

**Country:** Moldova

**Open Tender**

**Ref.:** BMZ Nr. 202370260

**Title:** "Consulting Services for Implementation consultant and technical support for Moldovan SME Development Facility"

**Tender No.:** 510357

**Project Name:** SME Development Facility of Moldova

**Type of Notice:** Prequalification Tender Notice

**Tenderer:** Organisation for the Development of Entrepreneurship (ODA)

In the last several years, Moldova has taken certain steps to facilitate the SMEs' access to finance with the support by international partners. In its "SME Policy Index Eastern Partner Countries 2020 ASSESSING THE IMPLEMENTATION OF THE SMALL BUSINESS ACT FOR EUROPE" OECD acknowledges several key milestones having been achieved, contributing to the improvement of access to finance in Moldova. As a result, the OECD has assessed Moldova as slightly above the average in the Access to finance pillar compared to other Eastern Partner countries (Armenia, Azerbaijan, Belarus, Georgia and Ukraine).

Nevertheless, the mentioned milestones represent merely more than steps in the right direction and need further development in combination with other measures and policies since the same source as well as multiple other sources, available data and interviews performed agree, that access to finance for SMEs in Moldova still faces challenges and underperforms compared to a broader peer base. For example, recent data shows that micro enterprises and MSMEs are either fully or partly credit constrained with the MSME financing gap estimated at EUR 628 million to EUR 1.1 billion.

The reasons for the low financial intermediation are complex and include reasons on the demand side (SME sector), supply side (Financial sector) as well as deficiencies in the financial infrastructure like the gaps in the credit information sharing system, as despite the several existing credit bureaus a lack of a fully operational centralized database of insolvency cases continues to exist, etc.

In summary, there is a high need for affordable long-term financing for SMEs and intervention with adequate consideration of focus areas and country development status and strategy.

Therefore, the German Government is considering making available financing for a project in the financial sector. In a first phase of the project the German Government would support the availability of affordable loans for SMEs with a grant of 10 Million Euros. Via the newly founded „Fund for Entrepreneurship and Economic Growth of Moldova“ (FACEM) at the Organization for Entrepreneurship Development (ODA), a public institution subordinated to the Ministry of Economic Development and Cooperation. Selected Partner Financial Intermediaries (PFIs) will be supported through affordable refinancing options for long term investment loans for SMEs. At the same time the project will include a component to support ODA in developing capacities for the operationalization of the refinancing product at FACEM. The PEA and employer of the implementation consultant will be the „Organization for Entrepreneurship Development“ (ODA). This prequalification is for the consulting services of this component.

Further phases of the project are possible. There is the possibility that the implementation consultant selected for this first phase of the project will be directly selected for a follow up phase as well.

The duration of the first phase of the project is planned for approximately 3 years from Q2 2024 to Q2 2027. The implementation consultant is expected to accompany the project for its entire duration.

The prerequisites for disbursements for this assignment are not yet finalised. Any contractual commitment related to this tender procedure is subject to the readiness of disbursement of funds for this assignment.

The applications shall be submitted in electronic form only according to the provisions of the prequalification document.

The tender documents shall be requested via the contact below. Please always include the **project reference and tender number (“BMZ202367902/KFW510357”)** in any communication regarding this tender.

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