Eswatini Water and Agricultural Development Enterprise

REQUEST FOR EXPRESSION OF INTEREST (REOI)

CONSULTING SERVICES - PROVISION OF END-TO-END BUSINESS DEVELOPMENT SERVICES

Tender No: EWADE / 0796

Ref No. (as per Procurement Plan): SZ-EWADE-549413-CS-QCBS

1. The Government of the Kingdom of Eswatini, has received financing from the World Bank towards the cost of the implementation of the Eswatini Youth Employment Opportunities Project (EYEOP), and intends to apply part of the proceeds for consulting services for which this REOI is issued.

2. The consulting services ("the services") include **Provision of End-to-End Business Development Services (BDS).**

3. The Terms of Reference for the primary procurement stage for the assignment are obtainable in the link provided below.

4. The Eswatini Water and Agricultural Development Enterprise (EWADE) ("the Client") now invites eligible consulting firms ("Consultants") to indicate their interest in providing the Services.

5. Interested Consultants should provide information demonstrating that they have the required qualifications and relevant experience to perform the Services and as such, they should fill all submissions forms found in the bidding document.

6. The attention of interested Consultants is drawn to Section III, paragraphs, 3.15 and 3.16 of the World Bank Procurement Regulations for IPF Borrowers, September 2025 ("Procurement Regulations"), setting forth the World Bank's policy on conflict of interest.
7. 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.
8. A Consultant will be selected in accordance with the Quality and Cost-based Selection (QCBS) method described in the Procurement Regulations that can be accessed via the World Bank website at www.worldbank.org/procurement.
9. The shortlisting criteria are:
    - Core business and institutional experience: Demonstrated core business in business development services, enterprise development, business advisory services, entrepreneurship development, skills development, training, mentorship, market linkage facilitation or related areas relevant to the assignment.

- Relevant assignment experience: Successful completion of at least one (1) assignment of similar nature, scope and complexity within the last five (5) years, demonstrating experience in the delivery of BDS, enterprise development, youth entrepreneurship, business advisory services, training, mentorship, market linkages or related services.
- Experience in youth and enterprise development: Demonstrated experience in implementing youth entrepreneurship, employment, skills development or economic inclusion programmes, including support to emerging and/or existing enterprises.
- Agriculture, agribusiness and value-chain experience: Demonstrated experience in agriculture, agribusiness or related value-chain development, including facilitating linkages between smallholder farmers or enterprises and buyers, aggregators, processors, financial institutions, input suppliers or other private-sector actors.
- Financial and business development experience: Demonstrated institutional experience in financial literacy, finance readiness, business planning, enterprise financing and/or agriculture and value-chain financing.
- Geographic and contextual experience: Demonstrated experience working in Eswatini and/or Southern Africa, with an understanding of the regional agricultural, youth employment, entrepreneurship and enterprise-development context.
- Technical and operational capacity: Demonstrated institutional capacity, systems and operational reach to deliver integrated BDS at the scale envisaged under EYEOP, including the ability to mobilize and manage appropriate technical resources, delivery personnel, logistics, data-management systems and quality-assurance arrangements.
- Experience in inclusive and sustainable development approaches: Demonstrated experience integrating gender, youth inclusion, disability inclusion, climate resilience, climate-smart agriculture, environmental sustainability or related cross-cutting considerations into programme delivery.
- Development programme experience: Experience implementing donor-funded, government-funded or multi-stakeholder development programmes will be considered an advantage.
- Key Experts will not be evaluated at the shortlisting stage. Their qualifications and experience will be assessed at the Request for Proposals (RfP) stage in accordance with the applicable evaluation criteria.

10. **Access to EOI document:** Interested Consultants may access the EOI document, containing the full details and instructions on how to submit an Expression of Interest, through the link provided below or by scanning the QR code.

https://forms.cloud.microsoft/r/vvAsLGwH2Z

11. **Clarifications:** Any request for clarification on this EOI should be sent via e-mail to the address below no later than 16h00, 16th October 2026 GMT+2. The client will provide responses to all clarification requests by 16h00, 19th October 2026 GMT+2.

12. **Submission Procedure:** Expressions of interest must be delivered in a written form to the address below, in a SEALED ENVELOPE LABELLED, "**Expression of Interest - Consulting Services for Provision of End-To-End Business Development Services**", in person or by email not later than 16h00, 23rd October 2026. Email submissions can be sent to tenders@ewade.co.sz.

    Eswatini Water and Agricultural Development Enterprise
    Attn: The Tender Board Chairperson
    Box 198 Siphofaneni
    EWADE Building, along MR8, Siphofaneni,
    M214 Siphofaneni, Eswatini
    Tel: +268 24118600
    E-mail: *tenders@ewade.co.sz*

Late bids will not be accepted