REQUEST FOR EXPRESSIONS OF INTEREST  
(CONSULTING SERVICES)

Government of Lesotho

ECONOMIC DIVERSIFICATION SUPPORT PROJECT

PROMOTING ENTERPRISE DEVELOPMENT

Financing Agreement Reference: 2100150036596
Sector: Enterprise development
Project ID No.: P-LS-KF0-002

The Government of the Kingdom of Lesotho has received financing from the African Development Bank towards implementation of the Economic Diversification Support Project and intends to apply part of the agreed amount for this grant to payments under the contract: Promoting Enterprise Development.

The services included under this project are: To support the development of a strategy and implementation plan for Business Incubation including virtual incubation in order to strengthen the process of nurturing and providing instructive and supportive environment for entrepreneurs during the critical stage of starting up a new business during both pre- and post-incubation period. Secondly there is a need for a business plan competition to incentivise young and innovative persons who have business ideas which they are not able to implement for lack of seed money. The consulting firm will therefore need to design, implement and promote a business plan competition scheme with the objective of supporting innovative young persons’ to convert their ideas to robust businesses. The consulting firm will also be expected to assess the current Business Development Services (BDS) market to determine its ecosystem including key players; undertake institutional reviews of BDS providers and make recommendations on the business model that will deliver the services required by SMMEs; develop a BDS market growth strategy; and build BDS database. Lastly, the firm will be expected to build capacity of BEDCO based on the institutional review, as well as to design and develop an integrated package of business development services including appropriate tool kits and training packages for SMMEs.

The estimated period of execution is ninety (675) person-days.

The Government of the Kingdom of Lesotho through the Ministry of Trade and Industry now invites eligible Consulting Firms to indicate their interest in providing these services. Interested consultants must provide information indicating that they are qualified to perform the services (brochures, description of similar assignments, experience in similar conditions, availability of appropriate skills among staff, etc.). Consultants may constitute joint-ventures to enhance their chances of qualification.

Eligibility criteria, establishment of the short-list and the selection procedure shall be in accordance with the Procurement Policy and Methodology for Bank Group Funded Operations, dated October 2015, which is available on the Bank’s website at http://www.afdb.org.

Interested consultants may obtain further information at the address below during office hours 08.00 hours to 16.30 hours.

EOIs must be delivered to the address below by 24th March 2017 at 16.30 hours and mention “Promoting Enterprise Development”

Attn: The Project Manager  
Economic Diversification Support Project (EDSP)  
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