

Country: Ukraine

Employer / Project Executing Agency (PEA):

Business Development Fund (BDF)

9 Instytutska St.

Kyiv, Ukraine

Deadline of Submission of Applications:

August 12, 2025, 1500 Ukraine time

August 12, 2025, 1200 UTC

E-procurement through Exficon only

Project: SME Resilience Facility

BMZ No. 2024.6782.7

Tender: International Competitive Bidding (ICB):

Tender for Consulting Services: "Implementation Consultant"

BMZ2024.6782.7/KFW512809

Prequalification

Project measures: The SME Resilience Facility (the "Project") will be implemented by the Business Development Fund (BDF). Its primary objective is the sustainable provision and use of demand-based financial services for Ukrainian MSMEs. The Project promotes economic resilience, encourages private investment, and supports the continued operation and competitiveness of MSMEs. This will be achieved through a combination of long-term local currency liquidity loans, targeted investment grants, and the financing of a BDF Guarantee Facility designed to reduce credit risk for Partner Financial Institutions (PFIs) and facilitate access to credit for MSMEs.

The Project comprises four interrelated components:

- Component 1: Investment Grants
- Component 2: Long-Term Liquidity Loans
- Component 3: BDF Guarantee Facility
- Component 4: Accompanying Measures

To receive the Prequalification documentation, please contact the Tender Agent (René Meyer) at tender@renemeyer.org with a copy (cc) to the Employer's representatives Valeriy Mayboroda at v.mayboroda@bdf.gov.ua and Vitaliy Uliantsev at vitalii.uliantsev@bdf.gov.ua

Procurement framework: This ICB tender for Consulting Services is subject to the KfW „Guidelines for the Procurement of Consulting Services, Works, Plant, Goods and Non-Consulting Services in Financial Cooperation with Partner Countries” (2021, July 2024 update / available on www.kfw-entwicklungsbank.de).

Requested Consultant Services: In order to achieve the objectives set out for this assignment, the Consultant is expected to conduct the following main tasks:

1. Preparation

(i) Setting up of the Project's operational procedures, roles and responsibilities, and developing the project documents including

- finalise details of the implementation concept of the three above mentioned components, based on evaluations of existing financing instruments of BDF (grant financing, loans, guarantee);
- especially, analyse and evaluate existing BDF guarantee (including agreements with PFIs, general processes and payment procedures,) as well as existing guarantee programs within the Ukrainian financial market and derive recommendations for BDF Guarantee Facility;
- elaborate governance structure of the BDF Guarantee Facility including detailed roles and responsibilities of BDF management and of the engaged stakeholders, procedures (including accounting) and interactions;
- elaborate guarantee management, e.g. definition of the eligibility criteria (e.g. financial, E&S, compliance), including guarantee conditions, payment conditions, etc.;
- elaboration of investment policy of the BDF in respect of the funds that are the underlying financial basis of the guarantee.

(ii) Verify accessibility and applicability of BDF's IT systems relevant for project implementation, e.g. SME Finance IT platform – developed with financial support from GIZ - for participating SMEs, and provide suggestions and business cases on relevant improvements;

(iii) Propose and implement multiple technical assistance (TA) activities to support institutional strengthening of the BDF, procurement and /or development of IT equipment/software as well as environmental and social management trainings for PFIs.

2. Implementation

(i) Support final selection of sectors of the first financing round of the Project (loans, guarantees and grants);

(ii) Support adjusting the guarantee parameters (e.g. portfolio coverage ratio of the guarantee, maximum loss amount) in the planned annual program review (e.g. as part of the progress reviews) in order to adapt them to the demand of the PFIs and MSMEs; if needed, the support in improvement and synchronization also applies also to the existing BDF guarantees;

(iii) Support BDF in the day-to-day implementation of the Project;

(iv) Analyse the current Environmental and Social Management Systems (ESMS) of possibly participating PFIs and provide – if required - support in upgrading the ESMS (in line with the KfW standards) within the structures and processes of PFIs.

3. Monitoring and supervision

(i) Develop and set up a coherent M&E system that complies with KfW requirements, collect data and monitor key performance indicators;

(ii) Conduct mid-term review;

(iii) Assist BDF in project and financial management of the Project, including reporting to KfW;

(iv) On demand: Support E&S Monitoring and customization especially for PFIs (e.g. support in conducting ESDDs, site visits, sub-loan reviews) and MSMEs (e.g. workshops).

4. Capacity building

(i) Implementation of TA activities under 1.6.1. a 1. (iv) and activities identified under the development project “Enhancing the capacities of the BDF”;

(ii) Conceptualize and provide trainings to PFIs and support these with pipeline and portfolio creation.

5. Visibility

(i) Conceptualize and implement public relations (including workshops and events), establish and manage a website that informs about the guarantees, the eligibility criteria, guarantee conditions, registration and application procedures, grievance mechanism etc.

1. Preparation

(iv) Setting up of the Project’s operational procedures, roles and responsibilities, and developing the project documents

(v) Verify accessibility and applicability of BDF’s IT systems relevant for project implementation, e.g. SME Finance IT platform – developed with financial support from GIZ - for participating SMEs, and provide suggestions and business cases on relevant improvements.

(vi) Description of the different technical assistance (TA) activities to support institutional strengthening of the BDF, procurement and /or development of IT equipment/software as well as environmental and social management trainings for PFIs.

2. Implementation

- (v) Support final selection of sectors of the first financing round of the Project (loans, guarantees and grants).
- (vi) Support adjusting the guarantee parameters (e.g. portfolio coverage ratio of the guarantee, maximum loss amount) in the planned annual program review (e.g. as part of the progress reviews) in order to adapt them to the demand of the PFIs and MSMEs; if needed, the support in improvement and synchronization also applies also to the existing BDF guarantees
- (vii) Support BDF in the day-to-day implementation of the Project
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