CONTRACT NOTICE

CALL FOR TENDER: GENERAL INFORMATION

1. Buyer

Official name: **Nederlandse Financierings-Maatschappij voor Ontwikkelingslanden N.V.**

Legal type: **Naamloze Vennootschap (comparable with Public Limited Liability Company) (pursuant to the two-tier company's Articles of Association)**

Activity of the contracting authority: **Financing Services**

2. Procedure

Title: **Framework Contract for Technical Assistance Services under the Nasira+ Programme**

Publication Reference: **NDCE-XX-1**

Short description of the contract:

Nasira+ is a programme implemented by FMO that aims to increase financial inclusion by supporting financial institutions to expand lending to underserved MSMEs through a combination of risk-sharing guarantees and technical assistance.

This contract concerns the establishment of a framework service contract for the provision of Technical Assistance (TA) under the Nasira+ Technical Assistance Facility (TAF). Selected contractors will deliver tailored advisory and capacity-building services to financial institutions (FIs) through specific assignments. TA projects will be identified, designed, and overseen by the Nasira+ Programme Management Unit (PMU) in close coordination with the Nasira+ Risk Sharing Facility (RSF) team and participating FIs. Each TA project, with its own defined scope, deliverables, and budget, will be implemented by one of the contractors selected under this framework contract, following a competitive selection process based on the specific requirements of the assignment.

The scope of services is structured around two components. The first component focuses on client support and organisational strengthening, including improvements in risk management, data management, digitalisation, governance, compliance, and financial product development. The second component focuses on Nasira+ readiness and ecosystem strengthening, aimed at preparing FIs to participate in the RSF portfolio and enhancing their capacity to serve underserved MSME segments.

Services will be delivered across Sub-Saharan Africa, the European South Neighbourhood, the European East Neighbourhood and Turkey, the Americas and the Caribbean, and Asia and the Pacific.

Contractors are expected to demonstrate strong technical expertise and delivery capacity across the covered regions and thematic areas.

Type of procedure: **Restricted**

2.1.1. Purpose

Nature of the contract: **Consultancy Services**

Main classification (CPV code):

79400000-8 - Business and management consultancy and related services

2.1.3. **Estimated total value**

Value excluding VAT: **6,300,000** Currency: **EUR**

2.1.4. **General information**

Legal basis: The legal basis of this procedure is Regulation (EU) N° 2021/947 establishing the Neighbourhood, Development and International Cooperation Instrument – Global Europe (NDICI)[1].

2.1.6. Grounds for exclusion

Description: Candidates must submit a signed declaration to the effect that they are not in any of the situations listed in Section 2.4.2.1. of the practical guide (PRAG). Where the candidate intends to rely on capacity providing entities or subcontractor(s), he/she must provide the same declaration signed by this/these entity(ies).

Candidates included in the lists of EU restrictive measures (see Section 2.4. of the PRAG) at the moment of the award decision cannot be awarded the contract[2].

5. Lot

This contract is divided into lots: **no**

5.1. Information per lot

Title: **Framework Contract for Technical Assistance Services under the Nasira+ Programme**

Short description of the contract:

Since 1970, the Dutch entrepreneurial development bank FMO has supported job creation and income generation activities in order to improve people's lives in the parts of the world where it can make the biggest difference. FMO's role extends beyond financing, helping businesses to operate and grow in an environmentally and socially responsible manner. FMO contributes to the technical/institutional strengthening of its existing and prospective clients through the provision of Technical Assistance (TA).

Since 2018, FMO is implementing a dedicated programme called NASIRA, to increase the financial inclusion of underserved groups, including women, youth and migrants. The Program achieves this through the provision of i) a risk sharing facility providing portfolio guarantees and ii) technical assistance. The Nasira+ Programme builds on the original Nasira initiative[3] by expanding its geographic reach and sector coverage, while continuing to improve access to finance for underserved MSMEs. The objective of the Nasira+ Technical Assistance Facility (TAF), funded by the European Commission, is to enhance both financial institution (FI) capacity and development impact.

This assignment concerns the establishment of a framework service contract for the Nasira+ TAF, under which selected Contractors will deliver tailored TA projects. Individual TA projects will be awarded through targeted requests among the up to 3 selected Contractors, each with its own defined scope, deliverables, and budget, aligned with the needs of partner FIs and linked to the pipeline/portfolio under the Nasira+ Risk Sharing Facility (RSF) managed by FMO.

---

[1] Regulation (EU) 2021/947 of the European Parliament and of the Council of 9 June 2021 establishing the Neighbourhood, Development and International Cooperation Instrument – Global Europe, amending and repealing Decision No 466/2014/EU and repealing Regulation (EU) 2017/1601 and Council Regulation (EC, Euratom) No 480/2009; OJ L 209, 14.6.2021, p. 1.

[2] Please note that the EU Official Journal contains the official list of entities subject to restrictive measures and, in case of conflict, it prevails over the list of the EU Sanctions Map.

[3] More information about Nasira and Nasira+ can be found at www.fmo.nl/nasira.

TA projects[4] are identified and developed by the Nasira+ TAF team, working closely with the Nasira+ RSF team and the client FIs to assess needs, design interventions, and oversee implementation.

The scope of the assignment focuses on two main components[5]:

1. **Client support and organisational strengthening**

This component aims to enhance the operational, technical, and strategic capacities of FIs to better serve underserved segments. Activities under this component include:

- ***Financial risk management improvements***, such as development and implementation of:
  - Early Warning Systems (EWS);
  - Risk Reporting (RR) systems;
  - Financial modelling tools;
  - Risk-based pricing methodologies and tools;
  - Sustainability-linked pricing tools.
- ***Data management and digital transformation**,* including:
  - Business Intelligence (BI) tools, such as data analytics and dashboarding;
  - IFRS reporting solutions (both, on the accounting and sustainability sides);
  - Digitalization of internal processes and systems.
- ***Non-financial risk management and institutional strengthening**,* covering:
  - Enhancement of cybersecurity frameworks;
  - Corporate governance improvements;
  - Environmental & Social Risk Management Systems (ESMS);
  - Sustainability strategies;
  - Human resources (HR) improvements;
  - Compliance, KYC, AML-CFT.
- ***Product development and market positioning***, including:
  - Market scans and benchmarking exercises;
  - Customer segmentation analysis;
  - Design and development of new (or refining of existing) financial products.

2. **Nasira+ readiness and ecosystem strengthening**

This component aims to strengthen the enabling environment and institutional readiness required to scale inclusive financing and innovative financial instruments. Activities include:

- ***Enhancing readiness of FIs***, aimed at preparing FIs to take the Nasira + RSF, e.g. by:
  - Strengthening the MSME-banking division by
    - Developing or updating the MSME strategy;
    - Developing, updating or upgrading the MSME risk management framework;
    - Optimizing the MSME customer onboarding journey.
  - Enhancing internal systems and processes to ensure operational readiness, compliance, and effective implementation of Nasira+-supported activities;
  - Drafting key policies.

[4] An estimated average size of TA project is ~EUR 150,000 – equivalent to ~35 TA projects over the program life. During the Nasira program, TA projects varied in budget from EUR 30,000 to EUR 500,000, with most TA projects typically between EUR 125,000 to EUR 175,000.
[5] An estimated breakdown of budget to the components is ~80% to 'Nasira+ Client support on organizational strengthening' and ~20% to 'Nasira+ Readiness & ecosystem strengthening'. Final budget allocations to activities will depend on the needs of RSF clients and pipeline developed by the PMU.

- ***Ecosystem strengthening and inclusion-focused initiatives***, including:
    - Development of financing approaches targeting youth entrepreneurship and female-led enterprises, such as tailored incubation or acceleration programs;
    - Design of financial solutions for the target beneficiaries;
    - Country-level sector initiatives in Least Developed Countries (LDCs);
    - Collaboration with key stakeholders to improve MSME access to finance and financial literacy.

The geographic scope covers the European South Neighbourhood, East Neighbourhood & Turkey, Americas and Caribbean, Asia and Pacific, and Sub-Saharan Africa. Sectorial focus areas include energy and agriculture. The provision of services to specific TA projects may include remote or in-country delivery.

Contractors are expected to demonstrate strong technical expertise and delivery capacity across targeted geographies and assignment components to support the full range of above outlined Nasira+ TAF objectives. The expectation is that consortia will need to be formed to cover all regions and focus areas with the required depth of expertise.

5.1.1. Purpose

Nature of the contract: **Services**

Main classification (CPV code): **79400000-8**

5.1.2. Place of performance

Country/Geographical zone:

- Americas and Caribbean;
- Asia and Pacific;
- European South Neighbourhood, European East Neighbourhood, and Turkey;
- Sub-Saharan Africa.

5.1.3. Estimated duration

Duration: **50 months**

5.1.5. Estimated value per lot (only for service contracts)

Value excluding VAT: **6,300,000**

Currency: **EUR**

5.1.6. General information

Reserved participation: **No**

Procurement Project fully financed with EU Funds.

Information about previous notices: **not applicable**

5.1.9. Selection criteria

The selection criteria are stated in Additional information about the contract notice, article 16.

5.1.10. Award criteria

Best price-quality ratio

Details will be provided in the tender dossier shared with shortlisted candidates.

5.1.11. Procurement documents

Languages in which the procurement documents are officially available: **English**

5.1.12. Terms of procurement

Terms of submission:

Submission by email: The Requests to Participate must be submitted in English exclusively to FMO by email at the following address: impact.procurement@fmo.nl with the subject of that mail: "[Name of the tenderer or consortium lead member]_Request to participate_[e-mail number]/[total number of e-mails sent as part of this submission]". The contract title and publication reference must be clearly marked on the e-mail containing the request to participate and must always be mentioned in all subsequent correspondence with FMO.

Requests to Participate submitted by any other means will not be considered.

Languages in which tenders or requests to participate may be submitted: **English**

Deadline for receipt of requests to participate:

Date: **13/08/2026**
Local Time (Central European Time): **17:00**

8. Organisation

8.1 ORG-0001

Official name: **Nederlandse Financierings-Maatschappij voor Ontwikkelingslanden N.V.**
Registration number: **27078545**
Town: **The Hague**
Postcode: **2509 AB**
Country: **The Netherlands**
Email: **impact.procurement@fmo.nl**

Internet address: **www.fmo.nl**

Roles of this organisation: Buyer ("Buyer" in this context refers to contracting authority)