder interviews and surveys.
- **GVC analysis:** Conduct a comprehensive GVC analysis for each country, evaluating internal capabilities and external factors impacting their competitiveness and integration in the selected global value chains. This includes the use of UN Comtrade trade data to map countries into the GVC and undertaking a review of literature and company information to provide a more complete analysis of the country's position in the GVC and investment profiles.
- **Policy recommendations and priority actions:** Develop tailored policy recommendations for each country aimed at enhancing their competitiveness and integration in the prioritized global value chains. These recommendations should be pragmatic, evidence-based, and address the identified barriers and challenges. They must consider sector -specific recommendations as well as actionable proposals/programs, including those that could imply regional or bilateral collaboration.
- **Reporting and communication:** Prepare comprehensive reports documenting the findings, analysis, and recommendations generated throughout the consultancy process. Present the results to stakeholders through formal presentations (number to be agreed between IDB and consultants), reports, and other communication channels to ensure transparency and facilitate decision-making.

#### **Methodological Approach:**

- **Workshops and Stakeholder Interviews:** This will be the primary focus of the project.
- **Trade Data Analysis:**
  - Use of UN Comtrade trade data to map countries into the GVC.
- **Literature & Company Information Review:** This will be undertaken to provide a more complete analysis of the country's position in the GVC, investment profiles, etc.

### **Deliverables and Payments Timeline:**

The final deliverables will be detailed country reports and presentations that provide an in-depth analysis of the industry-specific dynamic competitiveness with recommendations to address the gaps identified in the relevant GVCs.

Deliverables must be prepared in English, in editable format and must be submitted on the dates agreed with the IDB team on the working plan.

1. **Deliverable 1:** Outline and working plan in Word detailing the methodology, workshop's concept notes and schedule, and principal themes to be discussed with stakeholders in Country XXX.
2. **Deliverable 2:** Progress Report in Power Point with preliminary findings of field trips, workshops and interviews for Country XXX.
3. **Deliverable 3:** Draft of Final Report for Country XXX and corresponding Power Point Presentation.
4. **Deliverable 4:** Final Report, PowerPoint presentation, and associated Talking Points with main findings and recommendations for Country XXX. In coordination with INT, the consultant will deliver at least one virtual presentation of the final report with corresponding Power Point per country. The final consultancy products must include comments and adjustments requested by the countries and the IDB team.

The deliverables will be reviewed and approved by INT's technical team and will be accepted to the extent that they comply with the planned activities and under the quality standards established during the planning stage of the consultancy. Importantly, the specific timing of the deliverables will be affected by the responsiveness of each country government's counterpart. Any changes regarding field research and workshops may delay deliverables. Changes of dates will be agreed between the INT's technical team and the consultant.

### **Payments Timeline:**

<b><u>Deliverable #</u></b>	<b><u>Percentage</u></b>	<b><u>Planned Date to Submit</u></b>
1	40%	3 weeks from the signature of the contract (September 2024)
2	20%	8 weeks from the signature of the contract (October 2024)
3	30%	20 weeks from the signature of the contract (January 2025)
4	10%	32 weeks from the signature of the contract (March 2025)

### **What you'll need**

- **Education:** Ph.D./ master's degree (or equivalent advanced degree) in International Development, Public Policy, Economics, or other fields relevant to the responsibilities of the role.
- **Experience:** At least 15 years of progressive experience in global value chains research and consulting.

- **Languages:** Proficiency in Spanish and English, spoken and written, is required. Additional knowledge of French and Portuguese is preferable.

### **Key skills:**

- Learn continuously.
- Collaborate and share knowledge.
- Focus on clients.
- Communicate and influence.
- Innovate and try new things.

### **Requirements:**

- **Citizenship:** You are a citizen of one of our 48-member countries.
- **Consanguinity:** You have no family members (up to the fourth degree of consanguinity and second degree of affinity, including spouse) working at the IDB, IDB Invest, or IDB Lab.

### **Type of contract and duration:**

- **Type of contract:** International Products and External Services Consultant (PEC), Lump Sum
- **Length of contract:** 6 months
- **Work Location:** Remote.

### **Our culture**

At the IDB Group we work so everyone brings their best and authentic selves to work, willing to try new approaches without fear, and where they are accountable and rewarded for their actions.

Diversity, Equity, Inclusion and Belonging (DEIB) are at the center of our organization. We celebrate all dimensions of diversity and encourage women, LGBTQ+ people, persons with disabilities, Afro-descendants, and Indigenous people to apply.

We will ensure that individuals with disabilities are provided reasonable accommodation to participate in the job interview process. If you are a qualified candidate with a disability, please e-mail us at [diversity@iadb.org](mailto:diversity@iadb.org) to request reasonable accommodation to complete this application.

**Our Human Resources Team reviews carefully every application.**

### **About the IDB Group**

The IDB Group, composed of the Inter-American Development Bank (IDB), IDB Invest, and the IDB Lab offers flexible financing solutions to its member countries to finance economic and social development through lending and grants to public and private entities in Latin America and the Caribbean.

### **About IDB**

We work to improve lives in Latin America and the Caribbean. Through financial and technical support for countries working to reduce poverty and inequality, we help improve health and education and advance infrastructure. Our aim is to achieve development in a sustainable, climate-friendly way. With a history dating back to 1959, today we are the leading source of

development financing for Latin America and the Caribbean. We provide loans, grants, and technical assistance; and we conduct extensive research. We maintain a strong commitment to achieving measurable results and the highest standards of integrity, transparency, and accountability.

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## 1.2. TERMS OF REFERENCE

### *Consulting for regional analysis on common challenges and opportunities to leverage competitiveness and integration in GVCs*

Regional

RG-T4575

ATN/...

Web link to approved document

*“Strengthening LAC's Competitiveness in Strategic Global Value Chains”*

### 1. Background and Justification

- 1.1. The Americas Partnership for Economic Prosperity (APEP or Americas Partnership) was launched at the Summit of Americas in Los Angeles, California in June 2022 as a framework for regional cooperation that seeks to provide an enduring forum for bolstering regional competitiveness and mobilizing high-standard investment in the hemisphere and among 12 countries. In November 2023, the inaugural APEP Leaders meeting in Washington D.C. welcomed leaders of all 12 APEP countries (Barbados, Canada, Chile, Colombia, Costa Rica, the Dominican Republic, Ecuador, Mexico, Panama, Peru, the United States of America, and Uruguay) who declared their intention to work together to support regional sustainable development and resilient supply chains.
- 1.2. Over the past decade, Global Value Chains (GVCs) have undergone significant reconfiguration due to a myriad of factors, including natural disasters, infrastructure shutdowns, the COVID-19 pandemic, geopolitical tensions, and wars. In response, large multinational companies have increasingly sought to source inputs from closer locations to enhance the security of their supply chains. This shift presents a unique opportunity for Latin America and the Caribbean (LAC) to bolster its participation in GVCs, particularly by reinforcing regional value chains.
- 1.3. LAC countries, with their diverse economies, strategic geographic location, and shared cultural and economic ties, are well-positioned to benefit from this reconfiguration of GVCs. The region holds significant potential to become an integral part of the reorganization of supply chains, fostering a greater presence of LAC in various global industries. This opportunity aligns with ongoing efforts to support LAC countries in designing and implementing recovery strategies from the COVID-19 pandemic, focusing on attracting investments and increasing participation in regional and global value chains.
- 1.4. Since November 2020, the Integration and Trade Sector of the Inter-American Development Bank (INT) has been instrumental in assisting LAC countries in these endeavors. Following the “Americas Partnership-IDB Responsible Investment Forum” held on November 2nd, 2023, INT carried out a first phase study on the competitiveness of APEP countries in three key supply chains: semiconductors, medical supplies, and critical minerals for the clean energy transition.

**1.5.** Based on the results of the previous country studies carried out in the framework of APEP, this study will develop a regional mapping of potential LAC regional value chain configurations in key sectors based on each country's comparative advantage. The analysis will highlight common challenges and opportunities and compare the region's performance with other global counterparts to identify best practices and leverage regional strengths. The analysis will also formulate specific policy recommendations aimed at enhancing regional competitiveness and integration potential.

## **2. Objectives**

**2.1.** The objective is to carry out a regional mapping to identify clusters of industries that could form integrated value chains across multiple countries. This will involve analyzing each country's strengths, weaknesses, and potential for collaboration in strategic sectors. The regional analysis will benchmark LAC countries against similar regions globally to identify successful strategies and practices that can be adapted for the LAC context. This comparative analysis will help in understanding the competitive positioning of the LAC region and formulating strategies to close gaps.

## **3. Scope of Services**

**3.1.** The firm must carry out the necessary activities to achieve the objective described previously, including the following dimensions:

**3.1.1. Overview:** Conduct a thorough regional analysis to identify common challenges and opportunities related to the integration into prioritized GVCs. This analysis should consider internal capabilities and external factors impacting the region's competitiveness and integration potential.

**3.1.2. Comparative analysis:** Evaluate the performance of the LAC region in comparison with other global regions to identify best practices and leverage regional strengths.

**3.1.3. Policy recommendations:** Based on the analysis, formulate specific policy recommendations aimed at enhancing regional competitiveness and integration potential in GVCs. These recommendations should focus on promoting sustainable development and fostering regional cooperation.

## **4. Key Activities**

**4.1. Data collection:** Gather data from a variety of sources, including national and regional studies, statistics, academic research, industry reports, and expert interviews.

**4.2. Regional workshops:** Engage with key stakeholders from public and private sectors, including government agencies, industry representatives, and academic institutions, to gather insights and validate findings.

**4.3. Comparative benchmarking:** Benchmark the region's performance against other global counterparts to identify gaps and opportunities for improvement

## 5. Expected Outcome and Deliverables

- 5.1. The final deliverable will be a detailed regional report and presentations that provide an in-depth analysis of each industry-specific dynamic competitiveness with recommendations to address the gaps identified in the relevant GVCs.
- 5.2. Deliverables must be prepared in English, in editable format and must be submitted on the dates agreed with the IDB team on the working plan.
- **Deliverable 1:** Outline and working plan in Word detailing the methodology.
  - **Deliverable 2:** Progress Report in Power Point with preliminary findings.
  - **Deliverable 3:** Draft of Final Report and corresponding Power Point Presentation.
  - **Deliverable 4:** Final Report, PowerPoint presentation, and associated Talking Points with main findings and recommendations. In coordination with INT, the consultant will deliver at least one virtual presentation of the final report with corresponding Power Point per participant country. The final consultancy products must include comments and adjustments requested by the countries and the IDB team.

## 6. Project Schedule and Milestones

- 6.1. *The expected duration of the project is 9 months from the signing of the contract. The timeline and milestones are presented in point 5.2.*

## 7. Reporting Requirements

<b>Deliverables</b>	<b>Deadlines</b>
1. Outline and working plan in Word detailing the methodology.	2 weeks from the signature of the contract (September 2026)
2. Progress Report in Power Point with preliminary findings.	8 weeks from the signature of the contract (November 2026)
3. Draft of Final Report and corresponding Power Point Presentation.	20 weeks from the signature of the contract (February 2027).
4. Final Report, PowerPoint presentation, and associated Talking Points with main findings and recommendations.	32 weeks from the signature of the contract (May 2027)



## 8. Acceptance Criteria

8.1. The deliverables will be reviewed and approved by INT's technical team and will be accepted to the extent that they comply with the planned activities and under the quality standards established during the planning stage of the consultancy.

## 9. Supervision and Reporting

9.1. Once submitted, all deliverables will be reviewed by the Project Team. If the project team considers that the deliverables meet the requirements set out in the terms of reference, the product will be accepted. The deliverables will be finally approved by Juan Blyde, IDB Integration and Trade Economics Principal Specialist.

## 10. Schedule of Payments

10.1. Payments are contingent upon the IDB's acceptance of the final deliverables. See the payment schedule below.

<b>Payment Schedule</b>	
<b><i>Deliverable</i></b>	<b>%</b>
1. Outline and working plan in Word detailing the methodology.	20%
2. Progress Report in Power Point with preliminary findings.	30%
3. Draft of Final Report and corresponding Power Point Presentation.	30%
4. Final Report, PowerPoint presentation, and associated Talking Points with main findings and recommendations.	20%
<b>TOTAL</b>	100%

### **1.3. Part-time Consultant for coordination and monitoring of Global Value Chains competitiveness analysis in LAC countries**

**Post of Duty:** Remote

The IDB Group is a community of diverse, versatile, and passionate people who come together on a journey to improve lives in Latin America and the Caribbean (LAC). Our people find purpose and do what they love in an inclusive, collaborative, agile, and rewarding environment.

#### **About this position**

Building on the findings of the initial studies conducted by the Integration and Trade Sector (INT) during 2023 and 2024, the project aims to provide a more in-depth analysis of the competitiveness of Global Value Chains (GVCs) in key sectors such as semiconductors, medical supplies, and critical minerals essential for the clean energy transition. The project will extend its focus to other GVCs of interest in Latin America and the Caribbean (LAC) by conducting fieldwork and engaging in interviews with public and private stakeholders. The goal is to gain deeper insights and develop tailored recommendations that will enhance the competitiveness of LAC countries and facilitate their integration into critical GVCs.

We are looking for a methodical, analytical thinking project coordinator with excellent writing skills and expertise in global value chains (GVCs). As a consultant, you will carry out the coordination and monitoring of the countries' studies and regional analysis of the competitiveness and integration potential in prioritized GVCs. The general objective of the consultancy is to oversee the coordination of activities and monitors the progress and outcomes of the studies to achieve the desired objectives.

You will work with the Integration and Trade Sector (INT). This team is responsible for, among others, supporting LAC countries in attracting investments and increasing participation in regional and global value chains.

#### **What you'll do:**

The consultant must carry out the necessary activities to achieve the objectives described previously, including the following dimensions:

- Monitoring and coordination with the INT/INT team for the execution of the resources.
- Coordination of the local country teams linked to the project activities, including their participation in the planned activities (regional workshops, interviews, review of studies, follow-up of discussion, etc.).
- Continuously monitor the progress of the studies, including the review of the deliverables of the consultancies required for the implementation of the activities and products foreseen in the Work Plan. Monitor the quality of the deliverables, ensuring that they comply with the requirements of the Terms of Reference and provide permanent feedback to the IDB team.
- Support in the identification and linkage with key actors, contacts and obtaining information from national teams.

- Design and coordination of the meetings/interviews/workshops. Facilitation of sessions agendas, preparation of presentations and meeting minutes.
- Follow-up of agreements, deadlines and next steps agreed upon in meetings/ interviews/ workshops.
- Preparation of documents, technical reports, progress reports, and presentations as part of the Work Plan.

### **Deliverables and Payments Timeline:**

Deliverables must be prepared in English, in editable format and must be submitted on the dates agreed with the IDB team on the working plan.

5. **Deliverable 1:** Work Plan, including a schedule.
6. **Deliverable 2:** Progress Report and Activities Update.
7. **Deliverable 3:** Progress Report and Activities Update.
8. **Deliverable 4:** Final Report.

The deliverables will be reviewed and approved by INT's technical team and will be accepted to the extent that they comply with the planned activities and under the quality standards established during the planning stage of the consultancy. Importantly, the specific timing of the deliverables will be affected by the responsiveness of each country government's counterpart. Any changes regarding field research and workshops may delay deliverables. Changes of dates will be agreed between the INT's technical team and the consultant.

### **Payments Timeline:**

<b><u>Deliverable #</u></b>	<b><u>Percentage</u></b>	<b><u>Planned Date to Submit</u></b>
1	20%	2 weeks from the signature of the contract (April 2025)
2	20%	6 months from the signature of the contract (September 2025)
3	20%	12 months from the signature of the contract (February 2026)
4	20%	18 months from the signature of the contract (August 2026)
5	20%	24 months from the signature of the contract (February 2027)

### **What you'll need**

- **Education:** Master's degree (or equivalent advanced degree) in International Development, Public Policy, Economics, or other fields relevant to the responsibilities of the role.
- **Experience:** At least 5 years of experience in global value chains research and/or consulting.
- **Languages:** Proficiency in Spanish and English, spoken and written, is required. Additional knowledge of French and Portuguese is preferable.

### **Key skills:**

- Learn continuously.
- Collaborate and share knowledge.
- Focus on clients.
- Communicate and influence.
- Innovate and try new things.

### **Requirements:**

- **Citizenship:** You are a citizen of one of our 48-member countries.
- **Consanguinity:** You have no family members (up to the fourth degree of consanguinity and second degree of affinity, including spouse) working at the IDB, IDB Invest, or IDB Lab.

### **Type of contract and duration:**

- **Type of contract:** International Products and External Services Consultant (PEC), Lump Sum
- **Length of contract:** 24 months
- **Work Location:** Remote.

### **Our culture**

At the IDB Group we work so everyone brings their best and authentic selves to work, willing to try new approaches without fear, and where they are accountable and rewarded for their actions.

Diversity, Equity, Inclusion and Belonging (DEIB) are at the center of our organization. We celebrate all dimensions of diversity and encourage women, LGBTQ+ people, persons with disabilities, Afro-descendants, and Indigenous people to apply.

We will ensure that individuals with disabilities are provided reasonable accommodation to participate in the job interview process. If you are a qualified candidate with a disability, please e-mail us at [diversity@iadb.org](mailto:diversity@iadb.org) to request reasonable accommodation to complete this application.

**Our Human Resources Team reviews carefully every application.**

### **About the IDB Group**

The IDB Group, composed of the Inter-American Development Bank (IDB), IDB Invest, and the IDB Lab offers flexible financing solutions to its member countries to finance economic and social development through lending and grants to public and private entities in Latin America and the Caribbean.

### **About IDB**

We work to improve lives in Latin America and the Caribbean. Through financial and technical support for countries working to reduce poverty and inequality, we help improve health and education and advance infrastructure. Our aim is to achieve development in a sustainable, climate-friendly way. With a history dating back to 1959, today we are the leading source of development financing for Latin America and the Caribbean. We provide loans, grants, and technical assistance; and we conduct extensive research. We maintain a strong commitment to

achieving measurable results and the highest standards of integrity, transparency, and accountability.

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