



REQUEST FOR EXPRESSIONS OF INTEREST FOR THE QUALIFIED SERVICE PROVIDER(S) TO CONDUCT THE VALUE CHAIN AND MARKET ACCESS (VCMA)

**Lao PDR Enhancing Access to Benefits while Lowering Carbon Emission (EnABLE Project)
Grant No.: TF-C7564**

Assignment Title: Hiring qualified service provider(s) to conduct the value chain and market access (VCMA) of the EnABLE Project

Reference No. (as per Procurement Plan): CS-03

As part of the EnABLE project, the Regional Community Forestry Training Center for Asia and the Pacific (RECOFTC) in Lao PDR has received financial support from the World Bank to implement the Value Chain and Market Assessment (VCMA) in the target villages of the project. RECOFTC is therefore recruiting the qualified Service Provider(s) to implement the following tasks:

- [Desk Review, and Value Chain and Market Analysis \(VCMA\)](#)
- [Development of Business Skills and Inclusive Value Chain Extension Package and Training of Trainers \(ToT\)](#)
- [Pilot Business Development, Product Value Addition, Technical Coaching and Peer Learning](#)
- [Market Linkage Facilitation, and Exit and Sustainability Planning](#)

The detailed Terms of Reference (TOR) for the assignment are attached to this request for expressions of interest. [Terms of Reference \(TOR\)](#)

RECOFTC now invites the eligible service providers to indicate their interest in providing the services. The interested service providers should provide information demonstrating that they have the required qualifications and relevant experience to perform the services. The shortlisting criteria are:

- At least 5 years of experience in value chain analysis and market linkage facilitation in Lao PDR, preferably in the northern provinces.
- Official registration and legal consent from the Government of Lao PDR to operate as a CSO or firm.
- Demonstrated experience working directly with ethnic minority communities in northern Lao PDR, including evidence of culturally appropriate facilitation approaches.
- Demonstrated experience applying GESI approaches in rural livelihoods or enterprise development programming, with examples of how GESI was operationalized beyond reporting (e.g., women-only focus groups, women in leadership roles in supported groups, language-accessible training).
- Applicants must provide at least 2 references from previous assignments that involved GESI-sensitive programming with ethnic minority communities in Lao PDR.

State-owned enterprises (SOEs) or institutions of the Borrower's country may be eligible to compete for and be awarded contracts in the Borrower's country only if they can establish, in a manner acceptable to RECOFTC, that they: (i) are legally and financially autonomous; and (ii) operate under commercial law.



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" September 2023 ("Procurement Regulations"), 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 service provider will be selected in accordance with the Consultants Qualifications - based Selection (CQS) method set out in the Procurement Regulations.

Further information can be obtained at the address below during office hours from 8:30-16:30, Monday – Friday. Expressions of interest must be delivered in a written form to the address below by 16:30 pm (Local time of Vientiane Capital, Lao PRd, GMT+7) of 18 August 2026 (electronic submission is also acceptable).

Regional Community Forestry Training Center for Asia and the Pacific (RECOFTC).

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