Market orientation 'ReCCAWA: Capacity Building for Financial Institutions in Senegal'

Ref. IUC: 202608124

Organisation: The Netherlands Enterprise Agency
The Netherlands Enterprise Agency (in Dutch: Rijksdienst voor Ondernemend Nederland, RVO) supports private and public organisations with funding, international business partners, knowledge, and regulations. More information about RVO can be found on: www.rvo.nl and http://english.rvo.nl/

This assignment is financed through the ReCCAWA Program (Regional Clean Cooking Action West Africa), executed by the Netherlands Enterprise Agency (RVO), part of the Netherlands Ministry of Economic Affairs and Climate. The ReCCAWA programme is financed by the European Union and the Netherlands. ReCCAWA is steered by the Economic Community of West African States (ECOWAS) and implemented by the Netherlands Enterprise Agency (RVO) in cooperation with the Spanish Agency for International Development Cooperation (AECID), and the ECOWAS Centre for Renewable Energy and Energy Efficiency (ECREEE).

Purpose of the orientation
The purpose of this market orientation is to explore which parties are interested and possess the necessary knowledge, experience, and capacity to be eligible for this tender.

Extent and duration
The project will run from 15 December 2026 (or as soon as the tendering and contracting procedure has finished) until 30 June 2028. No extension of the project after this date is possible.

Budget indication
The indicative budget range for this assignment is set at € 82,000.- excluding Dutch VAT* and including any applicable local (foreign) VAT, as well as all other costs and fees. No rights may be derived from this indication.

Purpose of the assignment
(M)SMEs are essential to achieving universal access to Clean Cooking, yet the clean cooking sector is relatively undeveloped in many West African markets, and therefore risk (perception) is high, leading to a lack of access to affordable, tailored financing. Traditional financial institutions typically prioritise larger clients due to high overheads, limited risk appetite, and capacity gaps, excluding (M)SMEs with irregular cash flows or limited collateral.

Microfinance institutions (MFIs), though better positioned to serve smaller businesses, often face high transaction costs, short loan terms, and challenges in pricing risk, resulting in high interest rates for relatively small ticket sizes for entrepreneurs. Most local lenders also lack familiarity with the sector and the tools to assess business models like clean cooking. As a result, they rarely offer suitable financial products such as revenue-based repayment, equipment-backed loans, or flexible grace periods.

This persistent financing gap is a key barrier to scaling Clean Cooking SMEs in ReCCAWA partner countries, limiting innovation, market growth, and progress toward universal energy access and climate resilience.

To address these limitations, ReCCAWA in Senegal will implement a gender-sensitive activity that **strengthens the capacity of selected financial institutions** (FIs) to design, evaluate, and implement inclusive financial products for clean cooking markets.

Selected institutions will receive tailored support to understand the Clean Cooking sector. The programme will support the **co-design and testing of gender-intentional financial products**, alongside peer learning, **exposure visits**, and **targeted training** for financial institutions.

A gender lens will be applied throughout, ensuring women's roles as energy users, entrepreneurs, and clients are fully considered and enhanced.

The activity will also promote stronger ecosystem linkages between financial institutions, enterprises, business development service providers, and women entrepreneur networks. By fostering dialogue, feedback loops, and co-learning spaces, the programme seeks to strengthen the enabling environment for long-term, market-driven access to finance in the clean cooking sector.

The full purpose of the project, its goals, activities, deliverables are outlined in the terms of reference, which is attached as Appendix 1. The content of this ToR document is not final and may be modified by RVO.

Requirements

- The implementer should have at least seven (7) years of demonstrable experience working with financial institutions in the target country (MFIs, SACCOs, banks, cooperatives), with hands-on experience in SME lending, green finance, and blended/catalytic finance instruments (credit guarantees, RBF, concessional lending, carbon finance).
- The implementer should have at least five (5) years of experience in designing and delivering technical training for financial institution staff on loan appraisal, PAYGo and RBF mechanisms, and clean cooking business models.
- The implementer should have at least three (3) years of demonstrable expertise in gender-intentional finance product design.
- The implementer should have experience organising matchmaking events and exposure visits connecting FIs with SMEs.
- The implementer should have previous exposure to the Clean Cooking- and SME sector, showcasing an understanding of its financing needs.
- The implementer should be able to deliver the training and prepare material in French (minimum CEFR C1 level).
- The implementer should be able to write and speak in English (minimum CEFR C1 level).
- The implementer should be able to work in close collaboration with ReCCAWA's country implementer in Senegal, Mercy Corps.
- The implementer is expected to liaise with the support of ReCCAWA RVO, with GET. invest's EDGE service, ensuring complementarity and synergies.

Application

Interested parties are requested to express their interest to RVO by completing the table below and sending this information by e-mail to havaf.bentouhami@rvo.nl of the Procurement Office. <u>No</u> supporting documents are required at this stage.

Name company	
Website	
Name contact person, position + e-mail address	
Can the party carry out the assignment in accordance with the requirements set above and the terms of reference?	Yes / No
Can the party carry out the assignment within the given budget range?	Yes / No
Is the party available to carry out the assignment from end of	Yes / No

December 2026 up to end of June 2027?	
Relevant experience: You are requested to provide a brief explanation, based on your previous experiences and skills, of why you believe you are capable of completing this assignment.	Please submit your response in **Verdana, font size 9**, not exceeding **400 words.** No supporting documents are required at this stage.
If applicable: You are requested to list the name of the company, contact person, position and e-mail address of the consortium partner(s) and/or subcontractor(s).	

As a result of the market orientation, RVO can decide to start a follow-up process. Interested parties can be invited to this process to submit a request for proposal. If more than 5 applicants respond to the market orientation, a supplier selection can take place on the basis of a selection prior to the request for proposal.

In case of a follow-up process, no distinction will be made between parties that have or have not participated in the market orientation.

Deadline
The deadline for responding to this market orientation is set at 2 October 2026.