



REPUBLIC OF ZAMBIA

MINISTRY OF SMALL AND MEDIUM ENTERPRISE DEVELOPMENT

INVITATION FOR BID NO: MSMED/CS/PPP/05/2025

REQUEST FOR COMPETING PROPOSALS FOR THE INSTALLATION OF THE SUPPLY CHAIN OF FINANCE PLATFORM FOR ZAMBIA

Background and Introduction

The Ministry of Small and Medium Enterprise Development invites eligible and innovative firms to submit proposals for the Provision of a Supply Chain of Finance Platform for Zambia.

This platform will serve as a centralized digital marketplace connecting small and medium enterprises (SMEs) to government institutions, large corporations, and consumers. It aims to enhance market access, transparency, and efficiency in the procurement and supply of goods and services within Zambia's SME ecosystem.

The Platform should:

- Enable registration, verification, and profiling of SMEs.
- Facilitate digital tendering, order placement, and payment tracking.
- Provide real-time analytics and reporting tools for decision-making.
- Be user-friendly, secure, and scalable, ensuring inclusivity across all provinces.

Scope

The selected vendor will be responsible for the set-up of the platform for coordinating and managing small and medium enterprises and provide solutions for finance supply chain by linking SMEs with financiers of tenders and projects.

Eligibility

The Bidder shall demonstrate the following:

1. Operation of a similar platform;
2. Expertise in supply chain of finance;
3. Prior experience in the designing, configuring and deployment supply chain for finance infrastructure;
4. Strong technical capabilities in developing and customizing similar platforms;
5. Sound financial capability to invest in the project;
6. Sound knowledge of regulatory requirements and industry best practices;
7. A minimum of five (5) years in installing Finance Supply Chain Platforms; and
8. capacity, experience, and innovation in developing digital platforms that support local enterprise growth and digital transformation.

Competing Proposal Evaluation

The successful Bidder will be expected to undertake the project under "Finance, Design, Configure, Deploy, Operate, Maintain and Transfer" PPP Model. The Ministry of Small and Medium Enterprise Development will evaluate the competing proposal using the following criteria:

(a) Innovation, independent origination and beneficial to the public; and

(b) includes the following sufficient information for a contracting authority to evaluate the proposal in an objective and timely manner:

- (i) business case regarding a proposed project to include the project cost and how the concessionaire shall recoup their investment;
- (ii) technical requirements in the form of scope of work of a project;
- (iii) legal requirements to be met by the parties to the project;
- (iv) social economic and environmental impact of the project;
- (v) affordability and value for money proposition in the project;
- (vi) financial model and key financial indicators;
- (vii) projects land requirements, if any; and
- (viii) type of public-private partnership model."

The successful Competitor is expected to recoup their investment from various user fees and the bid document will therefore be expected to clearly explain in detail the total proposed investment and the projected concession period. In addition, the Competitor is expected to explain how they intend to reduce and eliminate any risks that might be associated with the implementation of the project during the concession period.

Competing Proposal Submission

The Ministry of Small and Medium Enterprise Development now invites eligible Competitors to tender for **"Competing Proposal"** for the **Installation of the Supply Chain of Finance Platform for Zambia** through a Public-Private Partnership (PPP) arrangement. Interested eligible Bidders may obtain additional information and clarifications from the Office of the Permanent Secretary, at **Block 28, Independence Avenue, Lusaka** upon payment of a non-refundable solicitation fee of **US \$ 10,000 or Zambian Kwacha equivalent**. The money should be deposited or transferred to the following Account:

Kwacha Account (ZMW)

Account Name: MSMED GDA A/C
Bank: ZANACO
Account No: 5982016300134
Branch: Longacres
Sort code: 010066

The telephone number and the telefax number is (+206) 211 254-108. **HOWEVER, TELEGRAPHIC OR TELEFAX BIDS WILL NOT BE ACCEPTED.**

Sealed and bound bids clearly **"Competing Proposal"** for the **Installation of the Supply Chain of Finance Platform for Zambia through Public-Private Partnership (PPP)"** addressed to the Permanent Secretary, must be submitted and deposited in the Tender Box at the Reception **on or before Monday, 5th January, 2026 at 10:00 Hours local time**. Bids must be accompanied by a bid securing declaration valid for three (3) years. Late bids will **NOT** be accepted.

The bids will be opened soon after closing at the Ministry of Small and Medium Enterprise in the Conference Room, at Block No. 28 Independence Avenue, Lusaka in the presence of Bidders or their representatives who will choose to attend.

Mrs. Subeta K. Mutelo
Permanent Secretary

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