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**Consulting Services  
for the Accompanying Measure  
(Technical Assistance) to  
Partner Financial Institutions  
(PFIs), Micro, Small and Medium  
Enterprises (MSMEs) and the  
Nepal Rastra Bank (NRB)**

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**Deadline: April 22, 2020 at  
12 pm (noon), German local time**

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**Country:** Nepal

**Ref-N°:** BMZ ID. 2018 70 146

**Prequalification**

**Ref.:** Sustainable Economic Development in Rural and Semi-Urban Areas – MSME Finance Phase II (SEDRA II)

**Project Executing Agency:** Nepal Rastra Bank

**Project Measures:** The overall objective of the project is the sustainable provision and use of a target-group oriented loan portfolio for business investments (especially fixed capital investments) of predominantly rural and semi-urban MSMEs in Nepal. The project shall be complemented by a Technical Assistance component aimed at strengthening the institutional capacity and know-how of the PFIs in the area of rural and semi-urban MSME finance. It will further include capacity building measures targeted at the MSMEs in the area of financial literacy and business management. Moreover, the Technical Assistance shall support the NRB in setting up a revolving fund.

**Requested Consultant Services:**

The consultant shall offer the following services:

- Conduct a needs assessment for each PFI and develop a comprehensive and tailor-made Technical Assistance package;
- Support the PFIs in reviewing/developing and implementing an effective strategy and viable business model for rural and semi-urban MSME finance;
- Develop, test and roll-out target-group oriented loan products (such as collateral-free loans and loans with alternative types of collateral);
- Review and optimize the PFIs' organizational structures and processes for rural and semi-urban MSME lending (including Environmental and Social Management System);
- Develop and conduct tailor-made trainings for the PFI staff;
- Support the PFIs in meeting the project requirements;
- Improve MSMEs' financial literacy and know-how in the area of business management in order to increase their productivity and further commercialization;

- Support NRB in designing and setting up the revolving fund and
- Selectively provide consultancy services to NRB (where necessary and relevant to the project).

The prequalification of experienced Consultants is subject to the regulations contained in the „Guidelines for the Procurement of Consulting Services, Works, Plant, Goods and Non-Consulting Services in Financial Cooperation with Partner Countries” (January 2019) (kindly refer to KfW's website: [www.KfW-Entwicklungsbank.de](http://www.KfW-Entwicklungsbank.de)). The contract shall be awarded to an independent Consultant firm with proven experience in the sector and a minimum annual turnover of EUR 2 million.

For further information please visit the Tender Agent's website (registration and download of Invitation for Expression of Interest): [www.exficon.de](http://www.exficon.de) or contact the Tender Agent at [tender@exficon.de](mailto:tender@exficon.de).