

REPUBLIC OF GHANA



MINISTRY OF FINANCE

REQUEST FOR EXPRESSIONS OF INTEREST **(CONSULTING SERVICES – FIRM SELECTION)**

Name of Project	Ghana Development Finance Project
Loan No./Credit No./Grant No	P169742
Assignment Title	Consultancy Services for the Design and Feasibility Study of a Digital Platform for SME Finance.
Reference No	GH-GDFP-157530-CS-QCBS

The Ministry of Finance has received financing from the World Bank towards the cost of the preparation of the Development Finance Project (the Project), which supports the establishment of the Development Bank, Ghana (DBG) and the design of its future products and services.

The Development Bank Ghana (DBG) – will provide wholesale lines of credit and partial credit guarantees (PCGs) to eligible participating financial institutions (PFIs) for on-lending to SMEs, and support the development of a digital platform for SME finance, among other activities.

The DBG is exploring the possibility of sponsoring a digital platform that can help reduce information asymmetries and unlock private sector capital to SMEs. While a digital platform can be privately owned and operated, there are many examples of markets that required a public sponsor to kick-start such platform. This can have a demonstration effect and encourage the private sector to develop alternative solutions.

Based on preliminary conceptualization, the proposed platform is expected to offer non-existent or hard-to-reach services to SMEs in Ghana, serve as an intermediary between the Ghanaian real and financial sector, and combine/facilitate various services to unlock SME finance and support their growth and productivity. The services offered by the platform would leverage each other to achieve economies of scale, improve credit risk process, introduce innovation, and facilitate SME access to financial services. The services to be considered in this study primarily include:

- (i) Accounts receivable finance;
- (ii) Electronic invoicing; and,
- (iii) Cloud based accounting.

The Consultant will assist the MoF/DBG in establishing an effective and sustainable public-sponsored digital platform (“the Platform”) that can increase access to finance to SMEs in Ghana.

The selected Consultant will not be eligible to bid for the supply/design of the software solution for the Platform.

The detailed Terms of Reference (TOR) for the assignment can be found at the following website: <https://www.mofep.gov.gh>.

The Ministry of Finance now invites eligible consultancy firms (“Consultants”) to indicate their interest in providing the Services. Interested Firms should provide information demonstrating that they have the required qualifications and relevant experience to perform the Services by submitting the most current company profile.

The shortlisting criteria will include:

- Minimum of 10 years of experience in the provision of consulting services, including to financial sector institutions;
- Track record in the provision of advice on the design/establishment or restructuring of e-invoicing and receivables financing platforms, particularly in a similar country context;
- Demonstrated international experience, including in Africa or in emerging economies.

Key Experts will not be evaluated at the shortlisting stage.

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 revised November 2017 and August 2018. 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 Consulting Firm will be selected in accordance with **Quality and Cost Based Selection Method** set out in the Procurement Regulations.

Expressions of interest which must bear the title “**Firm to Design Feasibility Study of a Digital Platform for SME finance**” must be delivered in a written form to the address below (in person or by mail, or by e-mail) by **5:00pm GMT on December 2, 2021**.

Further information can be obtained at the address below during office hours from 8:30 am to 4:30 pm, local time or through GDFFP@mofep.gov.gh

Address – For Submission of Expressions of Interest:

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