



KMOP-POLICY CENTER ASBL (KMOP-PC)
Square Charles Maurice Wiser 131040,
Etterbeek, Belgium Region
email: procurement@kmop.org

Date: 27-02-2026

SUBJECT:

Request for Quotation No.2/2026 - Provision of Research and Expert Support Services for the Project “Improving policies for attracting and retaining skilled workforce in regions in industrial growth” (03C0887)

To Whom It May Concern,
KMOP – POLICY CENTER (KMOP-PC) intends to award a contract for the provision of Research and Expert Support Services in the context of the Interreg project “Improving policies for attracting and retaining skilled workforce in regions in industrial growth” (MOTORS OF GROWTH), Project No. 03C0887.

BRIEF DESCRIPTION OF THE PROJECT

MOTORS OF GROWTH addresses the challenge of attracting and retaining skilled workforce in EU regions with industrial growth potential that are facing workforce shortages. The project brings together 7 organisations from 6 regions, including governmental bodies, regional administrations, industrial alliances, municipalities, SMEs’ confederations, and NGOs, key actors in the local workforce ecosystem.
By fostering collaboration across these actors, MOTORS OF GROWTH aims to improve policies and programmes that enhance the regions’ ability to nurture innovation-led growth, support digital and green transitions, and create favourable conditions—economic, social, academic, and urban—for skilled workers to settle and thrive.

DESCRIPTION OF WORK / ToRs

The Contractor will provide research and expert support services for the implementation of specific (MOTORS OF GROWTH project activities, including methodological development, evaluation support, review of project outputs, and contribution to the interregional learning and exchange of experience processes, as detailed below.



Semester 2 (M6–M12)

- Provide expert guidance during Interregional Event #3 (Mannheim) on "Improving access to capacity". Preparation of the peer review session for partners to develop a prototype concept for regional AI readiness and capacity building
- Preparation of the online discussion on the state-of-play analysis as well as the comprehensive synthesis report
- Support the review of new Good Practices (GPs) identified by partners and ensure they are integrated into the interregional learning process
- Review inputs from the first Regional Stakeholder Group (RMSG) meetings to refine regional approaches

Semester 6 (M31–M36)

- Lead the synthesis of all project outputs to develop the final “Motors of Growth” Blueprint. Support LP in reviewing the final GPs
- Supports the final peer review for policy improvements related to the urban environment
- Contribute to the preparation of the Interregional Event #7 (Spain) regarding urban infrastructure and mobility for commuting workers

Semester 7 (M37–M42)

- Develop a standardised monitoring methodology for partners to track the effects of policy improvements
- Analyse results from the monitoring survey and prepare the presentation of the findings at the final event (Together with the Blueprint)
- Contribute to the preparation of the Interregional Closing Event #8 (Stockholm) for KMOP PC to present the project Blueprint

PROPOSED TIMETABLE FOR SERVICE DELIVERY - DELIVERABLES

The deliverables outlined in the Terms of Reference (ToRs) shall be implemented progressively throughout the duration of the project and in alignment with its overall implementation timeline. A detailed timetable, including the allocation of tasks, milestones, and corresponding deliverables, will be agreed upon following the completion of the procurement procedure and will form an integral part of the contract to be signed with the successful contractor.

DURATION OF SERVICES

The services shall be delivered from the date of contract signature and throughout the project implementation period, in accordance with the timetable and milestones described in the Terms of Reference (ToRs). All services and deliverables must be completed no later than **31 July 2029**, which corresponds to the project completion date.

MINIMUM TECHNICAL REQUIREMENTS

Participation in this Request for Quotation requires the submission of the completed annexes listed below:



- Annex I – Declaration of Honor
- Annex II – Financial Offer Form
- Annex III – Detailed Financial Table

Only offers accompanied by all completed annexes will be considered for evaluation.

If more than one provider meets the above requirements, the contract will be awarded to the provider offering the most economically advantageous offer.

FINANCIAL REQUIREMENTS

Interested providers are requested to submit a financial offer in EUR by completing the attached **Annex II – Financial Offer Form**, which should include:

- Total cost for the full assignment
- Any additional charges, if applicable (please specify clearly)

Please note:

- All prices must be final and fixed, covering all activities, deliverables, and overheads related to the assignment.
- Costs related to bid preparation, submission, or negotiations, including travel or communication expenses, will not be reimbursed and must not be included in the financial offer.
- KMOP's standard payment terms are **net 30 days**, following the receipt and formal acceptance of the deliverables corresponding to each project semester, as defined in the Terms of Reference (ToRs).

REQUEST FOR CLARIFICATIONS

Clarification requests should be sent by email to: procurement@kmop.org

Deadline for clarification requests: 5th of March 2026, 23:59 (local time).

Bidders are requested to keep all questions concise.

SUBMISSION OF OFFERS

Offers should be submitted:

- **By email:** procurement@kmop.org
- **Or by post:** on the above postal address.

The **subject line / envelope** must clearly state: **03C0887– Research and Expert Support Services “MOTORS OF GROWTH”**

Deadline for submission: 11th March 2026 at 23:59 (local time).

Late submissions will not be considered.



Evaluation of offers: The award criterion will be the most economically advantageous offer, based on price, provided the minimum technical requirements are met.

Authorized Representative



KMOP
POLICY CENTER ASBL
Square Charles Maurice
Wiser 131040 Etterbeek
TVA: BE0757535356

**Christina Papapostolou,
Managing Director**

Annexes:

- Annex I – Declaration of Honor
- Annex II – Financial Offer Form
- Annex III – Detailed Financial Table (the relevant Excel file is attached)



Annex I – Declaration of Honor
in the context of the project “Improving policies for attracting and retaining skilled workforce in regions in industrial growth” (03C0887)

I, the undersigned, (legal representative of the company/organization OR independent professional), hereby solemnly declare that:

1. The bidder meets all the eligibility criteria for participation in this procedure and is not subject to any grounds for exclusion under this Call for Quotation.
2. The bidder has not been convicted of any professional misconduct and is up to date with all tax and social security obligations in accordance with applicable law.
3. The bidder is not in a situation of conflict of interest with respect to the subject of this contract.
4. All information and statements included in the submitted offer are true, complete, and accurate, and no material facts have been omitted that could affect the evaluation of the bid.
5. The bidder fully and unconditionally accepts the terms and specifications of this Call for Quotation and undertakes to provide the requested services accordingly.

Date:

Name of Bidder / Company:

Legal Representative:

Signature & Company Stamp:



Annex II - Financial Offer Form
in the context of the project “Improving policies for attracting and retaining skilled workforce in regions in industrial growth” (03C0887)

Financial Offer (Lump Sum in EUR, excluding VAT)

Service Description	Total Cost (EUR, excl. VAT)
Lump sum for the provision of Research and Expert Support Services, as requested in this Call for Quotation €

- The above price is final, fixed, and covers all tasks, deliverables, labor hours, production costs, tools, licenses, and any other costs necessary for the full implementation of the services.
- The offer is valid for 60 calendar days from the submission date.
- VAT amount (if applicable): €
- **Total cost including VAT: €**

Date:

Name of Bidder / Company:

Signature & Company Stamp:



Annex III - Detailed Financial Table
in the context of the project “Improving policies for attracting and retaining skilled workforce in regions in industrial growth” (03C0887)

DETAILED FINANCIAL ANALYSIS

(Attached as a separate Excel file)

This annex provides a detailed financial breakdown of all tasks and services related to the provision of Research and Expert Support Services for the MOTORS OF GROWTH project, including but not limited to:

- Methodological development
- Review and proofreading of project outputs
- Evaluation support and feedback
- Support to interregional learning and exchange of experience processes
- Preparation and review of Good Practices (GPs)
- Contributions to thematic seminars and Regional Stakeholder Group (RMSG) meetings

The provider must complete the attached Excel file titled **“MoG_Procurement_Research_ANNEX_III.xlsx”** with:

- Unit prices per task/activity
- Quantity (days) allocated per task
- Total cost per task/activity
- Total cost for the full assignment (must match Annex II – Financial Offer Form)

Notes:

- All costs must be final and fixed, covering all work, deliverables, and related expenses.
- VAT, if applicable, should be specified separately.
- Ensure that the total cost in this table exactly matches the Lump Sum submitted in Annex II