

Tender N°: ^{15/007}2025/BRD/HC&CS/CS

Assignment Title: Request for Expression of Interest (EOI) for procuring market facilitator under framework contract for ASCENT Project

1. Background:

The Government of Rwanda, through the Development Bank of Rwanda (BRD), is implementing the Accelerating Sustainable and Clean Energy Access Transformation (ASCENT) Project. This initiative is funded by the World Bank and the Asian Infrastructure Investment Bank (AIIB), aiming to increase access to sustainable and clean energy in Rwanda. BRD is responsible for the implementation of:

- **Subcomponent 3.1:** Off-grid Results-Based Financing (RBF)
- **Subcomponent 3.2:** Clean Cooking Results-Based Financing (RBF)
- **Subcomponent 3.3:** Productive Use of Energy (PUE) RBF
- **Subcomponent 3.4:** Line of Credit Facility

As part of its mandate, BRD seeks to hire at least three consulting firms as a market facilitator to support participating companies (off-grid solar companies, clean cooking companies, and productive use of energy companies) under the ASCENT program. The firm will be responsible for facilitating their effective participation in the above specified ASCENT subcomponents and ensuring the successful delivery of technologies and services to project beneficiaries, in full compliance with the project's guiding policy documents (Operations Manuals). More detail of above subcomponents is available on <https://www.brd.rw/ascent/>.

2. Scope of work:

The market facilitator is required to provide hands-on coaching to all companies, especially new home-grown companies who have not yet partnered with BRD in the previous Results-Based Financing (RBF) schemes. These new home-grown companies may need support in the preparation of required documents for subsidy/loan application at BRD, better pricing of the product, identification of the target market, documenting connections for subsidy claims at BRD, etc. The support will be provided to these companies on a necessary basis. However, it is expected that majority of the companies need such support to enhance their capacity. The specific scope of the assignment will be laid out in the Purchase Order (PO) before engaging the firm for company specific support. The general scope of work is provided in Annex 5 Terms of Reference.

3. Deliverables

The market facilitator is expected to provide the services as per the current ToRs and specific scope of work as mentioned in the purchase order. The consulting firm will be directly supervised by BRD staff appointed in the contract with the following key deliverables:

#	Component	Deliverable	Anticipated timeline
1	Inception report	A baseline report highlighting the methodology for conducting specific tasks as per the purchase order or engagement letter	1 week from the date issuing the purchase order or engagement letter
2	Draft completion report	A report detailing the support offered to the company as per the requirement specified in this ToR, the purchase order or engagement letter	4 weeks from the approval of the inception report
3	Final work completion report	A final report after incorporating the comments from the company and BRD	1 week after receiving the comments on draft report

Note: The exact timeline with the effort of each team member will be mentioned in the purchase order or engagement letter

Kindly and carefully read the attached terms of reference for details.

4. Contract duration:

The successful bidder will be given a 3-year framework contract. Purchase orders/Engagement Letter with the exact duration of each specific assignment and detailed scope will be issued to implement the framework contract.

The detailed Terms of Reference (TOR) for the assignment can be found at the following website: www.brd.rw under publications

5. Selection process:

The shortlisting criteria are the following:

- ✓ Extensive proven record and experience in data collection, market research and preparation of application packages, capacity building and market facilitation in the area of off-grid solar companies, clean cooking companies, and productive use of energy companies.
- ✓ Demonstrate Similar relevant experience in Rwanda.
- ✓ The contracts size at least 120 calendar days with relevant assignment.
- ✓ Skills and availability of in- capacity building and hands-on coaching in business development with excellent knowledge and experience on how to prepare business plan in Rwanda.
- ✓ Demonstrating good knowledge and familiarity in working with Rwanda Private Sector
- ✓ Fill signed and submission of application form for establishing business relationship with political exposed person and conflict of interest form (PEP and conflict of interest form with all information requested should be mandatory filled and signed.
- ✓ Fill and sign beneficial ownership form with all information requested.

6. Other information

The attention of interested Consulting firm is drawn to Section III, paragraphs, 3.14, 3.16, and 3.17 of the World Bank's "Procurement Regulations for IPF Borrowers" July 2016 revised up to September 2023) ("Consultant Guidelines") setting forth the World Bank's policy on conflict of interest.

Consulting firm 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-contractor. 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.

Interested Consultants firms are invited to download the full Terms of Reference and template to be downloaded from BRD website www.brd.rw under Publications from 27/8/2025. Further information can be submitted at the following email addresses: procurement@brd.rw and copying to the brd@brd.rw during office hours (8:00 am to 6:00 pm, Local time).

The expression of interest must be delivered in written form addressed to the Chief Executive Officer of Development Bank of Rwanda on the following address: procurement@brd.rw and copying to the brd@brd.rw not later than 17.9/2025 at 6:00pm Kigali time (GMT +2).

Sincerely,



Nadine TETA MBABAZI
Head of Human Capital and Corporate Services



Kampeta SAYINZOGA
Chief Executive Office