

Republic of Zambia

MINISTRY OF TOURISM

GREEN, RESILIENT AND TRANSFORMATIONAL TOURISM DEVELOPMENT PROJECT (GREAT-TDP)

CALL FOR EXPRESSION OF INTEREST

SELECTION OF A GRANT MANAGEMENT FIRM TO IMPLEMENT THE MATCHING GRANTS AND TECHNICAL ASSISTANCE PROGRAM UNDER GREAT-TDP (SUBCOMPONENT 1.3)

PROJECT ID: P180337, IDA CREDIT NO. 73380-ZM

ZM-MOT-580359-CS-QCBS

INDICATIVE ASSIGNMENT DURATION

March 2027 – June 2030, Subject to Contract Effectiveness, Financing Availability and The Project Closing Date.

Background

The Government of the Republic of Zambia has received financing from the International Development Association (IDA) toward the cost of the Green, Resilient and Transformational Tourism Development Project (GREAT-TDP), which is being implemented by the Ministry of Tourism (MoT) through a Project Implementation Unit (PIU). The Project seeks to enhance the sustainability, resilience, and competitiveness of Zambia's tourism sector while promoting inclusive economic opportunities and conservation outcomes in tourism destinations.

The GREAT-TDP comprises three components:

Component 1: Strengthening Tourism Competitiveness and Destination Management;

Component 2: Improving Access to Resilient Infrastructure; and

Component 3: Project Administration and Management.

Under Component 1, Subcomponent 1.3, Expanding Economic Opportunities through MSMEs and Community-Based Tourism Support, the Project provides financial and technical support to tourism-related Micro, Small and Medium Enterprises (MSMEs), Community-Based Enterprises (CBEs), Non-Governmental Organizations (NGOs), and Tourism Private Sector Associations (TPSAs) through a Matching Grants and Technical Assistance Program. The Program is designed to strengthen business capacity, improve competitiveness, support sustainable tourism development, and expand economic opportunities for participating beneficiaries.

Consulting Services

The Ministry of Tourism intends to apply part of the proceeds of the financing for consulting services ("the Services"), which include the engagement of a **Grant Management Company (GMC)** to support the implementation and administration of the Matching Grants and Technical Assistance Program under Component 1 of the GREAT-TDP.

The GMC will be responsible for the overall management and administration of the Program, including outreach and communications, beneficiary engagement, application intake and evaluation, grant administration, coordination and delivery of technical assistance activities, monitoring and verification of results, operation of the Management Information System (MIS), reporting, and other related functions as described in the Terms of Reference (TOR). The GMC will support the Ministry of Tourism in ensuring that the Program is implemented efficiently, transparently, and in accordance with the Project's objectives, procedures, and applicable requirements

The detailed Terms of Reference (TOR) for the assignment can be obtained at https://greattdp.gov.zm/tenders or https://www.mot.gov.zm/?page_id=3201 or by writing at the email address given below;

The project coordinator:
Green, Resilient and Transformational Tourism Development Project
Ministry of Tourism
Kwacha House Annex
Cairo Road
Lusaka Zambia
Email: procurementgreattdp@mot.gov.zm
Copying: greattdp.projectcoordinator@mot.gov.zm

The Ministry of Tourism (MoT) now invites eligible consulting firms ("Consultants") to indicate their interest in providing the Services. Interested Consultants should provide information demonstrating that they have the required qualifications and relevant experience to perform the Service as required in the TOR. The submission should include a cover letter summarizing the relevant experience and indicating its relevance to the assignment at hand. The short-listing criteria are as follows:

1. Comparable program experience. At least 10 years of relevant organizational experience managing grant, matching-grant, or enterprise-support programs. During the 10 years preceding the EOI submission deadline, the firm must have managed at least 2 programs comparable to this assignment in scope, operational complexity, funding value, and number and type of beneficiaries.

2. Technical assistance delivery. Practical experience designing and delivering TA to MSMEs for business development or investment implementation, directly or through specialists managed by the firm. Tourism-sector experience is an advantage.

3. Organizational and managerial capacity. Experience mobilizing multidisciplinary teams and managing geographically dispersed operations. An existing office in Zambia is not required at EOI stage, but the firm must demonstrate capacity to mobilize an effective in-country operation.

4. Systems and controls. Capability to operate grant management informational system (MIS) and maintain audit trails, fiduciary and integrity controls, and environmental and social screening and monitoring procedures.

5. Donor financed and regional experience. Experience in World Bank or other development partner financed programs in the context of developing economies, especially in southern Africa.

Conflict of interest.

The attention of interested consultancy 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 7th Edition 2025 [Procurement in investment Project Financing; Goods, Works, Non-Consulting and Consulting Services], setting forth the World Bank's policy on conflict of interest.

Joint venture or sub consultancy

Consultants may associate with other consultants in the form of a joint venture or a sub consultancy to enhance their qualifications. The nature of association, whether it is a joint venture or a sub consultancy, should clearly be stated. In case of joint venture, the Consultant leading the joint venture should be mentioned.

Selection Method

A Consultant will be selected in accordance with the Quality and Cost Based Selection (QCBS) set out in the Consultant Guidelines. Interested Consultant may obtain further information at the email address below:

REoI Submission

Expressions of interest (EOI) should be delivered in a written (English) form to the address below (in person, or by mail, or by e-mail) by 23 November 2026 at 17:00 hours (Zambian time) marked clearly as – "***Expression of Interest for Grant Management Company (GMC) to support the implementation of the Matching Grants and Technical Assistance Program under Component 1 of the GREAT-TDP***"

The project coordinator:
Green, Resilient and Transformational Tourism Development Project
Ministry of Tourism
Kwacha House Annex
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