



RESERVE BANK OF MALAWI

REQUEST FOR EXPRESSIONS OF INTEREST

COUNTRY : MALAWI

NAME OF PROJECT : FINANCIAL INCLUSION AND ENTREPRENEURSHIP
SCALING PROJECT (FInES)

CREDIT NO. : 6746-MW

ASSIGNMENT TITLE : CONSULTANCY SERVICES FOR DEVELOPMENT OF
ONLINE TRAINING AND MARKETING PORTALS,
MOBILE AND USSD APPLICATIONS FOR SUPPORT OF
MICRO, SMALL AND MEDIUM ENTERPRISES

REFERENCE NO. : MW-RBM-369351-CS-CQS-2

ISSUE DATE : 22 FEBRUARY, 2024

The Government of Malawi has received financing from the World Bank toward the cost of the Financial Inclusion and Entrepreneurship Scaling (FInES) Project. The Project aims at increasing access to financial services, promoting entrepreneurship and capabilities of Micro, Small and Medium Entrepreneurs (MSMEs) in Malawi including addressing Covid-19 implications and intends to apply part of the proceeds for consulting services.

The consulting services (“the Services”) include to develop SMEDI Digital Training Platform, an Online Marketing Portal, a Mobile Training Application, set up an Unstructured Supplementary Service Data (USSD) platform, modernize SMEDI website as well as ensure interoperability of these platforms. The training platform and USSD are meant to support delivery of courses and course content to provide trainers and learners an interface that supports business management skills provision, market linkages and other business advisory services to small to medium scale enterprises in Malawi. Further, the marketing portal is intended to enhance digital presence of Malawian MSMEs’ products to the global market.

It is expected that the consultancy will be carried out over a period of 50 working days and within 120 calendar days from the date of engagement. The expected start date of the assignment is May, 2024.

The detailed Terms of Reference (TOR) for the assignment can be obtained at the following link <https://www.finesproject.mw/resource-centre/opportunities>

Financial Inclusion and Entrepreneurship Scaling (FInES) Project now invites eligible consulting firms (“Consultants”) to indicate their interest in providing the Services. Interested Consultants should provide information demonstrating that they have the required qualifications and relevant experience to perform the Services. The shortlisting criteria are:

- a) Core business of the firm(s) and years in business;
- b) Relevant similar experience, which should specifically include;
 - i. Proven track record and experience in website development, developing online training and marketing platforms in the past 5 years;
 - ii. Knowledge of the Malawian MSMEs Landscape; and
- c) Technical and Managerial capability of the firm (Provide only the structure of the organization, general qualifications, and number of key staff. Do not provide CV of the staff. Key Experts will not be evaluated at the shortlisting stage).

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” Dated September, 2023 (“Procurement Regulations”), setting forth the World Bank’s policy on conflict of interest.

Consultants may associate with other firms to enhance their qualifications, but should indicate clearly whether the association is in the form of a joint venture and/or a sub-consultancy. In the case of a joint venture, all the partners in the joint venture shall be jointly and severally liable for the entire contract, if selected.

A Consultant will be selected in accordance with the **Consultant’s Qualification based Selection** method set out in the Procurement Regulations.

Expressions of interest must be delivered in a written form to the address below (in person, or by mail, or by fax, or by e-mail) by **15th March, 2024**.

The Project Manager

FInES Project

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