

Request for proposals for Service Provider (Ugovor o uslugama)

Project “Strengthening the System of Secondary Vocational Education and Training in BiH”

Development of the Digital Platform for Work-Based Learning (WBL)

1. Introduction

The project “Strengthening the System of Secondary Vocational Education and Training in BiH” is implemented by GOPA Worldwide Consultants and co-funded by the Swiss Agency for Development and Cooperation (SDC), also with financial support from the SDC. Additionally, the project is conducted in collaboration with local partners such as the Ministry of Civil Affairs, the Ministry of Foreign Trade and Economic Relations of Bosnia and Herzegovina, relevant educational ministries, Employers' Associations of the Federation of Bosnia and Herzegovina and Republika Srpska, Chambers of Commerce, the Agency for Pre-primary, Primary and Secondary Education of BiH, local authorities, non-governmental and private sectors active in the field of secondary vocational education and training.

The project aims to enhance the management of vocational education and training (TVET) in cooperation with selected relevant actors, primarily at the entity and cantonal levels, who are prepared to fulfill their roles and lead the changes necessary for dual-oriented vocational education and training through coordination based on their priorities and reform plans. To achieve the project's overall goal, activities will be implemented through two outcomes:

Outcome 1: Selected educational authorities throughout the country, based on their commitment, fulfill their roles and are responsible for initiating inclusive reform of dual TVET, including systemic financing, to bring policy into practice.

Outcome 2: The business community proactively collaborates with governments in vocational education and training reforms with elements of dual education.

GOPA Worldwide Consultants is a leading development consultancy organization implementing projects in developing and transition countries on behalf of national and international development partners, national authorities, industry representatives, and civil society organizations. To ensure that the programs we implement have a lasting impact on economic growth, sustainability, and poverty reduction, we focus on structural reforms and capacity building in six key sectors. These six sectors represent our commitment to improving the social and economic situation of people through education and employment promotion, governance and economic development, natural resources, environment and climate change, health and social development; and measuring the long-term impact of interventions through statistics and monitoring and evaluation.

2. Objective of the Request for Proposal

Bosnia and Herzegovina is strengthening its Work-Based Learning (WBL) system to improve the relevance and quality of vocational education and training and enhance cooperation between companies, schools, chambers and institutions.

Currently, records on companies participating in WBL, mentors, and training opportunities are fragmented and maintained through different formats and systems. To address this, a centralized cloud-based Digital Platform will be developed to ensure transparency, coordination and structured monitoring.

The task focuses on building a fully functional core operational system.

The objective is to **design, develop and deploy a centralized digital platform** that enables:

- Structured registration and verification of companies
- Registration of mentors within company profiles
- Management of WBL offers
- Recording of cooperation between schools and companies
- Real-time monitoring indicators
- Role-based access for institutions
- Data import/export functionality
- Secure hosting environment and system deployment

The system must be scalable and designed to allow future expansion in the second phase.

Details of the assignment are provided in Annex 1 – Task Description

3. Submission

We invite all interested parties to submit their bids for the

" Development of the Digital Platform for Work-Based Learning (WBL)"

Bids must be submitted by **March, 17, 2026**, via email to the following address: TVETS2@gopa-group.org with the subject "Bid for the services of Development of the Digital Platform for Work-Based Learning (WBL) in the frame of the project 'Strengthening the System of Secondary Vocational Education and Training in BiH'".

It is your responsibility to ensure that your bid reaches the specified address before the deadline. Any bids received by GOPA Worldwide Consultants - Project "Strengthening the System of Secondary Vocational Education and Training in BiH" after the aforementioned deadline, for any reason, will not be considered. If submitting bid documents via email, ensure that they are in .pdf format and free of viruses or corrupted files.

4. Requirements and conditions

Please note the following requirements and conditions related to the delivery of the above-mentioned Service:

Details of the assignment	Annex 1 – Task Description
Currency of the Bid	Local currency: BAM (Bosnia and Herzegovina Convertible Marka)
VAT	The bid price must include VAT. If the bidder is not a VAT payer, this must be stated in the bid.
Language of Documentation	All documentation should be in one of the official languages of Bosnia and Herzegovina.
Eligibility	<ul style="list-style-type: none"> • Be legally registered entities in BiH authorized to provide IT/software development services • Demonstrate proven experience in developing digital platforms • Demonstrate experience in developing systems that include structured workflows, verification processes, role-based institutional permissions, and centralized reporting • Provide evidence of at least two comparable projects in the past 5 years • Have a multidisciplinary team including: <ul style="list-style-type: none"> ○ Project Manager ○ Backend Developer ○ Frontend Developer ○ QA/Testing Specialist <p>Experience in education, training systems or multi-stakeholder institutional platforms will be considered an advantage.</p>
Required Documentation	<p>Documents needed to establish tenderers' eligibility and qualifications:</p> <ul style="list-style-type: none"> • Extract from the registration/court registration (original or certified copy) proving at least 3 (three) years of operation (if a company). • Certificate from the tax administration confirming the settlement of obligations regarding indirect taxes (original or certified copy) (if a company). • Presentation of the company and references <p>Technical offer</p> <ul style="list-style-type: none"> • Technical offer including: proposed approach and technology, steps, and organization of the service, envisaged human resources, and implementation schedule in relation to the approach mentioned above <p>Financial offer</p> <ul style="list-style-type: none"> • Financial offer in BAM with a separate mention of VAT. If the bidder is not a VAT payer, this must be stated in the bid.

Period of Bid Validity	Bids must remain valid for 30 days from the submission date.
Payment Terms	<p>10% Advance payment after the contract signature</p> <p>Task A – 20% after submission and approval of the deliverables by the project team</p> <p>Task B – 50% after submission and approval of the deliverables by the project team (40% after deduction of the advance payment)</p> <p>Task C – 10% after submission and approval of the deliverables by the project team</p> <p>Task D – 10% after submission and approval of the deliverables by the project team</p> <p>Task E – 10% after submission and approval of the deliverables by the project team</p>
Evaluation Criteria	<p>Technical Proposal (70%)</p> <ul style="list-style-type: none"> • Understanding of the assignment (20%) • Methodology and work plan (20%) • Relevant experience (25%) • Team qualifications (15%) <p>Only technically compliant and eligible proposals will be considered for financial evaluation.</p> <p>Financial Proposal (30%)</p> <p>The financial proposal will be evaluated based on competitiveness and consistency with the defined scope.</p> <p>The lowest-priced technically compliant offer shall receive the maximum financial score. Other financial offers shall receive proportionally lower scores.</p>
Contracting Authority	<p>GOPA BiH / Project “TVET Strengthening TVET system in BiH”</p> <p>Šibenska 3; 71000 Sarajevo</p> <p>tvets2@gopa-group.org</p> <p>Amra Ćatić Dedić</p>
Additional Information	<p>Questions related to this public call may be submitted in writing to:</p> <p>tvets2@gopa-group.org</p>