

## Annex 2

### Engagement of Business Development Service (BDS) Provider for the B-SkillFUL Programme Phase II

#### Structure of the Proposal

- Introduction
- Background
- Organisational Profile
- Previous BDS work experience
- Proposed Team composition (with each position's essential criteria and roles; refer to table 4)
- Proposed BDS delivery plan (1 year plan):
  - BDS sector and location (refer to table 1) specification;
  - BDS Category wise (refer to table 2) separate services details;
  - Bundle offer detailing (refer to table 3) as per BDS Category (to be offered);
  - Service packaging strategy (bundle's specialty and incentive for the SMEs);
- Transversal themes inclusion strategy
- Implementation Strategy of BDS (BDS bundle might differ as per sector, SME size, location and BDS category; duration of the BDS will also vary- long-term and short-term)
- Co-financing strategy
- Technical Proposal should be within maximum 20 pages and detail team composition including CVs can be attached as annexes.
- Conclusion