



GOVERNMENT OF SIERRA LEONE
**REQUEST FOR EXPRESSIONS OF INTEREST
(CONSULTING SERVICES – FIRMS SELECTION)**

Issuing Date: 6th November 2024

Sierra Leone

NAME OF PROJECT: Sierra Leone Economic Diversification Project

Loan No.

Assignment Title: Consultancy Services to Provide Investment Readiness to Selected SME`S

Reference No. SL-MOFED-454674-CS-CQS

The Government of Sierra Leone *has received* financing from the World Bank toward the cost of the Sierra Leone Economic Diversification Project and intends to apply part of the proceeds for consulting services. The consulting services (“the Services”) include Consultancy Services to Provide Investment Readiness to Selected SME`S. The assignment will be completed within 12 weeks from signing of the contract. The firm will be required to:

- a) conduct Investment Readiness Screening for 80 of the best SMEs in the SLEDP cohorts. This will include a diagnostic to validate respective strengths and gaps in the areas of the business model, governance, operations, financial capacity, financial management and the team’s technical capacity to deliver. The Consultants will also advise on the respective company readiness status regarding attracting investment or helping the company become investment ready. This diagnostic will classify companies into different groups, indicating their readiness for investment. These groups will be determined by the Consultancy firm alongside SLEDP and SMEDA.
- b) Selection of 12 long listed businesses based on score around business size, revenue, market size and growth potential from the screening process to be supported with pre investment technical assistance
- c) Provide detail Investment Readiness Technical Assistance to the 12 selected SMEs to address capacity gaps identified during the screening process. Support each of the businesses develop detail investment proposals with projections, pitch documents
- d) support each the businesses develop at least 2 years audited financial statement based on the need of investors, develop marketing plans to support expansion plans for each of the businesses.
- e) Engage institutional investors (equity finance investors and funds, development financial institutions, impact investors, venture capitalists, angel investors, Investment clubs) with potential interest in the sectors SLEDP works and ensure the businesses are introduced and accepted for due diligence using the documents and investment proposals developed.

The detailed Terms of Reference (TOR) for the assignment *can be requested for via email to osmantommy@sledp.info and copy sleconomicdiversification@gmail.com*

The Project Fiduciary Management Unit now invites eligible consulting firms (“Consultants”) to indicate their interest in providing the Services. Interested Consultants should provide information demonstrating that they have the required qualifications and relevant experience to perform the Services. The Consulting firm will be selected in accordance with Consultant’s Qualification-based Selection method set out in the World Bank’s Guidelines: “Procurement Regulations for IPF Borrowers- Procurement in Investment Projects Financing” Published July 2016, Revised November 2017, July 2018, November 2020 and September 2023 (“Procurement Regulations”). The evaluation shall be based on the relevant qualification and experience of the firm for the assignment.

The attention of interested Consultants is drawn to Section III, paragraphs, 3.14, 3.16, and 3.17 of the World Bank’s “Procurement Regulations for IPF Borrowers” July 2016 2016, Revised November 2017, July 2018, November 2020 and September 2023 (“Procurement Regulations”), setting forth the World Bank’s policy on conflict of interest.

Consultants may associate with other firms to enhance their qualifications, but should indicate clearly whether the association is in the form of a joint venture and/or a sub-consultancy. In the case of a joint venture, all the partners in the joint venture shall be jointly and severally liable for the entire contract, if selected.

A Consultant will be selected in accordance with the Consultant Qualification Selection method set out in the Procurement Regulations.

Further information can be obtained at the address below during office hours *09:00 to 17:00 hours*].

Expressions of interest must be delivered by e-mail and addressed to:

The Team Lead

Project Fiduciary Management Unit (PFMU)

Ministry of Finance, 4th Floor

13 Howe Street Freetown

Tel: +23230203451, +23278585818, +23278235061

By E-mail application as attachment

to: sleconomicdiversification@gmail.com

copy procurement.pfmu@gmail.com

The Closing Date and time for receipt of applications is 20th November 2024 at 16:00pm.