GENERAL PROCUREMENT NOTICE

The Republic of Malawi

Fund for African Private Sector Assistance (FAPA): Nacala Rail & Port Value Addition Project

1. **The Republic of Malawi** has received a grant from the African Development Bank’s Fund for African Private Sector Assistance to finance the Nacala Rail & Port Value Addition Project.

2. The main goal of the Technical Assistance project is to improve on the efficiency and competitiveness of local businesses in the Nacala Corridor to enable them to take advantage of the newly constructed transport infrastructure, and to achieve accelerated economic and social growth in Malawi.

   The specific objectives are as follows:
   - Building the capacity and facilitating access to market and financial resources to growth oriented agribusiness entrepreneurs in selected rural and semi-rural areas in the Nacala Corridor region.
   - Supporting farmer groups to improve capacity for advocacy and provision of relevant services to enhance sustainability.
   - Building the capacity of smallholder farmers to catalyze change of mindsets and gain a better understanding of farming as a business.

3. The project includes the following components:

   **Component 1 – Capacity building of stakeholders:** Involving a preparatory phase that will include a scoping study and a call for proposals to select champion agribusiness SMEs followed by diagnostics, training and coaching of the Champion SMEs; farmer groups and smallholder farmers.

   **Component 2 - Access to market:** Including a desk analysis of potential markets; identification of linkages of farmer groups and SME champions; assistance for contract negotiations; support for quality compliance and linking Champion SMEs to simplified market information systems.

   **Component 3 - Access to finance:** Involving the fostering of dialogue and networking between SMEs, farmer groups and partnering banks. Component will also include assisting SMEs to develop business plans and adopting appropriate financial management systems and capacity building for loan officers in SME and agribusiness risk assessment and product design for marketing officers.

4. Procurement of goods and services will be in accordance with the Bank’s Rules and Procedures for the Procurement of Goods and Works. Acquisition of the services of consultants will follow the Bank’s Rules and Procedures for the Use of Consultants. Bidding documents and/or Requests for Expression of Interests are expected to be available in February 2017.

5. Interested bidders may obtain further information, and should indicate their interest, by contacting:
   The Chairperson, Internal Procurement Committee
   Malawi Investment and Trade Centre (MITC)
   Aquarius House, City Centre
   Private Bag 302, Lilongwe 3
   Malawi
   Tel: +265 1 771 315;