

Expression of Interest (EOI):

Pre-Qualification of Business Development Service Providers & Financial Intermediaries

Program: Women's Economic Empowerment through Cashew Processing (WEECAP)

Countries: Côte d'Ivoire, Senegal, Guinea-Bissau

Issued by: Winrock International

Release Date: October 17th, 2025

Round 1 Submission Deadline: November 14, 2025

Round 2 Submission Deadline: February 14, 2026

Round 3 Submission Deadline: June 14, 2026

1. Purpose of the EOI

The WEECAP Consortium invites Expressions of Interest from qualified Business Development Service Providers (BDSPs) operating in Côte d'Ivoire, Senegal, or Guinea-Bissau. This EOI aims to pre-qualify pool of service providers who can be matched to the specific needs of cashew sector especially **cashew production** particularly those led by women and youth.

Selected firms will join WEECAP's BDSP Network and may be called upon to support pre-identified enterprises through tailored scopes of work. This is not a call for immediate service delivery, but an opportunity to be part of a flexible, call-down support mechanism that prioritizes fit-for-purpose engagements.

2. Background

WEECAP is a multi-country initiative implementing in partnership with the Mastercard Foundation that seeks to catalyze inclusive growth in the cashew sector. The program supports job creation, enterprise development, and capital mobilization, with a focus on women and youth.

As part of this effort, WEECAP is establishing a pre-qualified network of BDSPs specialized in cashew production to:

- Enhance technical knowledge in cashew cultivation
- Build managerial and entrepreneurial skills for women and youth-led enterprises.
- Promote food safety, quality standards, and sustainable practices.
- Facilitate access to finance and market linkages.
- Facilitate financing for underserved firms, including those led by youth and women
- Expand the reach of high-quality services into rural and undercapitalized regions

For a detailed overview of this strategy, see Annex A.

3. Who Should Apply

Eligible applicants include firms, associations, or individuals with demonstrated experience in any of the following service areas:

<i>BDSP Services</i>
Orchard diagnostics to suggested action plan for best practices
Cashew breeding
Good Agricultural Practices: -Inputs selection (seedlings and planting) - Orchard maintenance and management - Water management -Fertilization
Quality and Certification related to cashew sourcing ex: Organic, Fairtrade, Rainforest Alliance
Market access and supply chain linkages
Leadership, coaching and mentoring for youth/women involved in production
Creation of income-generating activities for producers via formalization or diversification
Development of knowledge and technologies through research and its dissemination
Innovation and appropriate technology adoption in cashew production

WEECAP especially encourages applications from:

- Providers with operational presence in rural areas or willing to deliver services in rural areas
- Women- or youth-led firms

4. Selection Process

Phase 1: Pre-Qualification—EOIs will be reviewed based on the applicants:

- Technical expertise

- Inclusion track record (especially in supporting women and youth)
- Geographic reach and in-country presence
- Demonstrated results with SMEs or cooperatives, preferably in the cashew sector.

Note on Evaluation: Applications will be assessed based on service relevance, inclusion experience, operational capacity, and demonstrated results. Geographic balance and diversity of service types will also inform final selection decisions.

Phase 2: Co-Design—Shortlisted applicants will be invited, on a rolling basis, to co-develop tailored Scopes of Work (SOWs) with pre-identified firms. These SOWs will serve as the basis for future engagements.

5. Submission Requirements

All applicants must complete the EOI Application Form (Annex B) and submit the required attachments listed in the checklist. This includes:

- Narrative description of services, experience, and results
- CVs of key personnel or team leads
- Organizational profile or operational footprint
- Examples of past work with women/youth-led firms or cooperatives
- Client references
- Availability and mobilization capacity
- Indicative fee schedule: Applicants are encouraged to submit an indicative daily or service-based fee schedule for their core production focused BDSP services. This information will be used by WEECAP for internal benchmarking and planning purposes only and does not constitute a pricing commitment.
- (Optional) Outcome metrics: estimated number of farmer / farmer groups supported, yield improvements, quality improvements, inclusion ratios

All materials may be submitted in English or French.

6. Timeline

<i>Milestone</i>	<i>Date</i>
EOI Release	October 17th, 2025
Submission Deadline	Round 1: November 14, 2025 Round 2: February 14, 2026 Round 3: June 14, 2026
Notification of Pre-Qualification	Ongoing on a rolling basis
Phase 2 Co-Design	Rolling, based on WEECAP service needs

7. Submission Instructions

Submit all documents via email to: weecap.procurement@winrock.org

Use the subject line: “EOI – BDSP Cashew Production – [Your Organization Name]”

Submissions must be received no later than June 14 2026

Annexes

Annex A: BDSP Strategy Overview

Annex B: EOI Application Form & Submission Checklist

Annex C: Merit-Based Evaluation Criteria

Annex A: BDSP Strategy Overview

WEECAP – Women’s Economic Empowerment through Cashew Processing

Overview

To accelerate inclusive enterprise growth in the cashew sector, WEECAP is establishing a pre-qualified network of Business Development Service Providers (BDSPs) in Côte d’Ivoire, Senegal, and Guinea-Bissau. These providers will be matched to the needs of pre-identified producer groups—particularly youth- and women-led groups—and engaged through a flexible, call-down mechanism to deliver targeted support.

Objective

To build a service ecosystem that enables:

- Tailored technical support for SMEs and cooperatives in the cashew sector
- Business formalization, operational strengthening, and investment readiness
- Capital mobilization for underfinanced farmer groups, especially those led by women and youth
- Scalable, demand-responsive support aligned with WEECAP’s job creation and inclusion goals

Target Groups

The network will serve:

- Cashew cooperatives, producer groups, VSLA members and other key groups involved in the production of cashew
- Women- and youth-led groups with growth potential
- Groups located in rural or undercapitalized regions
- Groups pre-identified by WEECAP based on strategic alignment and readiness

Business Development Service Providers (BDSPs)

Role: BDSPs will deliver advisory and technical assistance to help firms formalize, grow, and become investment ready.

Typical services include:

- Production support to improve yield and quality
- Business diagnostics and strategic growth planning
- Support for registration, compliance, and governance
- Financial recordkeeping and management systems
- Market access strategies and supply chain integration
- Coaching and mentoring, with a focus on women and youth entrepreneurs

How It Works

1. WEECAP identifies eligible groups in need of support
2. BDSPs build readiness through targeted advisory services
3. FIs mobilize capital once groups are finance-ready
4. WEECAP calls down providers from the pre-qualified network based on firm needs, geography, and service specialization

Why This Model

- Enables fit-for-purpose engagement rather than one-size-fits-all support
- Creates a resilient network of capable local providers
- Ensures quality, accountability, and alignment with WEECAP outcomes
- Supports both firm-level growth and system-wide inclusion in the cashew sector

Annex B: EOI Application Form & Submission Checklist

Expression of Interest – BDSP

Program: WEECAP – Women’s Economic Empowerment through Cashew Processing

Submission Deadline: XXXXX, 2025

Section 1: Applicant Information

Organization/Consultant Name	
Country(ies) of Registration or Operation	
Primary Contact Name	
Primary Contact Email	
Phone / WhatsApp	
Website (if applicable)	
Area(s) of Specialization (based on section 3 of EOI)	

Section 2: Submission Checklist

A. EOI Form

- ☐ Completed and signed application form (this document)

B. Technical and Service Capabilities

- ☐ Brief narrative (2–3 pages max) describing:
- Core services aligned with BDSP categories
 - Relevant past assignments (Farmer group support, access to finance)
 - Sample results achieved (e.g., Groups supported, production improvements, finance mobilized)

C. Organizational Capacity

- ☐ CVs of key personnel or team leads
- ☐ Description of operational presence and geographic focus
- ☐ Partnerships or affiliations (if any)

D. Inclusion & Target Group Experience

- ☐ Description of experience working with women/youth-led producer groups
- ☐ Any relevant policies, training approaches, or client profiles

E. Availability and Deployment

- ☐ Statement on availability for assignments through 2026
- ☐ Willingness to support rural or remote firms
- ☐ Typical lead time required for mobilization



F. References

- ☐ Three client references with name, organization, email, and phone number

G. Indicative Fee Schedule

- ☐ Table or list of indicative rates for key services
- ☐ Currency clearly specified (USD or local)
- ☐ Rates expressed per day, per engagement, or per assignment as appropriate

H. (Optional) Outcome Orientation

- ☐ Anticipated number of firms you could serve annually under WEECAP
- ☐ Capital mobilization benchmarks or past financing results
- ☐ Gender/youth share of past clients (if available)

Declaration

By signing below, I confirm that the information provided in this application is accurate and complete to the best of my knowledge.

Name:

Title:

Date:

Signature:

Annex C: Merit-Based Evaluation Criteria

EOI – BDSP/FI Network Pre-Qualification

Program: WEECAP – Women’s Economic Empowerment through Cashew Processing

The following criteria will guide the review and selection of applicants during Phase 1: Pre-Qualification. Each application will be reviewed by WEECAP technical and operational leads using the scoring ranges provided.

Evaluation Criteria	Description	Max Points
Technical Expertise	Relevance and depth of services offered (BDSP and/or FI), including past assignments and demonstrated alignment with WEECAP needs	20
Operational Capacity	Presence in-country, ability to mobilize, experience working in rural/underserved areas, team strength	20
Results & Impact	Past outcomes (e.g., firms supported, capital mobilized, jobs created), credibility of references	20
Strategic Fit	Ability to work within WEECAP's phased model (readiness + financing), familiarity with cashew or agri-SMEs	20
Inclusion Track Record	Experience working with youth- and women-led enterprises; inclusive methodologies or policies in place	10
Value for Money (if fee schedule provided)	Reasonableness and transparency of indicative rates based on services offered and context	10
TOTAL		100

Note: Applicants scoring below a minimum threshold (e.g. 65 points) may not be invited to the Phase 2 Co-Design stage. Final selection decisions will also consider geographic and service-type coverage across the full BDSP network.