



CALL FOR EXPRESSIONS OF INTEREST (EOI)

**VENDOR PREQUALIFICATION FOR THE IMPACT GRANT FUND
(IGF)**

MARCH 2026

1. About FSDT

Established in 2004, the Financial Sector Deepening Tanzania (FSDT) is a donor-funded financial sector market facilitator that aims to achieve poverty reduction through a transformative financial sector that offers inclusive and sustainable financial solutions to improve the livelihood, wellbeing, and empowerment of underserved Tanzanians. FSDT's work is guided by the Market Systems Development (MSD) approach, which aims to develop market systems that benefit the poor, offering them capacities and opportunities to improve their lives.

Currently, FSDT's main target markets are women, youth, and Micro, Small, and Medium Enterprises (MSMEs), who have been identified as the most financially excluded market segments in the country. FSDT is dedicated to supporting the financial sector in delivering inclusive, quality financial solutions that meet the financial needs of women, youth, and MSMEs.

Through its catalytic function, FSDT hopes to achieve the following changes in the market:

- Improved policies, legal and regulatory frameworks that promote gender equality, as well as economic and financial opportunities for women, youth and MSMEs.
- Improved availability of relevant financial sector infrastructures that will equip the financial sector players and other stakeholders with the ability to meet the needs and aspirations of women, youth and MSMEs.
- Financial service providers developing and scaling innovative and responsive financial solutions/tools for women, youth and MSMEs to promote equality, empowerment, and wellbeing.
- Improved confidence and capability of women, youth and MSMEs to demand and use financial solutions.

2. Project Overview

With support from the European Union, FSDT is implementing the Inclusive Finance for Growth of MSMEs, Women and Youth Programme. The programme aligns with the National Financial Inclusion Framework III, the National MSME Financing Framework, and the Financial Sector Development Master Plan. Under this programme, FSDT is establishing an Impact Grant Fund (IGF) of up to EUR 1 million (approximately TZS 2.8 billion). The IGF will provide catalytic capital grants, operating grants, structured Business Development Services (BDS), and co-investment opportunities with Financial Service Providers to approximately 154 high-potential MSMEs, with a priority on women-led and youth-led enterprises (18–35 years).

3. Purpose of the Call

FSDT hereby invites qualified and experienced suppliers, service providers, and vendors to submit Expressions of Interest (EOI) for prequalification to supply goods and services directly to MSMEs that will be awarded grants under the IGF. The selected vendors will form a prequalified pool eligible to provide equipment, technical services, and operational solutions to IGF-supported MSMEs.

FSDT Call for Expressions of Interest: Vendor Prequalification for the Impact Grant Fund (IGF)

4. Priority Sectors

The vendors must be providing goods or services in the following subsectors/activities:

- Circular economy and waste value chains
- Electric and sustainable transport (EV/CNG)
- Renewable energy and clean technologies
- Climate-smart agriculture and agro-processing
- Cold storage and logistics
- Digital and innovation-driven solutions
- Climate Smart Agriculture and Agri-Processing

5. Scope of Goods and Services

The selected vendors will work closely with FSDT to support the effective implementation of the IGF. Key responsibilities will include the provision of:

5.1 Equipment Providers

- Electric and CNG waste collection vehicles (e-bajajis, motorcycles, small trucks)
- Waste sorting and recycling machinery
- Agro-waste pellet and biomass processing machines
- Composting and organic waste processing equipment
- Cold storage units and refrigerated transport solutions
- Renewable energy systems (solar solutions, clean cooking equipment)
- Small-scale manufacturing and value-addition machinery
- Digital hardware and enterprise management tools
- Agro-processing machinery

5.2 Technology Providers

- MSME accounting and bookkeeping software
- Mobile-based record-keeping tools
- Inventory management systems
- Route optimization systems for waste collection
- CRM platforms
- Digital payment integration tools
- ICT and Digital Solutions (i.e, Computers, tablets)

5.3 Technical and After-Sales Service Providers

- Installation and commissioning services
- Maintenance and repair services
- Warranty and spare parts provision
- Operator training and technical capacity building
- Asset performance monitoring

5.4 Infrastructure and Facility Providers

- Modular waste depots
- Storage infrastructure
- Aggregation and collection centers

FSDT Call for Expressions of Interest: Vendor Prequalification for the Impact Grant Fund (IGF)

- Processing sites

6. Submission Requirements

Interested vendors must submit the following:

1. Certificate of incorporation or business registration
2. Valid business license
3. Tax Identification Number (TIN) and Tax Clearance Certificate
4. VAT registration certificate (where applicable)
5. Evidence of relevant past performance (contracts, completion certificates, or references), where available
6. Product/service catalogue with indicative pricing (where applicable)
7. Statement of operational capacity, including logistics, staffing, and distribution capability
8. Evidence of experience supplying similar goods and/or services, particularly in sectors aligned with IGF priorities (e.g., circular economy, sustainability, green transport, agro-processing, renewable energy, digital solutions)
9. Proof of financial capability, such as audited financial statements (last two years) or a bank reference letter
10. Commitment to sustainability and ESG principles
11. Conflict of Interest Declaration, confirming the vendor has no conflict in participating in the IGF vendor pool
12. Anti-Fraud and Anti-Corruption Declaration, confirming adherence to applicable laws and donor standards
13. Signed declaration of compliance with applicable regulatory and ethical standards
14. Confirmation of ability to supply within Tanzania, including logistics arrangements and after-sales support where relevant

Only EOIs submitted using the prescribed application form will be considered.

7. Evaluation Criteria

EOIs will be assessed competitively based on the following:

1. Technical Capacity and Product/Service Quality (25 Points)
Compliance with IGF sector priorities (circular economy, green mobility, agro-processing, renewable energy, digital tools)
Appropriateness for MSME scale and context (rural suitability, energy efficiency, ease of use)
Availability of technical documentation, manuals, and specifications
Innovation and efficiency features (energy-saving, climate-smart, digital integration)
2. Relevant Experience and Track Record (20 Points)
Years of relevant experience
Number of similar contracts completed in past 5 years
Experience with donor-funded or development programs
3. After-Sales Service, Maintenance and Warranty (15 Points)
Warranty terms (minimum 12 months, where applicable)
Availability of spare parts or replacement components locally (for equipment-based supplies)

FSDT Call for Expressions of Interest: Vendor Prequalification for the Impact Grant Fund (IGF)

Provision of preventive maintenance or ongoing technical support services
Operator or user training, where relevant to ensure effective use of the supplied goods or service
4. Financial Capacity and Scalability (15 Points)
Financial stability (audited statements, liquidity)
Capacity to supply at scale (inventory levels, production capacity)
Ability to offer bulk purchase discounts
Access to credit or trade finance lines
5. ESG, Environmental & Social Compliance (10 Points)
Environmental compliance certifications
Climate-smart or energy-efficient solutions
Ethical sourcing practices
Occupational health and safety standards
6. Geographic Reach and Accessibility (10 Points)
Presence (Physical or Agents) in Morogoro, Manyara, Shinyanga, Rukwa, Kagera, Simiyu, Kigoma, and Singida
Distribution network capacity
Rural servicing capability

8. Selection Process

Stage 1: Eligibility Screening

Stage 2: Technical Evaluation (Scored)

Stage 3: Due Diligence Meeting (where required)

Stage 4: Final Approval and Vendor Prequalification

Stage 5: Signing of Vendor Participation Agreement and applicable Service Level Agreements (SLAs) under the IGF framework.

9. Submission of Bids

The deadline for submission of the EOI documents is 5:00 pm on 24th March 2026

Any queries relating to this EOI should be submitted in writing to FSDT at the address indicated below. All questions received and the corresponding responses, will be shared with all shortlisted applicants. The deadline for submission of queries is two (2) days prior to the EOI submission deadline.

Procurement Manager,

The Financial Sector Deepening Tanzania,

2nd Floor De Ocean Plaza,

Plot 400 Toure Drive,

P.O. Box 1559 Oyster Bay, Dar es Salaam, Tanzania

+255 222 602 873/5/6

procurement@fsdt.or.tz

FSDT Call for Expressions of Interest: Vendor Prequalification for the Impact Grant Fund (IGF)

10. Other Matters

Confidentiality

All information contained in the Terms of Reference is provided on a strictly confidential basis solely for the use of tenderers in connection with the competition for the supply of services. It is a condition of this competition that tenderers (and any sub-contractors) shall:

- Take all reasonable measures to protect this confidentiality and avoid the unauthorized use, disclosure, publication, or dissemination of confidential information;
- Not use this information other than for the purposes of preparation of a tender, and shall disclose it only to officers, directors, or employees on a specific need to know basis; and
- Not disclose, publish or otherwise reveal any of the information contained herein except with the specific prior written authorization of FSDT.

Conflict of Interest

Tenderers (and any subcontractors) must disclose in their tender details of any circumstances, including personal, financial and business activities that will, or might, give rise to a conflict of interest, if they were awarded this contract. Where Tenderers identify any potential conflicts, they should state how they intend to avoid such conflicts. FSDT reserves the right to reject any tender which, in its opinion, gives rise, or could potentially give rise to a conflict of interest.

Taxation

The winning bidder will be responsible for paying withholding tax and all other tax liabilities as per Tanzanian Tax laws. Any such tax amounts shall be the responsibility of the consultant.