

## REQUEST FOR EXPRESSIONS OF INTEREST (CONSULTING SERVICES)

### *Technology for Youth and Jobs Project-TechStart*

Assignment Title: Research on International Technology Firms Operating in Palestine

Reference No. EOI-DAI-TS-019-2026

#### **Introduction:**

Technology for Youth and Jobs Project-TechStart is a project for the benefit of the Ministry of Telecommunications and Digital Economy (MTDE, funded by the World Bank (WB), the European Union, the Swiss Agency for Development and Cooperation, and the Government of the Kingdom of Netherlands, and implemented by DAI Global UK as the Project Implementation Agency (PIA).

TechStart aims to shift the dynamic equilibrium of the Palestinian IT sector towards continuous upgrading of firms' capabilities and employment growth. This will be achieved by strengthening firm capabilities, increasing demand from international buyers and investors, and stimulating the absorption of high-tech knowledge in the ecosystem. The project consists of interventions tackling the supply side, the enabling ecosystem, and the demand side of IT services.

Component 1: Improving IT service capabilities: strengthening the technological and human capabilities of firms and their workforce through human capital improvement stipends, advisory services on managerial capabilities and IT and gender needs assessment and engagement.

Component 2: Improving the IT services ecosystem: Seed grants to catalyze private investment in IT services; grants for shared R&D centres; grants for IT business infrastructure.

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Component 3: Improving market access, increasing demand and investments through awareness raising and international market linkages, and Promotion and facilitation of FDI in the Palestinian IT ecosystem.

### Purpose & Objectives:

Overall purpose: Generate an evidence-based understanding of why and how international technology firms choose to operate in Palestine and to translate this understanding into a clear value proposition and practical, time-bound recommendations to attract additional firms.

### Specific objectives:

1. Map and profile international tech firms operating in Palestine (who they are, what they do, how they operate, and their scale and evolution).
2. Identify the decision factors (pros/cons), entry pathways, and operational experiences—legal/regulatory, incentives, infrastructure, partnerships, and talent.
3. Benchmark Palestine against at least three comparable locations (e.g., regional peers and nearshore hubs) on cost, talent, operating environment, and ecosystem maturity.
4. Develop a Value Proposition for Palestine with a succinct narrative and proof points.
5. Produce actionable recommendations (short/medium/long term) with SMART indicators and clear owners.

The implementation period of the assignment is expected to be 3 months and is expected to commence around April 2026.

DAI, through the TechStart Project, invites eligible consulting firms to indicate their interest in providing the required services. Interested firms should submit information demonstrating that they have the necessary qualifications and relevant experience to perform the services.

### The shortlisting criteria are:

- Office presence or representation in Palestine
- Experience designing and implementing surveys and research in Palestine and internationally
- Key staff member experience and team structure

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**Expressions of Interest should include the following information:**

- Company profile.
- Description of relevant experience in similar assignments.
- Summary of technical capacity and available resources.
- CVs of key experts.

Interested firms are requested to complete the required information through the following link:

<https://fs20.formsite.com/DAIForms/jyxhq9uuxe/index>

The attention of interested consultants is drawn to Section III, paragraphs, 3.14, 3.16, and 3.17 of the World Bank's "Procurement Regulations for IPF Borrowers" July 2016 and revised in November 2017, and August 2018 ("Procurement Regulations"), setting forth the World Bank's policy on conflict of interest.

Expressions of Interest, containing the required documents, must be delivered in writing to the following Email: [techstart\\_procurement@dai.com](mailto:techstart_procurement@dai.com) by March 29, 2026, no later than 12:00 PM Ramallah time.

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