



REQUEST FOR EXPRESSION OF INTEREST

25 September 2026

REQUEST FOR EXPRESSION OF INTEREST (EOI) – HQ26NF174 for Enterprise Development and Investment Facilitation in Africa

Closing on 26 October 2026 at 16:00 hrs (Rome, Italy Time)

A. Background

1. The United Nations World Food Programme hereinafter referred to as the “WFP”, with its Headquarters located in Via C.G. Viola, 68/70, 00148 Rome, Italy is the leading humanitarian organization saving lives and changing lives, delivering food assistance in emergencies and working with communities to improve nutrition and build resilience by assisting almost 100 million people in around 83 countries each year. About 17,000 people work for the organization, most of them in remote areas, directly serving the hungry poor.
2. The World Food Programme (WFP) supports locally led Small Medium Enterprise (SME) growth, market systems development and investment facilitation as part of its efforts to strengthen resilient food systems across Africa. Through initiatives such as the IGNITE Hub and World Food Invest (WFI), WFP works with enterprises, investors, financial institutions, governments, research institutions, development partners and ecosystem actors.
3. To support this growing portfolio, WFP intends to establish Long-Term Agreements (LTAs) with qualified service providers that can deliver specialized support services across one or more of these areas. WFP anticipates establishing LTAs with multiple service providers across one or more of the below service areas.
4. WFP invites eligible suppliers to express their interest in establishing an LTA to provide enterprise development, SME growth, investment facilitation and market systems support services across Africa. Suppliers are not required to demonstrate capabilities across all service areas and may express interest in the specific areas where they possess demonstrated expertise and delivery experience. Suppliers may also subcontract some services.

Service areas which may include the following:

a. Enterprise Ecosystem and Early Enterprise Commercialization

- Conduct market systems assessments, value chain analyses, ecosystem mapping and stakeholder consultations to identify opportunities, constraints and scalable enterprise solutions.
- Design and facilitate research-to-commercialization programmes that support the translation of local innovations, technologies and research into viable enterprises and market-based solutions.
- Design and deliver design and solution validation, including user research, field testing, business model development and evidence generation.
- Support enterprises with business registration, development of commercially viable operating models, strengthen market positioning, consider legal and tax considerations, and establish partnerships with public, private and development sector stakeholders.
- Provide digital transformation and technology adoption support, including use of digital tools, data systems and business process improvements.

b. Enterprise Development and Growth

- Design and deliver challenge fund programmes, enterprise development initiatives and other enterprise support programmes tailored to WFP operational priorities and local market needs.
- Identify, source, assess and select enterprises through open calls, targeted sourcing, due diligence and structured evaluation processes.
- Provide technical assistance, mentoring and coaching to strengthen enterprise performance in areas such as governance, operations, digitisation, financial management, business growth, market access and impact measurement.
- Deliver embedded or fractional technical expertise within enterprises, including specialized support in finance, commercial strategy, operations, supply chain management, digital transformation and business development.
- Facilitate partnerships between enterprises, buyers, financial institutions, investors, governments and development partners to support growth and market access.
- Where required, administer grant funding mechanisms, including enterprise due diligence, grant disbursement, compliance monitoring, reporting and financial controls.



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c. Investment Readiness and Investment Facilitation

- Conduct enterprise investment-readiness diagnostics and develop tailored improvement plans addressing commercial, operational, governance and financial gaps.
- Develop investment-grade business plans, financial models, investment memoranda, pitch materials and due diligence documentation.
- Design and manage enterprise data rooms and supporting documentation required for investor engagement and fundraising activities.
- Conduct investor mapping, investor outreach and structured matchmaking processes linking enterprises with impact investors, development finance institutions, commercial investors and blended finance facilities.
- Provide transaction advisory services, including support for due diligence processes, financing structures, investor negotiations, capital-raising processes and transaction preparation.
- Support enterprises following investment through governance strengthening, ESG implementation, impact reporting, investor reporting and business growth support.

B. The purpose of this EOI

5. The purpose of this request for EOI is to identify suppliers with verified technical and financial capacity to perform the required service/s. Eligible suppliers will be invited to participate in the bidding process for the proposed competitive tender. This EOI does not constitute a solicitation and does not guarantee invitation to a subsequent tender process. Eligibility to participate in the proposed tender will be determined on the basis of experience doing similar work which includes problem statement identification.
6. After the deadline for submission of responses has passed, WFP will evaluate responses received and will notify eligible participants of the outcome of the evaluation. The next steps following this EOI is anticipated to be a second tender to eligible participants to enter into Long Term Agreements (LTA) with WFP.

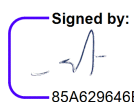
C. How to prepare and submit your Expression of Interest

7. In order to participate in the pre-qualification exercise, companies are required to provide the following:
The filled in EOI Response Form, which includes:
 - Table 1. WFP Requirements
 - Table 2. Supplier Information;
 - Table 3. Supplier Financial Status;
 - Table 4. Supplier Relevant Experience;
 - Table 5: Supplier
 - Table 6: Supplier Countries of Operation
 - Table 7: Signatory by the authorized company representative and company stamp.
8. All supporting documentation listed above shall be prepared in accordance with the instructions provided and sent by email to hq.tenders@wfp.org.
9. WFP will not consider incomplete or unsigned submissions. All responses and supporting documentation received will be treated as strictly confidential and will not be made available to the public.

D. This request for EOI does not constitute a solicitation. WFP reserves the right to change or cancel this procurement process or any of its requirements at any time during the process; any such action will be communicated to all participants.

10. Should you have any questions please do not hesitate to contact us at hq.tenders@wfp.org.

Yours sincerely,

Signed by:

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Kathreen Claire CO
 OIC Head of Global Markets
 HQ, Rome, Italy
 The United Nations World Food Programme



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EOI RESPONSE FORM

TABLE I. WFP REQUIREMENTS

No.	Evaluation criterion and minimum requirement	Required supporting documentation	Supplier response
1	Organizational experience and African delivery footprint The supplier has relevant experience in enterprise development, SME growth, investment facilitation, market systems development, or closely related services, and an established delivery footprint in one or more African countries.	A maximum 2-page company profile stating: - core areas of expertise; - year established; - years of relevant operation; - countries of operation; - office locations; and - local partner or implementation network.	Yes ☐ No ☐
2	Technical capability for the selected Service Lot(s) The supplier demonstrates the technical capability, methodologies and systems required to deliver at least one Service Lot selected in Table IV .	A maximum 2-page technical capability statement for each selected Service Lot , describing relevant services, methodologies, tools, delivery approach and quality-assurance arrangements.	Yes ☐ No ☐
3	Relevant project and contract experience The supplier has completed similar assignments in Africa within the past three years that are relevant to the selected Service Lot(s) .	A maximum 2-page summary of up to four relevant assignments, including client, country, dates, contract value, scope of services and key results. The assignments should also be entered in Table V .	Yes ☐ No ☐
4	Qualified personnel and specialist expertise The supplier has access to appropriately qualified personnel covering the technical areas needed for the selected Service Lot(s), including the ability to mobilize expertise in relevant countries.	A maximum 2-page team capability summary showing proposed key functions, areas of expertise, years of relevant experience, language capabilities and geographic availability. Full CVs are not required at the EOI stage.	Yes ☐ No ☐
5	Client references The supplier can provide independent client references for comparable assignments.	Contact details for at least two client references, including organization, contact person, title, email, telephone number and the related assignment.	Yes ☐ No ☐

NB: Please note that suppliers are not required to submit samples of outputs at this stage. Applicants are only requested to describe their relevant past experience, networks, and regular geographical areas of operation.



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TABLE II. SUPPLIER INFORMATION

Company / Organization's Background Information			
1	Legal Name of Company/Organization: (Full legal name of the company to be contracted with WFP, if awarded)		
2	Full address:		
3	E-mail address:		
4	Website address:		
4	Telephone:	Fax:	
5	Contact person, title: (to be contacted for Coupa registration and tender invitation)	Tel./E-mail of contact person: (to be contacted for Coupa registration and tender invitation)	
6	Registration with UNGM	Yes ☐ No ☐	UNGM No.
7	Type of Business	☐ Corporate/ Limited ☐ Partnership ☐ Other (specify):	
8	Goods / Services:		
9	Company/Organization Business Registration Number:	Date of Registration: (Mandatory) Please submit certificate of incorporation/registration (at least 3 years)	
10	Additional company/organization background information: max 2 pages		



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TABLE III. SUPPLIER FINANCIAL STATUS

Company / Organization's Financial Status	
Item	Value USD
Gross Turnover 2025	
Gross Turnover 2024	
Gross Turnover 2023	
Maximum contract value in relation to which your Company can be engaged:	
USD 0 – 30,000	☐
USD 30,000 – 100,000	☐
USD 100,000 – 500,000	☐
above USD 500,000	☐
Maximum "Bank Guarantee" amount available to the Company/Organization	
Last two years audited accounts or alternative assessed within WFP's discretion are attached to prove the information stated above	☐

TABLE IV. SUPPLIER SERVICES

Select one or more Service Lot/s which your organisation wishes to respond to this EOI.

	Description	Capacity and interest to deliver services?
1	Enterprise Ecosystem Development and Early Commercialization	☐
2	Enterprise Development and Growth	☐
3	Investment Readiness and Investment Facilitation	☐



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TABLE V. SUPPLIER RELEVANT EXPERIENCE

List at least four contracts in the last two years relevant to the provision of the required service/s.

Company / Organization's Relevant Experience				
Commenced (Month / Year)	Completed (Month / Year)	Type of Contract	Total Value (USD)	Client

TABLE VI. COUNTRIES OF OPERATION

Select one or more countries from the table below where they have the capacity and interest to deliver services under this EOI:

Region	WFP Country Office	Capacity and interest to deliver services?	Direct presence / local partner / subcontractor?
East and Southern Africa (ESARO)	Angola	☐	
	Burundi	☐	
	Congo	☐	
	Democratic Republic of the Congo (DRC)	☐	
	Djibouti	☐	
	Eswatini	☐	
	Eritrea	☐	
	Ethiopia	☐	
	Kenya	☐	
	Lesotho	☐	
	Madagascar	☐	
	Malawi	☐	



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Region	WFP Country Office	Capacity and interest to deliver services?	Direct presence / local partner / subcontractor?
	Mozambique	☐	
	Namibia	☐	
	Rwanda	☐	
	Somalia	☐	
	South Sudan	☐	
	Sudan	☐	
	Tanzania	☐	
	Uganda	☐	
	Zambia	☐	
	Zimbabwe	☐	
West & Central Africa (WACARO)	Benin	☐	
	Burkina Faso	☐	
	Cameroon	☐	
	Central African Republic	☐	
	Chad	☐	
	Côte d'Ivoire	☐	
	Gambia	☐	
	Ghana	☐	
	Guinea	☐	
	Guinea-Bissau	☐	
	Liberia	☐	



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Region	WFP Country Office	Capacity and interest to deliver services?	Direct presence / local partner / subcontractor?
	Mali	☐	
	Mauritania	☐	
	Niger	☐	
	Nigeria	☐	
	Sao Tome & Principe	☐	
	Senegal	☐	
	Sierra Leone	☐	
	Togo	☐	

TABLE VII. SIGNATORY & ORGANIZATION STAMP

Signatory	
Name of Company/Organization:	
Name of the authorized representative:	Signature:
Title:	Date:
Email:	