

CALL FOR EXPRESSIONS OF INTEREST (EOI)

Prequalification of Business Development Service Providers

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

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

Issued by: Winrock International

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Submission Deadline: October 30, 2026

1. Purpose of the EOI

The WEECAP consortium is launching a Call for Expressions of Interest (EOI) for qualified Business Development Service Providers (BDSPs) operating in Côte d'Ivoire, Senegal, or Guinea-Bissau. This EOI aims to establish a diverse pool of service providers that can be mobilized based on the specific needs of enterprises in the cashew sector, particularly women- and youth-led enterprises.

Selected organizations will join WEECAP's network of Business Development Service Providers (BDSPs) and may be engaged to support pre-identified enterprises through targeted technical assistance assignments. This is not a solicitation for an immediate service assignment, but rather a flexible mobilization mechanism adapted to identified needs.

2. Background

WEECAP is a regional initiative implemented in partnership with the Mastercard Foundation. It aims to stimulate inclusive growth in the cashew sector. The program supports job creation, enterprise development, and capital mobilization, with particular attention to young women and men.

To this end, WEECAP is establishing a pool of prequalified Business Development Service Providers (BDSPs) capable of supporting actors across the cashew value chain in the following areas:

- Improving the competitiveness, productivity, and performance of cashew processing SMEs;
- Strengthening the supply chain, including through cooperative structuring, development of commercial relationships, and securing the supply of raw cashew nuts;
- Providing cross-cutting services that promote economic inclusion, innovation, capacity strengthening, and sustainable enterprise development.

See Annex A for a detailed overview of this strategy.

3. Profiles Sought

Eligible entities may include firms, associations, or individual consultants with demonstrated experience in the following areas:

Service Lot	Area of Intervention	Expected Services
Lot 1	Industrial Diagnostics and Competitiveness	Technical diagnostics, industrial audits, bottleneck analysis, process optimization, and productivity improvement.
Lot 2	Technical Assistance for Processing	In-factory technical assistance, process optimization, improvement of whole-kernel yield, loss reduction, by-product utilization, and energy efficiency.

Service Lot	Area of Intervention	Expected Services
Lot 3	Quality, Food Safety, and Certification	HACCP, GMP, GHP, AFI, BRCA, Halal, Kosher, FSSC 22000, SMETA, internal audits, certification readiness, and traceability systems.
Lot 4	Skills Development	Development of training modules, coaching, training for operators, supervisors, managers, maintenance and quality staff, women's leadership, and youth employability.
Lot 5	Industrial Maintenance	Preventive and corrective maintenance, maintenance plans, equipment reliability, electrical, mechanical, and pneumatic maintenance, as well as utilities.
Lot 6	Diversification & Innovation	Supply-chain structuring, new product development, by-product utilization (CNSL, cashew apple, shells), technical assistance, packaging, product innovation, and commercialization.
Lot 7	Cashew Apple and Other By-Product Development	Organizational diagnostics, supply-chain structuring, technical assistance, governance, formalization, professionalization of cooperatives, improvement plans, and commercialization.
Lot 8	Traceability and Compliance	Establishment of traceability systems, producer geolocation, digitalization, QR codes, and lot/batch management.
Lot 9	Logistics and Flow Management	Inventory management, warehousing, transport, logistics planning, flow optimization, and logistics cost reduction.
Lot 10	Producer Productivity	Good agricultural practices, harvesting, drying, storage, nut quality, and reduction of post-harvest losses.
Lot 11	Business Development and Market Access	Business matching, market development, commercial negotiation, contracts, market intelligence, and export.
Lot 12	Economic Inclusion and Job Creation	Youth integration, women's economic empowerment, inclusion of persons with disabilities, entrepreneurship, and workforce integration.

WEECAP particularly encourages applications from Business Development Service Providers (BDSPs) that meet one or more of the following criteria:

- BDSPs with demonstrated experience supporting industrial processing enterprises, or that demonstrate the capacity and commitment to work with actors in rural areas;
- Women- and/or youth-led or majority-owned enterprises;
- BDSPs with demonstrated experience in the economic inclusion of women, youth, and persons with disabilities;
- Organizations with a local presence or operational network in the project's intervention areas.

4. Selection Process

Phase 1: Prequalification — Applications will be evaluated based on:

- Technical and/or financial expertise
- Experience in inclusion (support to women and youth)
- Geographic coverage and presence in the countries covered by the WEECAP program
- Demonstrated results with SMEs or cooperatives (ideally in the cashew sector)

Evaluation Note: Applications will be assessed based on the relevance of services, inclusion experience, operational capacity, and demonstrated results. Geographic balance and diversity among the profiles of Business Development Service Providers (BDSPs) will also be taken into account.

Phase 2: Co-design — Preselected Business Development Service Providers (BDSPs) will progressively be invited to co-develop Terms of Reference (TORs) with enterprises identified by WEECAP. These Terms of Reference (TORs) will serve as the contractual basis for future BDSP service assignments.

5. Application Package

Applicants must complete the form in Annex B and provide the following documents:

- A narrative presentation describing the proposed services, experience, and results achieved
- CVs of key team members
- An organizational profile or overview of areas of operation
- Examples of support provided to women- or youth-led enterprises
- Client references
- Information on availability and mobilization capacity
- An indicative fee schedule (per day or by type of service). This schedule is for informational purposes only and does not constitute a binding rate commitment.
- (Optional) Impact indicators: estimated number of enterprises supported, financing mobilized, and share of women/youth beneficiaries

6. Submission Instructions

Submit all required documents by email to: weecap.subcontract@winrock.org

Email subject line: "EOI – Business Development Service Provider (BDSP) Network – [Name of Your Organization] + Lot No. XXXX"

Annexes:

- Annex A: Strategic Overview of the Business Development Service Provider (BDSP) Mechanism
- Annex B: Application Form and Checklist
- Annex C: Merit-Based Evaluation Grid

Annex A: Strategic Overview of the Business Development Service Provider (BDSP)

Mechanism

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

Overview

To stimulate inclusive enterprise growth in the cashew sector, WEECAP is establishing a prequalified network of Business Development Service Providers (BDSPs) in Côte d’Ivoire, Senegal, and Guinea-Bissau. These providers will be matched with the specific needs of pre-identified enterprises—particularly those led by women or youth—and mobilized through a flexible mechanism for targeted service delivery.

Objective

Create an ecosystem of service providers capable of:

- Providing tailored technical support to SMEs and cooperatives in the cashew sector
- Strengthening formalization, organization, and certification readiness
- Providing responsive and scalable support aligned with WEECAP’s inclusion and job-creation objectives

Target Enterprises

The network will serve:

- Cashew processors (kernels, cashew apple, and derived products), cooperatives, logistics providers, and related service providers
- Enterprises led by young women and men
- Enterprises located in rural or underserved areas
- Organizations identified by WEECAP as strategic and ready to grow

Role of Business Development Service Providers (BDSPs)

Business Development Service Providers (BDSPs) will provide advisory and technical assistance services to help enterprises formalize, grow, and prepare to access financing.

How the Mechanism Works

1. WEECAP identifies target enterprises to be supported.
2. Business Development Service Providers (BDSPs) provide support for enterprise structuring.
3. WEECAP selects Business Development Service Providers (BDSPs) based on specific needs, geographic area of intervention, and specialization.

Why This Model

- Enables targeted and tailored interventions
- Creates a resilient network of qualified local service providers
- Ensures quality, accountability, and alignment with program objectives
- Promotes enterprise growth and systemic inclusion within the sector

Annex B: Application Form and Checklist

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

Submission Deadline: October 30, 2026

Section 1: Applicant Information

Name of organization / consultant:

Country of registration or operation:

Primary contact name:

Primary contact email address:

Telephone / WhatsApp:

Website (if applicable):

Area(s) of specialization (according to Section 3 of the EOI):

Section 2: Checklist of Required Documents

A. Application Form

☐ Completed and signed application form (this document)

B. Technical Capacity and Proposed Services

☐ Brief presentation (maximum 2–3 pages) describing:

- Proposed services aligned with the Business Development Service Provider (BDSP) categories
- Relevant prior experience (SMEs, access to finance)
- Results achieved (e.g., number of enterprises supported, financing mobilized)

C. Organizational Capacity

☐ CVs of key managers or team leaders

☐ Geographic presence and operational capacity

☐ Partnerships or affiliations (if applicable)

D. Experience in Inclusion and Target Groups

☐ Description of experience with women- or youth-led enterprises

☐ Inclusive policies or approaches (if available)

E. Availability and Mobilization

☐ Statement of availability through 2026

☐ Willingness to operate in rural areas

☐ Typical mobilization lead time

F. References

☐ Three client references including name, organization, email address, and telephone number

G. Indicative Fee Schedule

☐ Table or list of indicative rates for key services

☐ Currency specified (USD or local currency)

☐ Rates expressed per day, assignment, or service

H. (Optional) Expected Performance Indicators

☐ Estimated number of enterprises that can be supported each year

☐ Previous capital mobilization results

☐ Share of women/youth among previous clients (if available)

Declaration

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

Name:

Title:

Date:

Signature:

Annex C: Merit-Based Evaluation Grid

EOI – Prequalification for the Business Development Service Provider (BDSP) Network

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

Prequalification of an applicant does not in any way guarantee the award of a contract. It only confirms that the applicant meets the prequalification criteria defined in this document and allows the applicant to participate in subsequent stages of the selection process.

The criteria below will guide the evaluation and selection of applicants under Phase 1: Prequalification. Each application will be reviewed by WEECAP’s technical and operations teams according to the scoring indicated.

Evaluation Criteria	Description	Maximum Points
Technical Expertise	Relevance and depth of the proposed services, including past assignments and alignment with program needs	20
Operational Capacity	Local presence, mobilization capacity, experience in rural or underserved areas, and strength of the team	20
Results and Impact	Results achieved (enterprises supported, jobs created) and reliability of references	20
Strategic Fit	Ability to integrate into WEECAP's phased model (structuring + financing) and knowledge of the sector	15
Experience in Inclusion	Demonstrated work with youth- or women-led enterprises; inclusive practices and methodologies	10
Value for Money (if fee schedule provided)	Clarity and consistency of indicative rates in relation to the context and services offered	15
TOTAL		100

Note:

- Winrock/WEECAP reserves the right to accept or reject any application.
- Applicants scoring below the minimum threshold (for example, 65 points) may not be invited to Phase 2 (Co-design).
- Final decisions will also take into account geographic diversity and coverage across service types within the Business Development Service Provider (BDSP) network.